Launching new generation Ozone generator systems in India

Sanjay Jaiswal, Director, Airox Technologies Pvt. Ltd., in an exclusive interview with Medical Equipment & Automation, remarks that we are the pioneer in oxygen generator systems in India.

Could you elaborate to our readers the evolution of Airox Technologies Pvt. Ltd. and your journey so far.

I have completed B.E. (Chemical) & M.B.A. (Marketing) from K.J. somaya, Mumbai. I am in Medical industry from last 14 years & have exposure to be associated with Companies like SIEMENS, Maquet & Agfa. We use to take MGPS (Medical Gas Pipe Line systems) projects. We realized the different issues hospital industry is facing regarding uninterrupted & quality oxygen supply. This has motivated us to bring this oxygen generator technology from USA to India.

It is known that you are the pioneer in launching Oxygen generator systems in Private hospital in India, with immense success; do share your experiences about the same and also do enlighten our readers regarding the Oxygen generator systems.

Yes, we are the pioneer in oxygen generator systems in India. Being new technology in India, initial days, we do faced problems regarding acceptability of this product in hospital industry. But
What according to makes Airox, the number one PSA oxygen generator supplier in India? Does Airox Technologies Pvt. Ltd. plan to supply any new high quality products in the Indian market if so, give us a brief idea of the same?

We have been chosen as "Fastest Growing Indian Company Excellence Award-2014" by On Global Corporate Achievements & social responsibilities by International Achievers Conference. We have 100+ successful installations including all major states in India. This milestone is been achieved by combination of great quality of Airsep Oxygen Generator (World's Largest Manufacturer of PSA Oxygen Systems), expert team for sales and service of Airox with 55 employees & strong 15 distributors across the India. We are planning to supply advance PSA oxygen generator systems with touch screen and remote monitoring mechanism. The system would be with mobile alerts and all other safety features. We are also launching new generation Ozone generator systems in India.

How does the Airsep Oxygen Generator supplied by Airox Technologies Pvt. Ltd. differ from the Oxygen Generator supplied by other companies? What are the unique features of the Oxygen Generator supplied by Airox Technologies Pvt. Ltd.?

To maintain 4.5 Bar pressure & consistent purity, you require state of the art technology which is not available with any other Indian manufacturer. The Zeolite which separates oxygen from air is innovated by core team of Airsep Corporation. We manufacture our own Zeolite which are not available with any competitor. Our Process of PSA is unique and cannot be duplicated.
Due to this process, zeolite & our robust after sales service we can guaranty 20 years of life for our system. This product is highly dependent on external environment like temperature, humidity & above sea level installation. Ours is only PSA system which is successful working in Indian atmospheric condition.

Does the quality of Airsep Oxygen Generator differ from cryogenic & cylinder oxygen, if so elaborate the same?
Airsep Oxygen Generator use molecular sieves as adsorbent to separate oxygen from air. Like Magnets Molecular sieves strongly attract certain type of molecules such as those of nitrogen, CO₂, CO, Hydrocarbons, water etc. have positive and negative electrical poles. These polar molecules are strongly attracted to our unique Molecular Sieves. For this reason the CO₂ in the PSA generated cannot exceed 60 PPM (Cryogenic oxygen generally has 300 PPM). Carbon Monoxide cannot exceed 0.5 PPM (Cryogenic oxygen generally has 5 PPM). Oil content is less than 0.015 mg/m³ (Cryogenic oxygen generally has 0.1 mg/m³ oil content). As harmful gases like CO₂, CO, oil & hydrocarbons are far lower in PSA oxygen generator compare to cryogenic generator gives us edge over oxygen quality.

It is known that Airsep Oxygen Generator differs from liquid oxygen, can you emphasize on the same?
Beside better quality as mentioned above, our system has other advantages over liquid oxygen:
- Cost saving: Saves 40 to 70% cost on oxygen.
- Safety: System is much safer than liquid oxygen.
- Saves Space: Can be installed on terrace or any other convenient location acceptable to hospital.
- No Losses: Liquid oxygen is at -180 Degree C which is given to patient on room temperature which leads in huge heating transmission, evaporation & leakage losses. Our system makes oxygen in Gaseous form at room temperature.

What do you predict about the future scenario of the developments in the fields of medical equipment & devices?
The Medical equipment & devices future will be highly driven by technology. The newer technology will increase workflow, quality & its effectiveness. Technologies can range from tools for basic survival, such as a treadmill pump and basic filtration technologies, to more advanced innovations, such as methods of collecting and utilizing data in health informatics and novel building materials with real-time environmental sensing capabilities.

What according to you are the future plans and growth strategies that lie ahead in the pipeline of Airox Technologies Pvt. Ltd.? Where do you see Airox Technologies Pvt. Ltd. in the next decade?
We are promising our product as "Oxygen for Modern Hospitals". We want all major hospitals in India to use our system for oxygen. With present installation and infrastructure in place, we are growing in that direction. We will be adding on our sales & service infrastructure to achieve our goal. We are also venturing in VPSA system to meet bigger industrial oxygen demand. In next decade we see ourselves as leading oxygen supplier through our system in India. We see ourselves to touch 100 Cr turnover in next 5 years.