

Saint Malo ,

December 2024

SECOND LIFE DIVISION PRESENTATION

1. MULTISTATION

Multistation, established in 1987, has successfully transitioned to Industry 4.0 by reinforcing its role as an additive and digital manufacturing engineering company. Our expertise covers numerous sectors across automotive, aerospace, railway, energy, medical, sub-contractor, University and technology transfer center, jewelry and dental laboratories ... These include small/medium enterprises and major accounts such as Renault, Peugeot, Citroen, Safran, Airbus, SNCF, Cartier in France, North Africa and many other countries across the world.

The activity of Multistation is organized around 4 divisions:

- Digital manufacturing, machine tools and industrial equipment
- Additive manufacturing and rapid prototyping, metal and non metal
- Consulting and services
- Multistation Second Life with a market platform for “certified pre-owned machines

2. SECOND LIFE DIVISION

Multistation is involved since the early 2000's in the purchase and sale of second hand **digital and additive manufacturing** machines worldwide. We only work with reliable partners and on reliable machines and we respect **confidentiality** of our clients, as customer satisfaction is our main concern.

The market of second hand digital manufacturing machines is **mature** now , consequently very dynamic. Multistation can value machines according to all parameters that have to be taken into account in second hand deals, among others:

- knowledge of **regional and continental specificities**
- exchange **currency rates** evolution
- issue of the warranty and **obsolescence ratio**
- **Drop of the selling price** of the new machines from the manufacturer
- Audit of the technical condition of the machine
- Assistance for disassembling, packaging, transport, commissioning, installation, training...

Multistation Second Life department has identified a network of clients and partners all around the world and can target precisely and efficiently people interested in a specific machine. Buying or selling your machines through Multistation is the guarantee of a reassuring and serene deal.

With over 30 years' experience, Multistation proposes to develop partnership with leasing companies to better value and resell their unused goods in litigation.

What we provide:

- Expertise: Definition of the machine, inspection/audit , financial value
- Marketing: technical report, e-marketing (web, newsletters, posts..) , exhibitions, professional meetings (virtual, physical)
- Sale: sale actions, closing, services (delivery, installation, training ...)

Which machines can we work on?

- Machine tools: all machining, presses, laser cutting
- 3D printers, additive manufacturing machines: all technologies
- Robots: welding, handling
- Control: measuring systems, scanners, tomographs
- Machines for composites
- Special machines

What is the sales process for second hand machines?

- 1- Signature of an Intention to purchase form in order to reserve the machine
- 2- Building of a test part (from a STL file)
- 3- On-site machine inspection (virtually or physically)
- 4- Order confirmation if the inspection/ virtual demo is satisfactory
- 5- Payment : 100% before shipment

3. MACHINES CLASSIFICATION

3 levels (GOLD / SILVER and BRONZE)



Please do not hesitate to contact us if you have any questions. Please note that we can build together a confidential strategy for optimization of your industrial additive manufacturing assets, we need generally between 2 and 6 months to finalize an operation.

For any queries, please contact :

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