



Robot-maker Xenex seeking bigger buy-in from SA hospitals

[Xenex Disinfection Services](#), whose germ-zapping robots are being used in more than 400 hospitals in the U.S. and abroad, is working to crack a geographic market where its infection-fighting technology has been slow to catch on: its hometown of San Antonio.

While demand for Xenex's devices — which use pulsed xenon UV technology to kill pathogens that cause health care-acquired infections and sometimes death — continues to escalate nationally and internationally, the company has found selling to local hospitals to be tougher. The company has a half-dozen Alamo City clients: two University Health System campuses, a [Baptist Health System](#) orthopedic hospital, a skilled nursing center and two government medical facilities.

Combined, those facilities have 18 Xenex robots in use, which is as many as Ochsner Medical Center in New Orleans has. That hospital took advantage of a no-risk program that enables clients to see proof of effectiveness before committing financially to Xenex. The Louisiana campus initially ordered eight robots, and after seeing a 49 percent reduction in infection rates, it bought 10 more.

"We will offer this no-risk program to any hospital anywhere," Xenex CEO [Morris Miller](#) said. "We will solve the problem and then send the bill after."

More than 50 government health facilities across the U.S. have invested in Xenex's technology. A similar number of hospitals in California are using the robots, while the company has grown its client list to include such notable organizations as MD Anderson Cancer Center and the Mayo Clinic. Last year, the company added 50 clients and saw its number of robots in service increase 24 percent compared to the prior year.

Still, Miller believes the adoption rate among hospitals is too slow — especially in San Antonio. "It is frustrating," he said. "We've probably saved 17,500 lives. That is a good bit of work for a San Antonio company."

It would be understandable if that frustration were more pronounced in San Antonio, where few hospitals have approached Xenex. But he remains optimistic the adoption rate in Xenex's home city will improve as more hospitals understand the need to seek help in eradicating infections.

"They need to take us up on the no-risk program," Miller said. "They need to let us show them what we can do."

Source: <https://www.bizjournals.com/sanantonio/news/2018/03/07/robot-maker-xenex-seeking-bigger-buy-in-from-sa.html>

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