

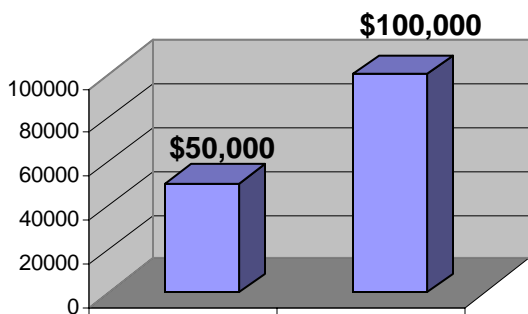
Case Study



In the year 2000, EquipNet achieved consistently higher returns on surplus and idle equipment coming out of three Novartis facilities:

Equipment Sold

117 assets were sold from three facilities. The net increase in the sale price when compared to the next highest offer was \$731,118



Example:

The highest bid received for a US Bottlers Monoblock located in Lincoln, NE was for \$50,000.

EquipNet Direct sold this machine for \$100,000. Net Increase: \$50,000

Equipment Redeployed

Cost to replace five pieces of equipment with new machines \$260,000

Other Cost Avoidance Activities

Warehouse consolidation - from three down to one \$50,000

Equipment sold back to an OEM \$12,000

Savings on equipment that was marked for scrap but eventually sold or removed from the facility from a third party vendor \$18,000

Total Benefit to Novartis **\$1,071,118**

"Before, we were getting about 10 cents on the dollar when we sold equipment. Now we are getting 75-80 cents on the dollar and recouping our investment ... The customer service has been excellent."

*- Michael Brueckner
 Associate Director of Purchasing*