



WHAT'S YOUR SURPLUS STRATEGY?

BEST PRACTICES FOR MANAGING SURPLUS LAB EQUIPMENT

How a lab manages surplus equipment has significant business implications whether you're an early stage biotech or pharma organization, CRO, CMO or an early stage start-up. Partnering with an asset recovery professional for your company's surplus equipment can improve multiple areas of your organization including: financial reporting and accuracy, lab efficiency and operations, eliminate exposure to non-compliance and optimally mitigate risk. Although beneficial, planning can take away valuable time and energy from research. Partnering with an asset recovery professional minimizes risk and puts time back in the hands of lab managers.

In 2022, ALT helped over 300 organizations monetize surplus equipment. Once our dedicated in-house systems engineering team acquires surplus instruments, each item is refurbished, tested and serviced to ensure it meets OEM operating specifications. All of our equipment comes with up to a one-year warranty and Lifetime support - one of the best in the business.

Ensuring Maximum ROI

An asset recovery professional can also expedite the process by quickly and accurately assessing fair market value. This, along with numerous payout options, increases your ROI. The fastest and most scalable option is generally direct payment. When a move or liquidation is needed quickly, this will often be the best option. Another option, and certainly the one that offers the greatest return on investment, are auctions. Online auctions have become increasingly robust and sophisticated over the years, allowing equipment to remain on-location until being shipped - an additional measure that encourages trust with potential bidders. If a move or liquidation is happening 60 days out (or more) this may be the recommended approach to payout. Lastly, consignment can be a good option in rare cases such as lab equipment that serves a very limited market.

Save Time with Turnkey Projects

Oftentimes, asset recovery needs to happen quickly. To ensure the maximum ROI of unwanted lab equipment, an asset recovery professional can oversee a turnkey project to include as much as: real estate purchase, deinstallation, EHS and decontamination, decommissioning, chemical/waste management, and packing/shipping. At ALT, we can also facilitate shipments between your company's locations when redeployment benefits your organization.

Budget & Sustainability

An effective surplus strategy will give your organization access to working capital, allows scientists and researchers more time on science, ensures your commitment to sustainability and green initiatives while providing access to quality equipment for the life science community. Increasing accountability during vendor selection and ESG practices also comes into consideration while considering surplus lab inventory.

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What Makes ALT Different

Our model enables you to recapture your lab and facility space faster, speed the time to working capital, get operations running efficiently again and allow for more time on science.

We offer flexible options to monetize surplus or idle lab equipment. As the largest supplier of premium refurbished lab equipment in North America, we know your equipment and the resale market. We're 100% dedicated to life sciences so our team of buyers have the pulse on current instrumentation values and will ensure you receive maximum ROI for your surplus equipment.

How We Can Help

Our surplus strategies go beyond a 'one-size-fits-all' approach. We develop a surplus strategy program that allows you to understand the value of your investment. We help ensure that your equipment provides the greatest return at the lowest cost, enabling you to move your research forward more efficiently—from ideas to promising treatments.

Whether you need to monetize a few instruments, redeploy assets within your organization, liquidate a lab or require ongoing surplus management, we ensure an 'easy-to-work-with' partnership.

What are the right services for your lab?

- Lab Closure and Liquidation
- Auction
- Asset Valuation
- Redeployment
- Lab Relocation
- Cash Purchase
- Store Credit
- Consignment

Learn more by visiting www.ALT.bio/services

Partnership at Work



ALT is the preferred supplier of surplus strategy services and refurbished lab equipment for BIO and State Association members. Endorsed by 40 states in the BIO Business Solutions® program, members benefits include a free one-year warranty on all equipment purchases, as well as a discount on surplus asset recovery services! Members have access to other leading cost-savings programs offered by suppliers such as: Nikon, UPS, Avantor and more.

Learn more at ALT.bio/bbs

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Our partnership with Agilent enables access to Agilent factory refurbished analytical instruments including: HPLCs, GC and GC/MS systems.

All Agilent certified pre-owned equipment is refurbished by Agilent engineers using original parts. Service and manufacturing updates are applied, and hardware, firmware updates made for the latest Agilent software, delivered with a one-year warranty, installation and training.

Learn more at ALT.bio/agilent

