

Case Study - Food Safety Testing

New Laboratory from the Ground Up



Situation Analysis

- **Decision:** Design and build a new food safety testing laboratory to support the export of food items to other regions
- **Goal:** Collaborate with the US FDA to test protocols and replicate their labs in Mexico
- **Challenge:** Design the lab, define product requirements and be operational in 6 months from start date

Partnership Approach

- Fisher Scientific representative visited the USFDA with the customer to tour labs and map product requirements
- Leveraged supplier relationships to expedite delivery and installation
- Built lab to meet customer specifications within their allocated budget
- Full turnkey operation including consumables, equipment, instruments, and furniture

Customer Value Delivered

- Logistics optimized shipments to freight forwarder to facilitate delivery in Mexico
- Coordinated logistics, delivery, and installation and commissioning.
- Sourced product globally resulting in product savings in the 15-20% range
- Provided dedicated Project Manager in the US and Technical Manager on-site