

# Liquidity Services identifies and redistributes long-term client's surplus assets

## Long-Term Partnership Yields \$22 Million for Client

### Background

Our client, a prominent American multinational pharmaceutical company, has been engaged in a decade-long partnership with Liquidity Services. This collaboration involves monthly sales of surplus assets as the company's requirements evolve. Following a recent acquisition, Liquidity Services was enlisted to navigate the challenges of identifying, creating enterprise-wide visibility, and then redistributing surplus assets.

### Challenge

The acquisition involved a substantial inventory of the physical assets of the acquired entity's Boston-area campus. An extensive cataloging and inventory of the facility's equipment was vital to achieving our client's objectives of asset visibility, effectively redistributing equipment across their various business units, and sustainably liquidating surplus equipment and assets. The entire project demanded precision, operational adeptness, and strict timeline adherence.



Ab SciexLLC Triple TOF 6600 Mass Spectrometer System with Nano System and HPLC

### Key Client Factors:

- **Timing:** The need to vacate the facility on time was of utmost importance.
- **Reliability/Compliance:** The established relationship between Liquidity Services and their client provided a deep understanding of the operational processes and compliance.
- **Service/Flexibility:** Utilizing local resources, Liquidity Services efficiently managed this extensive project, optimizing service and reducing costs through minimal expenses.

Solution

Liquidity Services' solution included detailed cataloging of assets, strategic redeployment, and a sustainable liquidation through Liquidity Services' online marketplace, AllSurplus.com. This approach met the client's immediate needs and resulted in approximately \$3 million in CapEx savings, efficiently filling resource gaps across the organization. Over 400 assets were effectively redistributed to the client's New Jersey, Massachusetts, Pennsylvania, and California facilities during this project, with close to \$630,000 in gross sales generated through the compliant external sale. This contributed to a 30% increase in the annual average of recovered working capital from ongoing surplus, adding to the over \$22 million in sales generated during the client's ten-year partnership with Liquidity Services.

Leveraging its established platform and experienced operations team, Liquidity Services played a critical role in our client's efficient optimization of the acquired assets which maximized benefits of their acquisition.

This project emphasizes the advantages of a long-term partnership and highlights Liquidity Services' success in managing large-scale and complex projects.

Sale Items of Note:



Cytiva/ GE Healthcare  
Biosciences  
Chromatograph HPLC



Carl Zeiss Observer  
Z1 Laser Scanning  
Microscope



Sakura FinetekTissue  
Tek GlasG2 A1 Cover  
Slipping Machine

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Ready to power the circular economy?  
Contact us today!



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