

Global Healthcare Company

NORTH AMERICA

Case Study

This client is a global healthcare company that specializes in a wide range of medical services including medical imaging and information technologies, drug discovery, and biopharmaceutical manufacturing.

Headquartered in the United Kingdom, they are a multi-billion dollar company who employs more than 46,000 people throughout the world.

Having been a corporate client of EquipNet's for the last two years, EquipNet has partnered with this client on over 15 different projects globally.

CHALLENGE

In July of 2013, this client enlisted the services of EquipNet to aid in the disposition of approximately 300 assets located within their Carlyle, IL facility. Equipment at this site included various types of packaging machines, injection molders, robotic arms, and tanks. The entire site was due to shut down in March of 2014, giving EquipNet less than 9 months to complete the project from start to finish.

At the start of the project the client had not yet stopped production, completing an extensive inventory of the client whom was still in production mode posed an additional challenge for EquipNet.

EquipNet was tasked with developing a comprehensive solution to meet the clearance needs of the client under a tight deadline, while also working around the ongoing production occurring within this facility during the initial phase of the project.

SOLUTION

In order to meet the client's deadline, EquipNet deployed an Equipment Specialist to the site to inventory the larger assets despite the fact that they were still in production mode.

EquipNet then sent a second Equipment Specialist to the facility in September 2013 to inventory the remaining smaller items once production ended. Spacing out these two inventories mitigated the risk of equipment being misplaced between inventory and sale.

After all items had been inventoried, assets were sold via EquipNet's global MarketPlace™ and redeployed within the client's own network.



HIGHLIGHTS

ASSETS

300

TYPE

Various

DEADLINE

9 months

SERVICES

Project Management
Account Management
Managed Pricing
Equipment Specialists
Logistics

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RESULTS

At the end of the project, EquipNet had achieved approximately \$1.2 million in sales for the client through MarketPlace™, and also redeployed roughly one third of the items to another facility within the client's internal network.

As the closure deadline neared, there were roughly 30 smaller items still remaining. EquipNet's sales force was able to quickly identify a buyer who closed on the remaining pieces, thus achieving 100% clearance on all assets.

The March 2014 deadline was met the client was satisfied with the services that EquipNet provided.

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