



San Antonio robot maker gains entry to big pharma market

[Xenex Disinfection Services](#) has struck a major deal with an international pharmaceutical company, which could be a precursor to a larger pharmaceutical play by the Alamo City biotech.

The deal is the result of a multiyear evaluation of Xenex's LightStrike germ-zapping robots for use in contamination control in live production cleanrooms by one of its international distribution partners, RevDesinfectie Robots. The results of that testing have led one of the world's largest pharmaceutical companies to buy Xenex robots for use in five of its facilities in the U.S. and Europe. Xenex could only disclose that its newest client is a Fortune 500 company.

"This is the initial contract with this particular pharmaceutical company, and we are optimistic that their program is going to grow," Xenex CEO [Morris Miller](#) said.

To date, more than 450 health care facilities in the U.S. and abroad have bought Xenex robots, which use pulsed xenon to create intense flashes of germicidal ultraviolet light that quickly destroy bacteria, viruses, mold, fungus and spores. RevDesinfectie Robots was familiar with Xenex's technology, as its exclusive distributor in the Netherlands, Belgium and Luxembourg.

"They led the charge on the validation," Miller said.

"We strongly believe that the LightStrike technology is a breakthrough in the field of environmental disinfection, first in health care facilities and now for cleanroom contamination control," RevDesinfectie Robots' [Eric Hesp](#) said.

Dr. [Mark Stibich](#), co-founder of and chief scientific officer for Xenex, said the company's migration into pharmaceutical cleanrooms is a milestone.

"This is the first time the technology has been evaluated in a manufacturing environment," he said. Miller suggests the sky is the limit in terms of this latest win.

"The pharma industry is extremely attractive because of its size and the impact we can have on their manufacturing capabilities," he said. "There are thousands of cleanrooms around the world, and we believe we can become the new standard for enhanced disinfection."

Source: <https://www.bizjournals.com/sanantonio/news/2019/04/11/san-antonio-robot-maker-gains-entry-to-big-pharma.html>

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