

THE CHALLENGE

Our client was in the process of consolidating its R&D facility in Europe and determined that the majority of equipment in its Mont-Saint-Guibert, Belgium facility was surplus to the ongoing operations.

This two-building facility contained a mix of lab and analytical equipment as well as some pilot scale API equipment; all of which needed to be sold and removed in a timely manner in order to successfully complete its consolidation project.

THE SOLUTION

Given a tight deadline to complete this disposition project, EquipNet opted to deploy a two-tier sales plan that entailed several months of managed pricing by the Direct Sales Force, and an auction event to complete the clearance of the Belgian facility's assets.

- **Project Management**
- **Individual Asset Sales**
- **Dedicated Online Auction**
- **Worldwide Logistics**

CLIENT OVERVIEW

The client is a leading pharmaceutical company that develops vaccines and medicines to treat an array of illnesses and medical conditions. The company is consistently ranked among the top 10 pharmaceutical companies on the planet and has facilities worldwide.



300+
Assets
Managed



€2.2 Million
Sales
Proceeds

THE RESULT

By marketing the client's assets with end-user buyers in mind, EquipNet was able to sell 160 premium assets through the online MarketPlace™, and the remaining 150 assets in a webcast auction event. At the project's end, EquipNet returned more than €2,200,000 in sales proceeds to the client; adhering directly to its provided time frame and going well beyond the client's expectations.



2 Buildings

Full Clearance
Achieved



150

Assets Sold
Via Auction



160

Assets Sold
Via MarketPlace™

FOR MORE INFORMATION

Learn more about EquipNet's Services and Programs like this one, contact us or please visit EquipNet.com.