

# Case Study

## Setup and Maintenance of a Complex Laboratory in Russia



A UK livestock company was contracted by the Russian firm Mira-torg to provide services for which a local presence in Russia was required.

In addition to homologation, certification and import of the complete inventory of a laboratory was required. Also, the company continuously needs con-sumables, parts, complex media and chemicals to perform their activities in the Russian laboratory.

### Starting Situation

The critical parts of the complete laboratory, the media, and most of the consumables were developed in-house by the UK company. As such, technical documentation required for homologation, certification and import was difficult to obtain due to Russian requirements while timelines remained very tight.

### Solution

Based on efficient communication between the various stakeholders, ho-mologation and certification requirements were quickly defined and imple-mented. For a portion of the media and chemicals, this was challenging as they had never been imported into Russia before.

Hellmann acted as the Importer of Record for the equipment, parts, and con-sumables that were procured from various suppliers throughout Europe and the USA. Furthermore, since the project went live, we coordinate most of the local sourcing in order to secure efficient and continuous Russian operations.

### Conclusion

The project team of the US company can focus on their job while we ensure they have everything needed to deliver results in Russia.

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