

# German SME seeks distribution and technological partners for its novel steam disinfection and drying device for medication nebulizers and inhalation materials to prevent respiratory infections

## Summary

Profile type	Company's country	POD reference
<b>Business Offer</b>	<b>Germany</b>	<b>BODE20220727013</b>
Profile status	Type of partnership	Targeted countries
<b>PUBLISHED</b>	<b>Commercial agreement</b>	<b>• World</b>
Contact Person	Term of validity	Last update
<a href="#">Katrin Heckmann</a>	<b>27/07/2022</b> <b>27/07/2023</b>	<b>27/07/2022</b>

## General Information

### Short summary

A German medical device start-up has developed a novel integrated steam disinfection and drying device targeting a wide array of multiple use drug nebulizers commonly used by patients suffering from cystic fibrosis (CF), lung cancer, COPD and other respiratory diseases. The device efficiently prevents respiratory infections due to recontamination with moist germs increasing the patients' life expectancy and quality of life. The company seeks collaboration with distribution partners.

### Full description

The COVID-19 pandemic has demonstrated the importance of virus- and bacteria-free equipment for the safe use of inhalation devices by end users. A German company that manufactures and distributes health and hygiene products has therefore developed a novel disinfection and drying device suitable for all commercially available medication nebulizers for inhalation.

Currently, there is no integrated device on the market that provides both steam disinfection and drying of respiratory devices such as medication nebulizers, sleep masks, diving masks, and many other medical and dental utensils. Residual moisture and humidity after the disinfection run provide favorable conditions for germ growth of moist germs, which poses a high risk to patients with cystic fibrosis (CF), lung cancer, COPD (chronic obstructive pulmonary disease) and other lung diseases.

The integrated drying mechanism of this novel steam disinfection device efficiently prevents recontamination with pathogens requiring moist environments. In addition, disinfection takes place without the use of chemical additives and the entire cleaning and disinfection process only takes about 50 minutes.

The disinfection device targets a large number of potential customers with an estimated number of 53 million patients suffering from cystic fibrosis, lung cancer and COPD combined only within the European Union.

Desired co-operation:

Priority 1: Distribution cooperation: Wholesalers for medical devices with a European-wide or worldwide orientation.

Priority 2: Technical cooperation: companies involved in the i) production of heating elements for steam disinfection, ii) plastics for medical devices (injection moulding expertise), iii) device displays for medical devices for the further development of the currently used technology for subsequent devices on the latest technical level.

Comments Regarding Stage of Development:

Series units of the device are available, medical device certification is pending.

Certification Standards: MDR 13485 in preparation

#### Advantages and innovations

Currently, there is no technically comparable market-ready device that provides post-vapor disinfection drying for the end user, especially for safe home use of common medical devices for clinical-level drug nebulizers. Alternative development approaches using ozone and microwave drying techniques have not been successful.

The risk of recontamination by moist germs after disinfection on the surface of reusable medication nebulizers and inhalation accessories is largely eliminated by the integrated drying approach of this novel steam disinfection device. This leads directly to an increase in the life expectancy of patients with certain lung diseases if they are exposed to fewer infections caused by moist germs as a result.

#### Stage of development

**Available for demonstration**

IPR Status

**IPR granted**

#### Sustainable Development goals

• **Goal 3: Good Health and Well-being**

## Partner Sought

#### Expected role of the partner

Specific area of activity of the partner: Distributor and manufacturer

Type of partner sought: Retailers of disinfection devices, end-users of disinfection devices, industrial medical device developers

Tasks to be performed by the partner sought/Expected role of the partner:

Distribution partners; Development support with manufacturing capabilities in series production

#### Type of partnership

#### Type and size of the partner

### Commercial agreement

- R&D Institution
- SME 11-49
- SME 50 - 249
- SME <=10
- University
- Big company

## Dissemination

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#### Technology keywords

- 006001007 - Diseases
- 006001002 - Care and Health Services
- 006001012 - Electromedical and Medical Equipment
- 02007014 - Plastics, Polymers

#### Targeted countries

- World

#### Market keywords

- 05005007 - Pulmonary medicine
- 05007007 - Other medical/health related (not elsewhere classified)
- 05003005 - Drug delivery and other equipment
- 08001018 - Polymer (plastics) materials

#### Sector groups involved

- Healthcare