



**[www.BioSurplus.com](http://www.BioSurplus.com)**

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# BioSurplus

- 15+ years in business
- National presence, global brand
- Exclusive life science focus
- Deep scientific expertise
- West Coast and East Coast distribution facilities



# Keep equipment in labs, not landfills

We advance science by putting the best available scientific instruments in the hands of scientists. Equipment shouldn't be a barrier, but rather an engine that drives research forward. At BioSurplus, we provide valuable, quality equipment at attractive prices to help power research and innovation.

Together, we can achieve this with a number of options from consignment sales through an extensive end user network to liquidation through a user-friendly online auction platform. No matter the choice, you can be confident that you are partnering with the dealer that has the equipment expertise coupled with extensive scientific research backgrounds instrumental to success.

# Selling Your Equipment

- **Direct sale:** Instantly receive a fair and accurate cash offer for immediate turnaround with detailed, market-specific valuations – allows us to beat most manufacturers' trade-in prices
- **Consignment:** Utilize our science-savvy sales team and virtual showroom of thousands of items to get the maximum value for your instruments
- **Auction:** Maximize your return while we handle everything from inventory to marketing to logistics



# Turn-key Auction Process

1. Equipment valuation and pricing strategy
2. Proposal & agreement
3. Planning and coordination
4. Catalog creation (lots, photos, descriptions)
5. Marketing and promotion
6. Auction
7. Payment
8. Fulfillment
9. Disposition of unsold items





## BioSurplus' Turn-key Service

# Marketplace Data

Partner	\$ / Lot
<b>BioSurplus*</b>	<b>~\$3,000</b>
Auction House Event 1	\$414
Auction House Event 2	\$608
Auction House Event 3	\$630
Auction House Event 4	\$1,170
Auction House Event 5	\$396
<b>Average (5) Auction House Competitor</b>	<b>\$644</b>

\* Average of 10 BioSurplus liquidation auctions

BSI > 4X Performance



# Benefits of Buying Surplus

1. Purchase fully functional, quality equipment at 50-70% off OEM prices
2. Eliminate high upfront costs
3. Remove the pressure of an OEM distributor
4. Receive concierge-level assistance from our science-educated team members
5. Enjoy flexible funding options and lower payments





# FAQ

- **How do you compare to other service providers?** Relationship based, rather than transactional, reputation (brand), scientifically strong (SME), performance (data), specialize in Life Science industry, total turnkey solution, client satisfaction, no added fees or expenses to customer (testimonials / references), highest average return
- **How much involvement is required from me?** None – BSI handles everything
- **Residual Items?** Purchase, consign, return, donate and/or scrap
- **How do we get paid?** Wire transfer once auction fulfillment is complete
- **References?** Yes, available upon request (refer to slide 5 for snapshot of companies)