SCIENCE LIQUIDATION

CASE STUDY · CLINICAL LABORATORY SITE CLOSURE

Full-Lifecycle Equipment Turnover for a Clinical Laboratory

From a single high-value analytical system to a 200-instrument site closure: decommissioned, decontaminated, recertified, and resold under one partnership.

Location / New York, US

Sector / Clinical & Research

Scope / Full-site decommission

Timeline / ~3 months

$225K

Realized on a single Sciex 6500 LC-MS/MS system

~2x

Value vs. traditional liquidation channels

200+

Instruments decommissioned and processed

~3 mo.

To liquidate the majority of inventory

One partner, from the final day of operation through resale.

The Challenge

A clinical laboratory in New York needed to fully decommission its site, including roughly 200 pieces of laboratory equipment ranging from small benchtop essentials to high-value analytical systems such as LC-MS and other advanced instrumentation. The goal was to efficiently transition out of the facility while maximizing recovery value and avoiding the steep losses typically associated with traditional liquidation.

The lab's internal team did not have the bandwidth, resources, or specialized channels needed to properly decontaminate, evaluate, and remarket equipment that had been in active clinical and research use. They needed a single partner who could manage the entire lifecycle — from the final day of operation through resale — while reducing the burden of coordinating multiple vendors, minimizing internal time and manpower requirements, and maintaining a compliant and auditable process.

The GMI Approach

01

Asset Visibility From Day One

Well before decommissioning began, the lab ran its instrumentation on GMI's Science Liquidation asset management platform — cataloging every instrument, tracking warranty terms and service history, and getting ahead of maintenance with automated reminders. That gave them a live, accurate system of record for the full fleet long before any equipment reached end of life, which meant valuable information was already in hand when it was time to sell.

02

On-Site Decommissioning & Decontamination

GMI's team decommissioned instrumentation in place, handling proper decontamination so every unit left the site ready for safe handling, transport, and resale.

03

Turnkey Logistics & Pickup

GMI coordinated on-site packing, removal, and transport for the full inventory, maintaining full chain-of-custody throughout and requiring zero internal lift from lab staff.

04

Warehouse Tracking, Recertification & Multi-Channel Resale

Once picked up, each instrument was tracked through the GMI process as it moved through evaluation, recertification, and warranty-backed resale positioning. Full records — photos, serial numbers, and service history — were maintained throughout to ensure transparency and traceability. The highest-value analytical systems were marketed through GMI's specialized instrumentation channels, while the broader inventory moved across internal and complementary sales channels to maximize both speed and market reach.

Results

- ✓ **$225,000 final sale price** on the Sciex 6500 LC-MS/MS system, against a typical as-is market value of $100,000–$120,000 — roughly double what traditional liquidation channels would have returned.
- ✓ **~50% average recovery** of original purchase value across the portfolio — up to 40% higher than typical liquidation outcomes.
- ✓ Majority of the ~200-instrument inventory **sold within approximately three months.**
- ✓ **Minimal internal lift** required from lab staff: GMI managed packing, logistics, evaluation, recertification, and resale end-to-end.
- ✓ Every asset tracked in **one compliant, auditable system** — before, during, and after turnover.

Built to Scale: One Instrument or One Thousand

Whether it's a single high-value system flagged for pickup through the app or a full-site closure involving hundreds of instruments, GMI applies the same model: track assets from day one, decommission and decontaminate on-site, manage logistics turnkey, recertify and resell through the channel that maximizes return, and keep every asset visible in one platform from cataloging through final sale.

> The New York closure shows the model at full scale — the same process applies to a single instrument or a multi-site, multi-year program.

Why It Matters

- ✓ Reduces internal administrative and operational burden.
- ✓ Provides a compliant, auditable pathway for asset disposition.
- ✓ Maximizes financial recovery relative to traditional liquidation.
- ✓ Supports sustainability goals — recertified equipment returns to working laboratories instead of the landfill.
- ✓ Establishes a repeatable, long-term partnership model across sites and departments.

Let's talk about a long-term partnership that turns equipment turnover into a consistent, value-generating process.

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