

## About Surplus Solutions

Surplus Solutions is committed to providing the highest quality used equipment, outstanding service, and industry expertise to meet the needs of the pharmaceutical, nutraceutical, and biotech industries. By focusing on these specific industries we have built close relationships with many of the top companies in the industry and have established an extensive network of direct sales contacts. Headquartered in Fall River, MA the company is located in close proximity to many major facilities in the industry.

Our company believes in fully understanding our client's needs and expectations from the very beginning. It is our goal to have the same definition of success as our clients and to formulate the best strategies on how we are going to achieve our mutual goals. It all starts by assigning individuals to manage the sale of your equipment that have the necessary experience and knowledge to execute on the highest level. We pride ourselves on detailed communication and educating our clients on our processes and strategies. We work with our clients to design and implement programs that are systematic and streamlined in order to meet their expectations and guidelines.

Surplus Solutions offers several different services to our clients to help get their equipment sold. These services include brokerage, consignment, auction services and outright cash purchases. We tailor these services to meet the individual needs of our clients and design a specialized solution that will help them realize the maximum return for their surplus equipment.

## Why Surplus Solutions?

### Tailored Asset Management

- **Maximize Returns**
- **Experienced Sales Team**
- **Superior Industry Knowledge**
- **Project Management**
- **Global Reach**
- **Target Marketing**
- **Proven track Record**

## **Appraisal Solutions**

- Whether you need to appraise a single piece of equipment or an entire facility, Surplus Solutions' appraisers can provide you with their professional expertise
- AMEA (Association of Machinery and Equipment Appraisers) certified
- Appraisers receive at least 70 hours of continuing education credits every five years ensuring we are up to date with the latest practices and regulations
- Surplus Solutions offers many different types of appraisals depending on your needs

## **Equipment Solutions**

### **Online Solutions:**

- Extraordinary visibility for your idle and surplus assets on a highly trafficked and trusted website
- Listing your equipment on our website is free and easy with no upfront costs
- Dedicated website exposure
- Customized marketing, email, and telephone sales campaigns
- We coordinate all logistics and shipping on every sale
- Single Dedicated Point of Contact

### **Warehouse Solutions:**

- Allows our customers to free up valuable space until their equipment is sold
- Long-Term Storage Solutions to compliment your relocation project
- Assets are stored at Surplus Solutions Secure, Climate Controlled Facility in Fall River, MA

### **Auction Solutions:**

- Auctions provide our clients with the ideal symmetry between maximum returns and quick turnaround.
- We work closely with our clients to determine the specific type of auction to best meet their needs, depending on the type of equipment to be sold.
- Auction sales services include onsite, webcast and sealed bids.

## **Relocation/Logistics Solutions**

- Relocating a laboratory or facility can be overwhelming, but with the help of Surplus Solutions' expert planning and execution, it can be a seamless transition.
- Surplus Solutions will handle all Pre-move planning, logistics, storage, and transportation of your equipment.
- Capability to handle an Rigging, packaging, and final set up of your equipment at your new location
- Services provided Worldwide