

# THE CHALLENGE

The client had planned to build a biotechnology laboratory for the production of recombinant mammalian cell proteins in large scale, however the company never moved forward with the project. This left the client with a surplus of new, uninstalled assets that were no longer needed. The main priority for this disposition plan is to maximize returns for the client.

This is an ongoing project and equipment to be sold features a range of biopharmaceutical lab equipment, including chromatography columns, shakers, air handlers, tanks, steam generators, centrifuges, water chillers, FPLCs, homogenizers, and much more.

# THE SOLUTION

EquipNet's specialists provided an onsite inventory of the equipment. To ensure maximum return, EquipNet listed the assets onto its online MarketPlace™ for negotiated sale.

- **Project Management**
- **Onsite Inventory**
- **Individual Asset Sales**
- **Worldwide Logistics**

## CLIENT OVERVIEW

The client is a leading biotechnology company focused on developing and producing biosimilars. The company contributes to the future of biotechnology through innovation and quality.

## FOR MORE INFORMATION

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



**\$700,000**  
In Sales  
Proceeds



**\$50,000+**  
In Redeployment  
Savings

## THE RESULT

The client's original expectation was to generate \$500,000 in sales within four months. To date, we have helped the client achieve almost \$700,000 in return, with remaining assets valued at a minimum of \$1.2 million.



**15**

Assets  
Sold



**2**

Assets  
Redeployed

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