

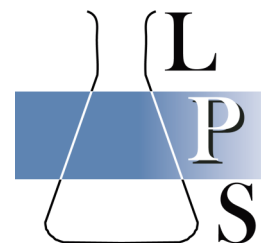
## CASE STUDY 1: PRODUCT SOURCING

When it's time for a new piece of equipment, do you decide where to purchase based on a web search or do you rely on the advice of someone else—perhaps one of your vendors?

Selecting the best product and finding the best supplier is extremely important to your lab on many levels. It takes a scientist to know if a product will do the job and procurement person to find the supplier and negotiate the terms.

All of this takes time valuable time. Often this task is handed to a distributor who sources within his/her portfolio. Options outside their portfolio are never evaluated.

**The Solution:** A non-biased scientist on staff with extensive industry knowledge that will source on your behalf at no extra cost to you. Sound too good to be true? See the following case study on an actual LPS client.



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## THE PROBLEM: Chemical Mixing

Our client was in need of a way to mix chemicals in one gallon cans. They had looked at many shakers and decided that a paint can shaker was the best choice. They provided us with a brand and model that they have found using web searches and asked us to see if we could purchase it at a better than the \$6,000 price they found on the web.

Within 3 days, LPS had sourced a refurbished unit with a full 1-year warranty from a company in Ohio at a price that was under \$1,000. By dealing over the phone, we were able to have the unit delivered and installed at no charge on a company truck who we learned was going to be traveling to their area. This saved an additional \$750.00 for our client.

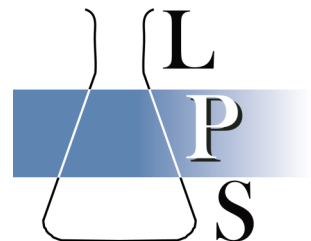


**Total Savings:** > \$5,000.

**Question:** What lab supply company would have passed up the opportunity to sell a \$6,000 new unit to source and sell a refurbished unit and forfeit over \$5,000 in revenue?

Put our scientists to work for you today.

Call us at 865-622-5320  
or email [info@labproservices.com](mailto:info@labproservices.com)  
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