

## Case Study :: Facility Closure

### The Client

A global leader in providing innovative technologies for use in medical imaging and radiotherapeutics, as well as sterilization technologies benefiting the lives of millions of people in 65 countries around the world through the prevention, diagnosis and treatment of disease.



### The Problem

The client was forced to close two lab facilities in Montreal, Canada that contained an extensive inventory of clinical and laboratory equipment. They needed their facility clear and clean within 90 days and the company was concerned about their ability to meet this deadline.



### The Solution

EquipNet Project Management  
EquipNet Auctions

### The Result

The client initially planned on selling their assets to one buyer, in one comprehensive transaction. However, EquipNet recognized the opportunity to clear both facilities and maximize the sales returns from their assets. Due to the wide assortment and large number of assets, EquipNet opted to conduct two separate auction events in order to complete the clearance of the two facilities.

By hosting two highly marketed auctions, EquipNet managed to achieve 100% sell through of all the client's assets and coordinated the smooth removal of every asset on schedule. The auctions generated \$160,000 in returns, more than double the company's initial expectations. The following are the comments the company's North American Supply Chain Manager regarding his experience using EquipNet Auction Services:

*"EquipNet had the most comprehensive and transparent proposal. Other resellers were very vague. From the start, EquipNet remained very professional and responsive. I always received a same-day response to my questions and the specialists on-site were extremely helpful. Thanks to EquipNet, we had 100% sell-through. I've already expressed my pleasure to other facilities and recommended EquipNet's services to them."*



## Case Study :: Facility Closure

### The Client

An emerging pharmaceutical company dedicated to the creation of new medicines to improve the lives of people with cancer.

### The Problem

The client was closing a 50,000 sq. ft. San Francisco lab facility that housed 500 surplus lab and analytical assets. The multi-building site needed to be cleared out within a 45-day time frame. As a result of eliminating the workforce at this facility, the company didn't have the necessary resources to manage this asset disposition project. Further complicating matters, it wasn't clear which assets needed to be sold since they had yet to determine which items would be redeployed to another location.



### The Solution

EquipNet Project Management  
EquipNet Direct Sales Force  
EquipNet Auctions



### The Result

The client approached EquipNet with their defined objectives of clearing the site on deadline and earning maximized sales returns from their surplus inventory. EquipNet prepared a customized project plan that included our Auction Plus service in conjunction with a global webcast auction event and the negotiated sale of premium assets via the EquipNet MarketPlace™. This three-phase plan allowed the client to protect premium assets by setting high reserve prices. EquipNet provided onsite turnkey project management to ensure that all inspections and removals were conducted successfully and provided the client with the option to ship their remaining assets to a warehouse facility on consignment. This final sales strategy provided the client with additional time for the premium surplus equipment to be marketed for maximum returns while still clearing out the facility on time. EquipNet concluded the project by seamlessly handling the post sales process. We scheduled particular dates for customer pick-ups instead of allowing them to coordinate removal of their equipment whenever they wanted; ensuring that all post sale activity was conducted in an orderly and controlled fashion.



EquipNet was able to provide a completely turnkey service that obtained the site clearance the client needed, and provided substantially higher returns on their surplus assets than anticipated. EquipNet met the company's 45-day deadline and recovered \$1.1 million in sales proceeds. This effort was a completely self-funded endeavor that left the client very pleased with their choice of vendor.

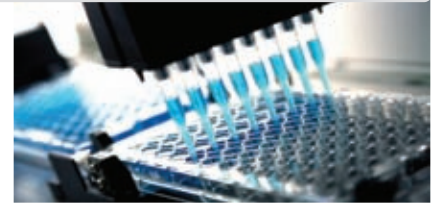
## Case Study :: Facility Closure

### The Client

A leading biotech company that merged with a major pharmaceutical organization in 2010.

### The Problem

The client had a very tight timeframe to vacate their Montreal, Canada facility and return the building to the landlord in the same condition it was originally rented. The company originally gave EquipNet a clearance deadline of 90 days. However, as a result of the high financial returns we were able to initially receive from the sale of their surplus lab, analytical and vivarium equipment to end-user buyers, the client extended the project by another 30 days in order to maximize the sales returns for their remaining assets.



### The Solution

EquipNet Project Management  
EquipNet Direct Sales Force  
EquipNet Auctions



### The Result

EquipNet created a disposition plan that included evaluation of the assets by an Equipment Specialists, negotiated sales of premium assets on the EquipNet MarketPlace™, a Webcast auction event. EquipNet also provided onsite turnkey project management to ensure that all post sales inspections and removals were conducted safely and efficiently.

