EQUIPNET

Case Study :: Pharmaceutical

The Client

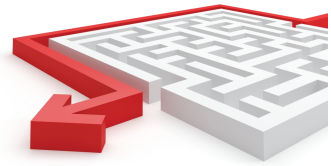
A Fortune 500 global pharmaceutical company with 100,000+ employees and facilities in more than 140 countries.

The Problem

Our client had an immediate need for two 30-liter bioreactors, and was considering purchasing new equipment for the quoted price of $205,000. The wait time for this equipment would have translated to significant lost lab/production time for the client.

The Solution

EquipNet Procurement Services



The Result

EquipNet's sales force was able to locate two unused Sartorious 30-Liter Bioreactors that perfectly fit our client's needs. EquipNet negotiated the purchase of both bioreactors on our client's behalf for a total of $115,000 without any lead time. At the end of the transaction, EquipNet Procurement Services saved our client a total of $90,000, as well as the invaluable time that would have been spent waiting for their equipment to arrive.