

# International clinical laboratory science specialist acquires state-of-the-art immunoassay system

## Case Study: United Kingdom

An international clinical science company wanted to replace its existing immunoassay platform with a new system that would radically improve test productivity, accuracy and detail. With one of the most numerous and best qualified staff in the industry, the company had always been committed to providing its 500 laboratory professionals worldwide with the most advanced equipment in order to stay at the forefront of its field. Performing over 14 million tests a year spanning a wide range of diagnostic disciplines including pathology, microbiology and molecular diagnostics, the company was looking to acquire a new system that would offer optimal sample processing as well as a high level of efficiency.

Because of capital budget constraints, the company needed a financing solution flexible enough to make this major investment affordable for the business without impacting its cash flow. After considering a broad range of funding options, including bank

funding, the company chose a five year finance lease offered by Siemens Financial Services (SFS), based on its cost-effectiveness and flexibility. By spreading investment expenditure over a tailored financing period, the lease facility enabled the company to preserve its capital, retaining the freedom to fund other business-generative activities. It also had the additional benefit of spreading value-added tax payments, paid gradually on monthly instalments, rather than up-front on the capital equipment price.

Financial and operational support from SFS helped the company achieve its business objective to improve diagnostics accuracy while maximising productivity, regardless of the volume or types of tests performed. As a result, the clinical laboratory company was able to strengthened international competitive position, enhancing its test capabilities without compromising responsible financial management.



- Cost-effective five year finance lease from SFS allowed an international company operating in the field of clinical laboratory science to acquire state-of-the-art immunoassay system.
- A customised solution from SFS spread investment expenditure over a tailored financing period, making the investment affordable while enabling the company to preserve its capital.
- With its expanded test capabilities, the company strengthened its position on the international stage, enhancing productivity and efficiency without compromising quality.