



Xenex strikes deal to sell germ-zapping robots in Asia

Roughly 15 months after entering into a deal with Terumo Corp. to exclusively market its germ-zapping robots in Japan, San Antonio-based Xenex Disinfection Services is doubling down on its relationship with the Tokyo-based company.

Xenex, which is expanding distribution of its LightStrike robots and its room disinfection technology, is expanding the scope of its deal with Terumo.

Under the new deal, Terumo will now also serve as the exclusive distributor of Xenex robots in Singapore.

The robots were developed to help medical facilities reduce health care associated infections, or HAIs. Xenex's robots use pulsed xenon technology to disinfect areas, attacking deadly microorganisms before they can pose a threat to patients and health care workers.

"We carefully evaluated the various technologies that are being used to combat HAIs and chose Xenex, because they offer an environmentally-friendly and evidence-based UV technology that has been shown to reduce hospital infection rates ...," Terumo's [Tsuyoshi Tomita](#) said in a statement. "Based on the success we've seen with the LightStrike technology in Japan, we are expanding the relationship to provide LightStrike robots to public and private healthcare facilities in Singapore."

Xenex robots are now in use in more than 400 hospitals worldwide. More than 50 government health facilities in the U.S. have invested in Xenex's technology.

That growth has attracted more attention from companies like Terumo who are looking to work with Xenex to address the HAI challenge.

"We are big enough now, we have a big enough footprint, that we are constantly getting approached by other companies," Xenex CEO [Morris Miller](#) told me.

Source: <https://www.bizjournals.com/sanantonio/news/2018/04/22/xenex-strikes-deal-to-sell-germ-zapping-robots-in.html>

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