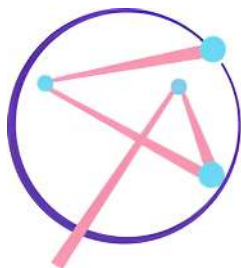




CASE STUDY

Eikon Therapeutics & Hanson Lab Solutions:
A Partnership in Innovation



eikon
therapeutics



OVERVIEW

In the competitive life sciences market of the SF Bay Area, Hanson Lab Solutions secured a significant \$8 million project with Eikon Therapeutics to design, manufacture, and install advanced laboratory furniture for their cutting-edge genetic research facility.



Eikon Therapeutics San Francisco AI data center

BACKGROUND

Accelerating Scientific Progress

This 18-month collaboration showcased Hanson Lab Solutions' ability to meet specialized scientific needs through meticulous project management, collaboration with architects, and strict adherence to quality and compliance standards. The success of this project not only reinforced Hanson Lab Solutions' reputation as a leader in the lab furniture industry but also boosted revenue by 20%, expanded market share by 10%, and opened doors to future opportunities within the biotechnology sector. The project has had a broader impact on accelerating scientific research outcomes, positioning Hanson Lab Solutions as a key player in innovative lab solutions.

OUR INNOVATION



Over the past 18 months, Hanson Lab Solutions achieved a major milestone with an \$8 million project for Eikon Therapeutics, a leader in genetic research in the SF Bay Area life science market.

This accomplishment highlights Hanson Lab Solutions' capacity to deliver advanced, high-quality laboratory environments tailored to the unique demands of the biotech industry.

THE PROJECT:

The project entailed designing, manufacturing, and installing customized laboratory furniture and equipment for Eikon's new research facility. Hanson Lab Solutions collaborated closely with architects, project managers, and scientists to ensure that every element met stringent specifications and compliance standards. This ensured the creation of a highly functional, innovative space that enhanced Eikon's research capabilities and supported their scientific goals.



EXCELLENCE IN EXECUTION

Hanson Lab Solutions' commitment to delivering unbeatable service and maintaining 100% on-time delivery proved instrumental in earning client trust and ensuring the project's success. By combining the industry's highest load capacity and most durable products, the company underscored its unwavering dedication to quality and safety.

Meticulous Project Management:

At the heart of this success was Hanson Lab Solutions' meticulous approach to project management. The scale and complexity of this \$8 million venture required seamless coordination between diverse teams, including architects, project managers, and Eikon's scientific staff. Every phase was carefully planned and executed, from design approvals and materials sourcing to manufacturing and logistics.

On-Time Delivery and Uncompromising Quality:

Hanson Lab Solutions' ability to deliver on its 100% on-time delivery promise was another key factor in the project's success. Hanson's logistical capabilities were put to the test with tight deadlines and the need for coordination between multiple vendors and on-site teams. Despite these challenges, the entire installation process was completed on schedule, allowing Eikon to occupy their new facility and begin critical research without delays.

IMPACT ON THE INDUSTRY

This single project positioned Hanson Lab Solutions as a major player in the biotechnology sector. Following this success, architects and real estate developers have started incorporating Hanson Lab Solutions into their building designs, recognizing the company's capacity for innovative lab environments. The project also set a new industry benchmark, spurring a 25% increase in inquiries from other biotech firms and boosting the company's market share by 10%.

Metrics of Success:

The project with Eikon Therapeutics resulted in several significant business metrics. Hanson Lab Solutions experienced a 20% overall revenue increase, attributed largely to the success of this single project. It also added 15 new client accounts within the biotech sector and further solidified its position as the go-to provider for advanced lab solutions. The successful delivery of this project has already contributed to Eikon's accelerated research outcomes, benefiting not only the company but also the broader scientific community.

Often “value engineering” in the construction industry means removing things that the client needs and will eventually have to pay for later.

“It was great to find solutions with a more economical version of the same thing,” Stinespring added.



SUMMARY

Hanson Lab Solutions' Impact and Strategic Growth

Over an 18-month period, Hanson Lab Solutions completed a landmark \$8 million project for Eikon Therapeutics, providing custom-designed laboratory furniture for their cutting-edge genetic research facility. The collaboration demonstrated Hanson Lab Solutions' ability to meet the specialized needs of the biotech sector through precise project management, innovative designs, and strict adherence to quality and safety standards. This project enhanced Eikon's operational efficiency and scientific research capabilities, while reinforcing Hanson's reputation as a leader in the lab furniture industry.



The project also had a significant business impact, leading to a 20% increase in revenue, 10% market share growth, and the acquisition of 15 new clients. It set a new industry standard for laboratory design and sparked a 25% rise in inquiries from other biotech firms. This success has positioned Hanson Lab Solutions as a key player in advancing scientific research and opened doors to future opportunities in the life sciences sector.

THANK YOU!

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