SIEMENS

Specialist drug development company stays at the technological forefront with financing from SFS

Case Study: United Kingdom

It is critical for businesses operating in the pharmaceutical and biotechnology sectors to have access to up-to-date technology and equipment. In order to maintain and reinforce its leading position in the life sciences industry, a specialist early stage drug development company based in the UK was looking to acquire highly sensitive modern test equipment for laboratory analysis. The acquisition of such highly sophisticated equipment, however, required a large capital outlay. The company therefore needed a financial solution that would make the investment affordable.

After considering a range of financing options, the company concluded that the lease/lease purchase facilities provided by Siemens Financial Services (SFS) offered the most favourable terms. The fixed monthly payments spread over the agreed financing period were aligned to the revenue/benefits generated by the new equipment. This not only allowed for easy budgeting, but also enabled the company to acquire the essential equipment without tying up its valuable capital, which could be more efficiently deployed in other strategic areas to support business growth.

Despite the significant restructuring that the company went through in the last 24 months, SFS was able to give the company necessary financial approvals through close liaison with the client and a comprehensive understanding of its business. With the financial help from SFS, the specialist drug company was able to furnish itself with the most up-to-date equipment to drive efficiency and productivity of its drug development processes.

- A specialist drug development company was looking to acquire highly sophisticated test equipment for laboratory analysis to maintain its competitive edge.
- The flexible lease and lease purchase facilities provided by SFS enabled the company to afford the costly equipment without tying up valuable cash resources.
- The acquisition of the latest laboratory equipment helped boost the efficiency and productivity of the company's drug development processes.