

RIO DE JANEIRO, BRAZIL LEADING GLOBAL PROVIDER OF HEALTHCARE SOLUTIONS

Case Study

THE CLIENT

The client is a leading global provider of healthcare solutions with a focus on the evolving needs and demands of today's patients and societies. They aim to improve patient care through a line of high quality and innovative products and medical equipment. They are widely recognized as one of the highest-ranked pharmaceutical and healthcare facilities in the world.

The company is one of EquipNet's largest corporate clients and we have productively worked with them on a number of global projects to help them manage and facilitate their surplus asset needs effectively.

THE CHALLENGE

The client was ceasing production of an API at a facility in Brazil that was owned by its sister company. This facility was soon sold to a new owner and our client closed down its part of the facility, and eventually demolished the portion of the building where the API was being produced. Handling the change of ownership with the building resulted in a number of challenges and gaps that needed to be filled. A strict deadline was also implemented to ensure all the equipment was out of the facility in time for the new owner.

THE SOLUTION

An EquipNet Equipment Specialist provided an onsite inventory of the equipment within the API facility. Bi-weekly meetings were put in place with the client and the EquipNet Project Manager to properly arrange and expedite the disposition. The equipment was placed on EquipNet's MarketPlace™ – the largest online venue for pre-owned equipment and three online auctions were scheduled to sell any of the remaining assets.



HIGHLIGHTS

ASSETS

100+

TYPE

BioProcessing

SERVICES

Auctions
Managed Pricing
Project Management
Onsite Inventory
Facility Closing Management
Worldwide Logistics
Equipment Specialists

RIO DE JANEIRO, BRAZIL LEADING GLOBAL PROVIDER OF HEALTHCARE SOLUTIONS

Case Study

THE RESULT

EquipNet met the required deadline and was able to redeploy some of the assets to the client's other facilities. The majority of the remaining equipment was sold through MarketPlace™ negotiated sales and EquipNet's auction channels. The client was very happy with the end result and the project yielded over \$2.5 million in sales. This client continues to utilize EquipNet for a number of asset management needs across the globe and recommends EquipNet's services to a number of colleagues.

FOR MORE INFORMATION

For more information regarding EquipNet's Corporate Asset Management Program and other projects like this one, please visit us at EquipNet.com.



HIGHLIGHTS

ASSETS

100+

TYPE

BioProcessing

SERVICES

Auctions
Managed Pricing
Project Management
Onsite Inventory
Facility Closing Management
Worldwide Logistics
Equipment Specialists

EQUIPNET

EquipNet, Inc 5 Dan Road, Canton MA, 02021 | +1.781.821.3482 | sales@EquipNet.com | www.EquipNet.com
Copyright © 2017 EquipNet, Inc. All Rights Reserved. EquipNet is a service mark of EquipNet, Inc.

 [@EquipNet](https://twitter.com/EquipNet)

 [linkedin.com/company/EquipNet](https://www.linkedin.com/company/EquipNet)

 facebook.com/EquipNet