

# GLOBAL PHARMACEUTICAL CLIENT PROCUREMENT CASE STUDY

## THE CLIENT

The client is a global pharmaceutical conglomerate that is consistently ranked as one of the top three pharmaceutical companies in the world.

## THE CHALLENGE

The company's Belgium site had a dire need for a Bruker NMR in order to continue a pressing project. After going through the financial approval process, our client was left with the option of purchasing a brand new unit from the manufacturer for a quoted price of €573,000 or testing the waters of the used equipment market.

## SOLUTION

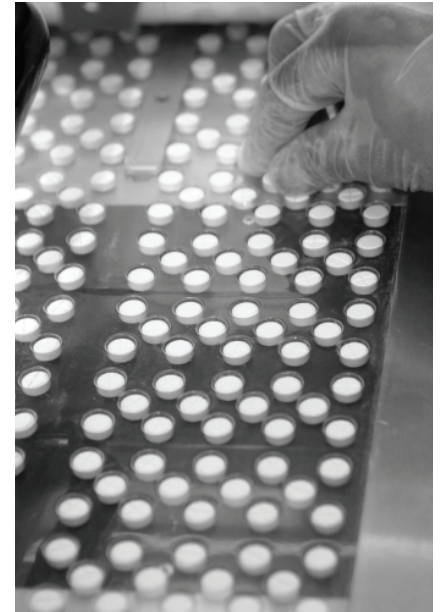
After evaluating the client's needs, EquipNet's specialists determined our Procurement service would be the ideal choice in getting an affordable Bruker NMR for the client. EquipNet has designed our Procurement program to allow companies to benefit from 25% to 75% savings off the cost of new equipment.

## THE RESULT

Fortunately for this major pharmaceutical company, they opted to test the waters of the used equipment market using the guidance that only EquipNet's Procurement Services can provide. Within a short period of time, EquipNet's sales team was able to locate a perfectly functional Bruker NMR for their consideration. The unit was exactly what they needed, and they were able to finalize the purchase for a total of €197,000, a fraction of the price quoted directly from the manufacturer.

## FOR MORE INFORMATION

For more information regarding EquipNet's Procurement Services and other services like this one, please visit us at [EquipNet.com](http://EquipNet.com).



## PROCUREMENT HIGHLIGHTS

**CLIENT TYPE**  
Pharmaceutical

### SERVICES

- Procurement
- Negotiated Sale
- Cost Savings: €375,000+