

# THE CHALLENGE

The client sought rapid pace end-to-end asset management services for a timely closure of a recently acquired fully automated biopharmaceutical manufacturing facility. In an effort to consolidate manufacturing focus and costs in under three months, the client enlisted EquipNet's surplus asset disposition platforms to manage its project.

The inventoried equipment included Blow Fill Seal Machines, Autoclaves, Fork Lifts, Stainless Steel Tanks, and an assortment of Lab Equipment.

# THE SOLUTION

EquipNet enlisted the help of our regional remote Sales Representatives to find local buyers for the equipment. Realizing the challenge of closing an entire site in such a timeline, EquipNet completed the inventory, sourced local buyers, and held a non-marketed Dedicated Online Auction in three months, selling 61 listings for over \$500,000. Although 200+ listings were created, many were combined into multi-listings for invoicing purposes for the three main buyers.

- **Site Closure Management**
- **Project Management**
- **Onsite Inventory**
- **Online Auction Event**
- **ARMS™**

## CLIENT OVERVIEW

The client is a leading healthcare provider specializing in medical devices, pharmaceuticals, and biotechnology.



**\$585,000+**  
**Sales**  
**Proceeds**



**95%**  
**Higher Than**  
**Projected**

## THE RESULT

Short timelines created a Project Manager heavy project, which included a lot of check-ins with plant contacts, Eoghan O'Sullivan and Krzysztof Nawrocki, as well as the MarketPlace™ buyers. Limiting buyers allowed for sell through to be completed within project deadlines, however also required consistent listing maintenance. To relieve stress on both sides, steps to provide better understanding of the MSA could have been taken. Being the first EMEA plant closure completed through ARMS™ allowed these wrinkles to be ironed out. Even though equipment was still in production, listings also could have at least been activated to ARMS™ once the inventory was completed in Oct 2016. This would have allowed time for redeployments to be processed through ARMS™, as well as more marketing for MarketPlace™ sales.



**200+**  
Assets  
Managed



**3 Month**  
Deadline  
Met



**\$977K**  
Redeployment  
Savings

### FOR MORE INFORMATION

Learn more about EquipNet's Services and Programs like this one, contact us or please visit [EquipNet.com](http://EquipNet.com).

# WE MANAGE YOUR ASSETS

# GLOBALLY



Corporate  
Headquarters



Regional  
Headquarters



Sales  
Office



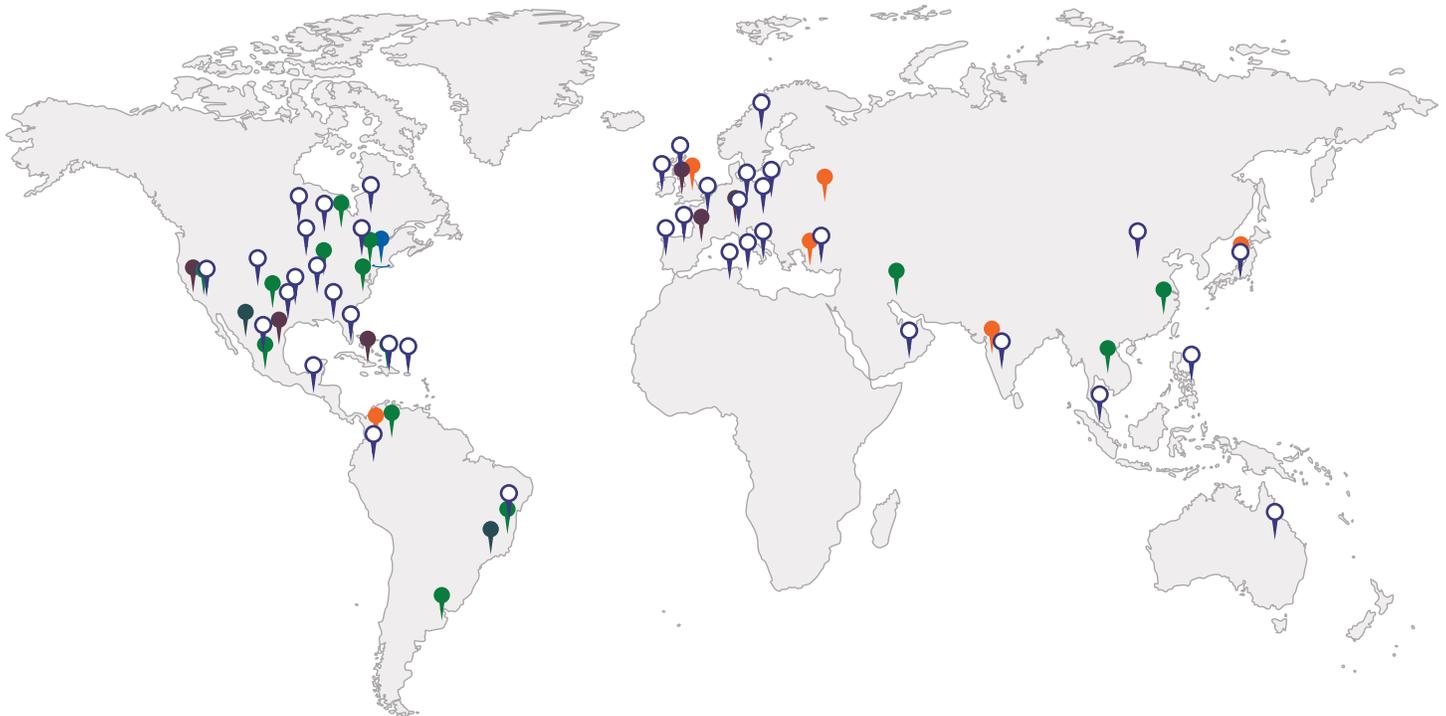
Project  
Manager



Warehouse  
Location



Customer  
Locations



With **over 100 locations**, this company has the unique capability to find the best pre-owned equipment within its own walls. Our dedicated representatives collectively speak over a dozen languages ensuring the best communication and efforts on both a local and global scale.

## FOR MORE INFORMATION

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