Despite the time constraints, EquipNet was able to achieve 100% sell-through of all assets in their facility. At the project's end, the facility was cleared of all surplus assets, and generated \$2.1 million in sales returns, completely satisfying the client's needs and surpassing their initial expectations by \$400,000. Additionally, the service was 100% self-funded with necessary costs deducted from the sale proceeds.



## Case Study :: Facility Closure

### The Client

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



### The Problem

Eli Lilly was in the process of consolidating their R&D facility in Europe and had determined that the majority of the equipment in their Mont Sant Guibert, Belgium facility was surplus to their 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 their consolidation project.



### The Solution

EquipNet Direct Sales Force  
EquipNet Auction Services



### The Result

Given a tight deadline to complete this disposition project, EquipNet opted to deploy a two-tier sales plan that entailed several months of negotiated sales by the Direct Sales Force, and an auction event to complete the clearance of the Belgian facility's assets. By marketing the Eli Lilly assets with end-user buyers in mind, EquipNet was able to sell 160 premium assets through the MarketPlace™ website, 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 Eli Lilly; adhering directly to their provided timeframe and going well beyond their expectations.



## Case Study :: Facility Closure

### The Client

Emisphere is a biotechnology company that focuses on improving the delivery of therapeutic molecules and nutritional supplements to patients.



### The Problem

When closing the doors to a facility full of employees, high-value premium equipment, and an assortment of commodity assets, it is crucial to map out a detailed project plan from the start. The client Emisphere found themselves needing help with this crucial step as they had recently determined that their pilot scale solid dose facility with analytical testing would need to close within nine months time. The decision to close their Tarrytown, NY facility left them with an extensive inventory of lab and analytical equipment that held a considerable amount of residual value. With a tight deadline set, they needed a vendor who could completely manage their facility closure, without requiring any of their dwindling onsite resources. They contacted EquipNet to see if we could provide the turnkey service they required.



### The Solution

EquipNet's Auction Plus  
EquipNet Project Management  
EquipNet Direct Sales Force



### The Result

EquipNet, realizing the potential for high sales returns from this project, decided that it would be best to use the Auction Plus strategy. By doing so, we enabled the client to receive the benefits from both negotiated sales via the direct sales force, and from a highly publicized online auction event. The assigned project managers ensured that every possible day in the client's nine month time frame was used to heavily market their assets; first for individual sale, and then toward the middle and end of the project, for sale in one of two scheduled auction events.

As EquipNet carried out our project plan, we managed to recover a total of \$1.7 million in sales proceeds from both individual asset sales and two online auction events. Despite the project's high volume of sales, the client still had a small inventory of assets remaining as the project wound down. EquipNet addressed their clearance needs by taking all remaining assets in their facility on consignment in one of our multiple warehouses, allowing us more time to market their assets for sale, and adding more value to the project.



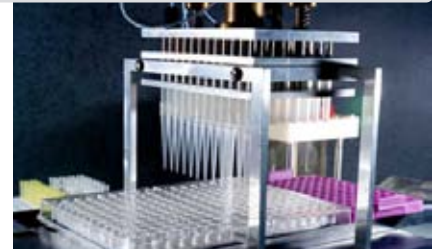
## Case Study :: Facility Closure

### The Client

A global pharmaceutical company that constantly ranks in the top 10 pharmaceutical companies around the world.

### The Problem

The client closed a lab facility in Richmond, CA in 2009. The facility housed 1,300 pieces of lab, analytical, and vivarium equipment. Their equipment was well maintained, and the client was interested in remarketing their assets to recover their initial investment. The company's primary goal was clearance of all surplus assets, but they lacked the staff and expertise to manage the remarketing effort.



### The Solution

EquipNet Project Management  
EquipNet Auctions  
EquipNet Direct Sales Force



### The Result

Considering the client's disorganized collection of assets, EquipNet first needed to organize and document what was in storage. By deploying equipment specialists to perform a physical inventory, EquipNet documented all assets in the facility. Next, EquipNet deployed our auction team to the Richmond, CA site where they acted as project managers and logistics coordinators responsible for hosting auctions and coordinating removals of sold equipment. The EquipNet auction team conducted three separate auctions and coordinated the sale of premium assets through the EquipNet MarketPlace™.

The client would have been satisfied if EquipNet had simply achieved their goal of clearing out the facility. They were thrilled when EquipNet surpassed that goal and generated \$1.1 million in sales proceeds—50% more than the company had anticipated. Additionally, the cost of the service was zero because EquipNet's asset management services are 100% self-funded.

