

A Greener Future.

Efficiency and Environmental  
Responsibility with ProcuMaster  
and partners.



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PROCUREMENT PROFESSIONALS

# Solution



Our partner helps the life sciences industry with a unique marketplace for surplus lab supplies. Labs can buy and sell high-quality, unused items, significantly reducing waste and cutting costs.

By promoting sustainability and environmental responsibility, our partner helps labs operate more efficiently while contributing to a greener future

**01 - Marketplace for  
Excess products**

**02 - Waste Reduction**

**03 - Optimising  
Inventory Management**

**04 - Boosting Company  
Sustainability**

# Industry challenges and sustainability outlook



## Industry challenges

In 2023, the biotech industry **experienced a surge in bankruptcies**, reaching the highest level in the past decade. This trend has created a **challenging funding environment** for biotech startups, prompting them to seek optimal value for their investments amid financial uncertainties.

>20%

of all consumables manufactured are going to waste

~25%

of all instruments placed are unutilized

## Sustainability Outlook

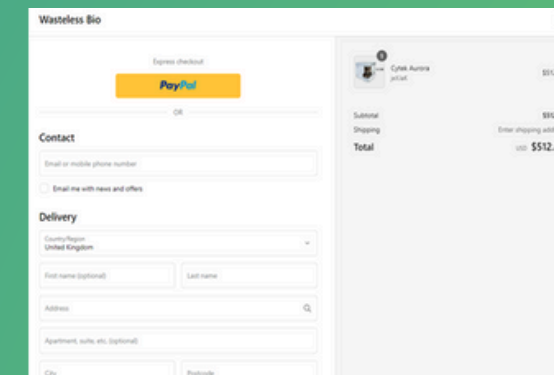
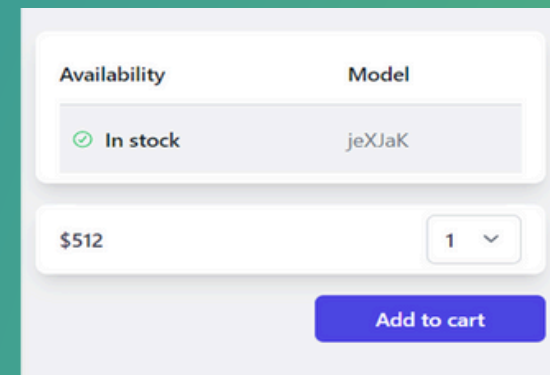
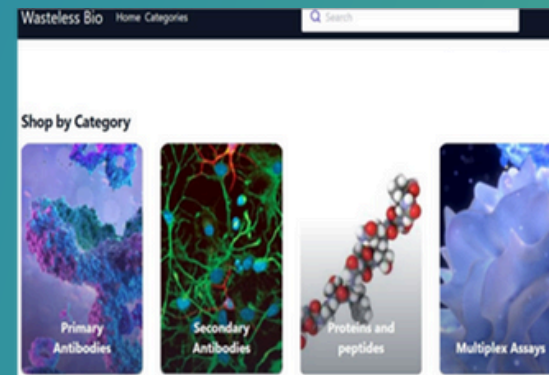
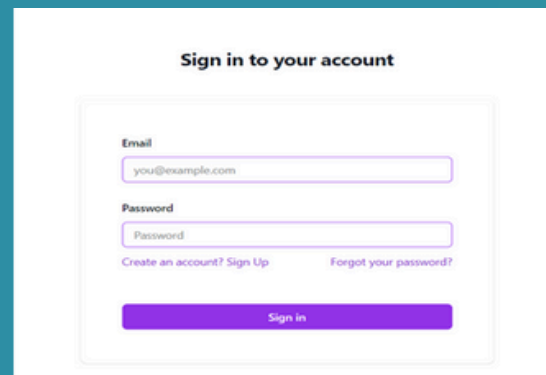
The life sciences industry, accounting for **5% of global CO2 emissions**, is making progress in sustainability through **green initiatives, technological advancements, and ESG reporting**. Despite challenges, such as cost and scalability, the industry is moving towards stronger regulatory frameworks, positioning **sustainability as a key strategic priority**.

# Advantages





# How does it work (Buyers)



01 Registration

02 Search

03 Select product and quantity

04 Choose payment

05 Receive shipping details

06 Receive product

You can pay using PayPal or a credit card. You have the option to save your credit card details in your profile for future use.

