



American Laboratory Trading

SURPLUS MANAGEMENT SERVICES

Whether you're a global biotech or pharma organization, CRO, CMO or an early stage start-up, **how you dispose of your lab equipment matters**. Partnering with an asset recovery professional for your company's surplus equipment can improve multiple areas of your business including: financial reporting and accuracy, lab efficiency and operations, eliminate exposure to non-compliance and optimally mitigate risk. A surplus strategy will give your organization access to working capital, allows scientists and researchers more time on science, ensures your commitment to suitability and green initiatives, and provides access to quality equipment to the life science community.

What's your surplus strategy?

Partnerships at Work

As a BIO Business Solutions® partner, ALT is endorsed by BIO and over 40 state associations. From industry to academia, ALT delivers value to members through education, partnerships and cost savings.



TO LEARN MORE, VISIT
WWW.ALT.BIO/BBS

Fast Facts

- Established in 1999
- HQ in East Lyme, CT
- Locations include: San Diego, CA; San Francisco, CA
- The North American market leader of secondary lab equipment - dedicated to life sciences
- Recover, Refurbish and Resale services
- Serving more than 22,000 customers in over 60 countries
- Over \$1M in refurbished equipment and services donated to incubators
- BIO Business Solutions® provider, endorsed by over 40 state associations
- Member of Investment Recovery Association

How Surplus Affects Your Business

*ALT and BIO Business Solutions®
together saves you more*

Idle equipment around your lab and facility isn't only an eye sore, it impacts other areas of your business. With professional surplus management and asset recovery, you can improve efficiencies, lower costs and mitigate risk.

REDUCE RISKS & ENSURE COMPLIANCE	INCREASE LAB & OPERATIONAL EFFICIENCY	IMPROVE FINANCIAL REPORTING & ACCURACY	SUPPORT UNIVERSITIES & EARLY STAGE START-UPS	GIVING BACK
 <ul style="list-style-type: none"> • Protect your data and IP • Follow EHS standards • Skip the landfill, refurbish and recycle • Monitor your assets 	 <ul style="list-style-type: none"> • Take-back valuable lab space and improve operations • Eliminate overflow warehouses, storage rooms, while reducing costs • Redeploy to other sites, locally and globally 	 <ul style="list-style-type: none"> • Reduce Total Cost of Ownership • Speed time to working capital • Ensure accurate Asset Valuation and Fair Market Value • Avoid unnecessary property taxes 	 <ul style="list-style-type: none"> • Reintroduce working equipment to the industry • Increase research capabilities for academia • Reduce the barrier of entry for start-ups and incubators 	 <ul style="list-style-type: none"> • Support non-profits, schools and STEM centers • Donate to research centers, universities and incubators • Help inspire the next generation of innovators

Surplus Services



Asset Valuation



Redeployment



Lab Relocation



Lab Closure and Liquidation



Project Management



Ongoing Program Management



Cash Purchase



Store Credit



Consignment



Auction

What's Your Surplus Strategy?

Our surplus strategies go beyond a 'one-size-fits-all' approach. 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.

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're 100% dedicated to life sciences so our buyers have the pulse on current instrumentation values and will ensure you receive maximum ROI for your surplus equipment.

How you dispose of your lab equipment matters. Learn more by visiting www.ALT.bio/services