ZARE acquires majority stake in additive manufacturing medical company Proxera®

After joining the BEAMIT Group, ZARE has now acquired a majority stake in the additive manufacturing (AM) medical company Proxera®. This means that the leading AM service provider in Europe now also enters the high-growth market for 3D-printed metal implants.

Boretto (Reggio Emilia), Italy, 22 January 2021 – The Proxera® brand has successfully specialised in 3D-printing of highly advanced dental applications for many years, and it will from today also serve a broader purpose with its strategic approach and cutting-edge niche technologies and materials. The Proxera® brand will play a pivotal role in applications for the wider medical sector with a uniquely high-value offering thanks to a fully integrated additive manufacturing value chain, to oversee every stage from the sourcing of the metal powders to the most advanced post processing and surface finishes.

Proxera® will operate as an independent company, controlled by ZARE which is already part of the BEAMIT Group. It is fully equipped with lines and plants that satisfy the demands of the medical sector and meet all the strict criteria applied to products for the medical implant market.

Andrea Scanavini, CEO of ZARE and newly appointed President of Proxera® explains, “Although the world is still struggling due to Covid-19 developments, we are looking at the future with great confidence and an unchanged sense of social responsibility. With Proxera® we want to be extraordinary leaders in technological breakthroughs and have a wider impact on society and people’s life. With this acquisition we are immediately ready to use one of the most revolutionary technologies; one that is destined to transform how patients are treated, hence their quality of life.”

Through its strategic partnership with Sandvik – holding one of the world’s most cutting-edge titanium powder plants certified ISO 13485:2016 also for the use of Osprey® titanium powder in medical applications, BEAMIT Group has already proven undisputed leadership throughout the entire additive manufacturing value chain by leveraging Sandvik offering of the widest range of certified alloys on the market for 3D printing to serve the most demanding industries.

Andrea Pasquali, CEO of Proxera® explains, “Technological advances in the medical field are always fascinating. With implants for example, a lack of customisation and the lead-times for a finished medical device can have a negative impact on the quality of life for patients who need urgent surgery. The world is only now realising that additive manufacturing is the most revolutionary manufacturing technology”.

Having a value chain that is managed and integrated from start to finish is a distinctly significant competitive advantage. Technological developments will always be a strategic driver for Proxera® to ensure meeting future market demands with state-of-the-art solutions increasingly more tailored to patients’ unique characteristics to improve the lives of those living with prostheses.

As Andrea Scanavini concludes, “Certain personalised solutions and designs cannot be obtained with anything other than additive manufacturing, which guarantees maximum precision within extremely tight timeframes. Our team’s vast wealth of experience, combined with a supply chain driven and managed internally, enables us to maximise the potential of 3D printing to produce lightweight, sturdy, tailor-made components exceptionally quickly.”

For additional information, fact box and photos, please see next page.

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ATTACHMENT

ADDITIONAL INFORMATION

Improved patient's quality of life in connection with innovative manufacturing methods
"Nowadays people live longer and move more quickly, and unfortunately accidents are a common occurrence. Quality of life will be the cornerstone of modern society. Surgery has made great strides, while biomedical implants have advanced considerably in terms of performance and materials over the years. But manufacturing methods can no longer remain tied to conventional production processes, so technology must enable us to drastically cut timescales and customise components to fit the characteristics of the individual's body" – says Andrea Scanavini, CEO ZARE and newly appointed President Proxera®

3D printing shift in advancing innovations
"Today's biomedical implant developers need manufacturing technologies that guarantee speed, customisation and the ability to produce complex components tailor-made down to the smallest detail. 3D printing, used with materials such as titanium, shows clear potential as a manufacturing technology for the most advanced medical applications, the types of applications that can truly improve people's quality of life." – says Andrea Scanavini, CEO ZARE and newly appointed President Proxera®

Life-changing technology with an integrated value chain
"Additive manufacturing is becoming more and more the technology with high potential life-changing qualities in the future, and with Proxera® we can already guarantee flawless integrated management starting from raw materials, with Sandvik, a wide range of printing technologies, in-house hot isostatic pressing (HIP), and CNC-machining, to the most cutting-edge DryLite finishing methods. All this is done with special attention to meticulously cleaning the components, which are supplied certified by us." – says Andrea Pasquali, CEO Proxera®

Proxera® looking into improvements in customization to the individual's unique characteristics
"The dynamic nature of our company is an exceptional driver towards a new world in which the holistic vision of people's wellbeing can no longer disregard the unique characteristics of the individual. Proxera® is unequivocally striving for a world that cares more about human beings, namely a better world" – says Andrea Scanavini, CEO ZARE and newly appointed President Proxera®

FACT BOX

The World Health Organization estimates that 30 million people need prosthetic and orthotic devices. Medical implants, such as skull plates, have been around for many years, but breakthroughs in manufacturing technology are improving opportunities for customisation, thereby delivering faster results. Spine implants, skull plates, hip joints, prosthetics and other skeletal parts can be 3D printed and tailored to fit individual patients. 3D printing of implants and medical devices enables an individual's anatomical data to be used directly for rapid manufacturing, which enhances the healing process and improves the patient's prognosis.
Until now the cost and complexity of machining titanium billets has restricted its use to high-value, low-volume industries. Additive manufacturing makes it much easier to form complex shapes using titanium powder, which is 3D printed layer by layer.

Photos

1. Proxera® headquarters in Boretto (RE).
2. Left to right: Proxera® Vice President Sauro Zanichelli, Proxera® CEO Andrea Pasquali, ZARE CEO and newly appointed Proxera® President Andrea Scanavini.
3. 3D printed acetabular cup, used in hip-joint surgery: the ball fits securely inside the socket and rotates easily within the smooth cartilage lining.
4. 3D printed tibial plateau, used to restore joint stability, alignment, and articular congruity while preserving full range of motion

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