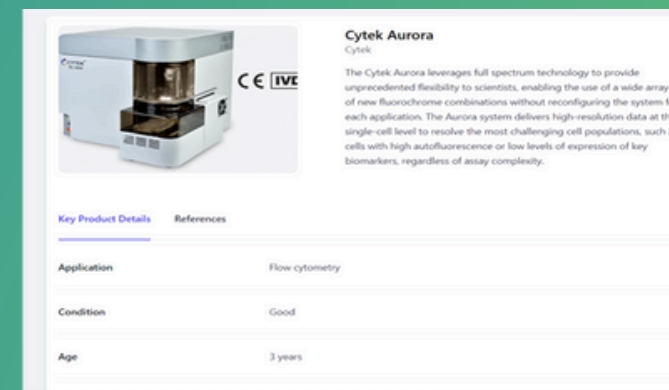
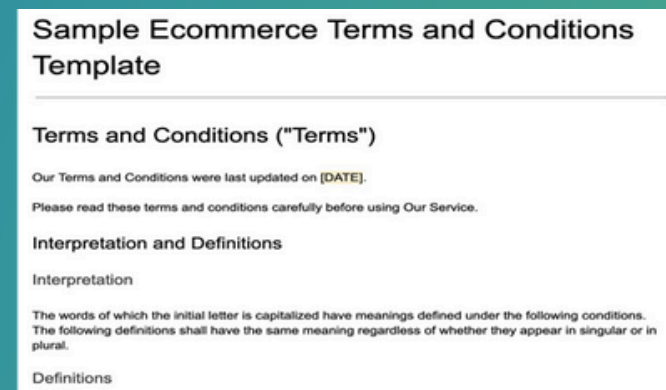
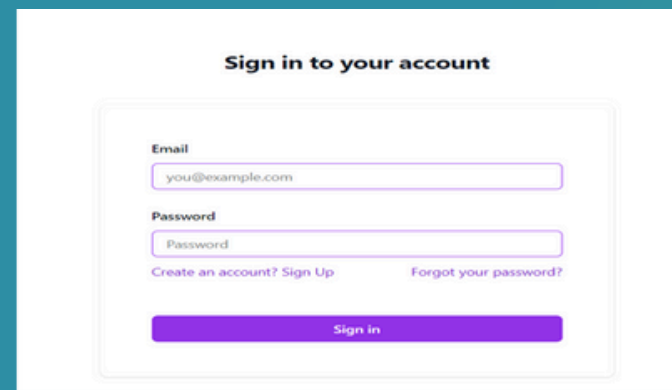
After an order is placed, our website creates an invoice. We then send the invoice to the buyer's email and save a copy in their profile.

After you place your order, you will receive the product within a few working days using your chosen shipping method.



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# How does it work (Sellers)



## 01 Vetting process

To ensure a smooth onboarding experience for all our sellers, we take the step of meeting with them before they join our marketplace. This step ensures that we maintain the highest standards for our buyers.

## 02 Review and sign the partnership contract

## 03 Fill out the listing template and input the quantity

Our website provides predefined listing templates with categories and specific description parameters like product use, age, and expiration date (if applicable). This ensures high standards of our listing

## 04 Once a sale is made an automatic PO is sent to your email

After an order is placed, our website automatically creates a purchase order. The purchase order is then sent to the seller's email and saved in their profile.

## 05 Packing and shipping of the product

Lastly, the product will be packed and sent to the buyer. Shipping costs are typically the liability of the seller unless otherwise agreed upon between the seller and buyer.

# Mission and Vision



01

## Sustainability

Cater to the growing need for reducing lab waste and promoting resource efficiency.

02

## Affordable

Aim to offer researchers the most affordable and essential equipment and supplies in the life science market

03

## Collaborative

Foster the creation of a connected community where researchers can share resources and support each other's science



# A large industry with work to do



## 01 Waste

>20% of all Life Science consumables go unused, often ending up in landfill or going down the drain



## 02 Forecasting

Clinical trials and projects are always dynamic, supply/demand imbalances post covid19 are amplifying the volatility



## 03 Funding

Funding for the industry is down 50% since 2021, and budgets are being cut.



## 04 Environment

Increasing scrutiny on environmental impact drives the need for waste reduction and improved resource utilisation. The industry is responsible for 5% of global emissions.



## Environmental Benefit for Buyers

- **1 tonne purchased on our partner's platform leads to a 97% reduction in Category 1 Scope 3 emissions vs purchasing new**

## Environmental Benefit for Sellers

- **1 ton of products sold on Wasteless enables a 100% reduction in Category 5 Scope 3 emissions**

# Do you want to learn more? Contact us

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