

EN V4

HOLM &

2023

HALBY

# Leading supplier in Denmark

**At Holm & Halby we strive to evolve with the market and with our customers. In recent years, we have raised the company's profile based on trends in the market and requests from our customers to broaden the expertise in all of our teams. As a result you will continue to be served by a highly skilled and committed team with extensive expertise in consultancy, training, project management and servicing of instruments.**

This folder proudly presents the results of the renewal process we have undergone that allows us to provide up-to-date services, despite our more than 65 years in the laboratory industry, and to ensure delivery of individual advice, service and support with customised solutions to suit your needs – now and in the future.

#### **Offices in Copenhagen and Aarhus**

Holm & Halby has 47 employees spread across offices in Copenhagen and Aarhus. The facilities in Copenhagen include our warehouse and our administration, sales and service departments. Located at the INCUBA Science Park, our Aarhus offices comprise a part of our Customer Centre and provide a base for our technicians in Jutland.

Based on a desire to be close to our customers, the Holm & Halby showroom is always open to visitors. You can also join one of our many popular seminars held at our conference facilities to acquire knowledge to keep you one step ahead.

The fact is we do much more than sell products; we offer our customers the knowledge and experience needed to derive maximum benefit from each and every solution for each individual customer. This is what enables us to produce laboratory solutions that increase safety, improve accuracy and streamline the everyday running of your business even more.

I hope you will enjoy reading this folder and that it will inspire you to either establish or expand your partnership with Holm & Halby.

Hopefully for many years to come!

Yours sincerely

Morten Dyrner  
*Chief Executive Officer*





**Holm & Halby – part of the AddLife group**

Simplicity, efficiency, innovation, responsibility and freedom are the core values of the Swedish AddLife group, which Holm & Halby is part of under its Labtech business area. Being part of a large group provides a strong financial foundation, helping to secure your collaboration with Holm & Halby for many years to come.

Read more about AddLife at [www.add.life](http://www.add.life)



**AAA – the highest credit rating**

For thirteen consecutive years Holm & Halby has been awarded the highest rating by Dun & Bradstreet, a leading European provider of digital business data. Only 2% of all Danish companies earn this coveted triple A rating, which is awarded to companies with a solid bottom line and excellent ability to meet current payment obligations. The credit rating is calculated based on more than 2,400 parameters and an extremely advanced algorithm.

We are obviously proud of this achievement, which is also a sign of our seamless business approach. We specifically aim for the highest standards to fulfil your expectations, and you can rely on us to have the power to meet them.

# Laboratory equipment with know-how

**Holm & Halby has distributed laboratory equipment in Denmark since 1954. Being an independent part of the Swedish life science group AddLife has allowed us to preserve the flexibility and personality of a smaller business, while enjoying the network of a larger group that provides access to more powerful financial resources.**

This combination is the reason why Holm & Halby is Denmark's leading supplier of laboratory instruments and related technical servicing.

Holm & Halby is centred around the needs of our customers. We want you to think of Holm & Halby as a competent partner in your everyday routines, as a supplier that does more than selling laboratory instruments by sharing its vast knowledge within each individual product area. Our sales department includes three highly specialised teams. So, whether you work with life science, cleanrooms and sterile environments or ultra-cold storage, there is a team available to help you with your particular need.

## Carefully selected technology

**Teaming up with Holm & Halby means access to outstanding products and services. We offer instruments exclusively from leading global manufacturers in all of our teams.**

We select the best technology from the market's most innovative manufacturers, choosing our products carefully. Instead of offering many different brands from numerous manufacturers in each product category, we deliberately focus on carefully selected brands. We do so partly because of the products' qualitative properties and partly because it means we can offer our customers thorough advice and better service – based on extensive product-specific expert knowledge.



AAA



# Meet our sales teams

**Focusing specifically on the products we sell allows us to offer the best possible advice.**

**To achieve this we have three specialist sales teams:**



## **CleanZone:**

This team handles instruments and consumables for cleanrooms and sterile environments.

**Equipment:** LAF cabinets, particle counters, air showers, UDF, isolators, RABS

**Cleanroom products:** Cleaning products, disinfectants, sterile/non-sterile gloves, wipes, dry/wet wipes, swabs, dust collecting floor mats, face masks, clothing

**Services:** Consultancy, project management, service, installation, testing, qualification



## **ColdStorage:**

This team specialises in low temperature freezers, racks and temperature monitoring.

**Equipment:** -86°C freezers, -150°C freezers, refrigerators, racks, temperature monitoring



## **LifeScience:**

This team naturally focuses on fermentation, cells and microbiology but also works with chemistry, such as acid digestion, extraction, synthesis and mercury analysis. Here you will also find, e.g. freeze dryers, autoclaves and centrifuges.

**Equipment:** Microplate readers, fermenters, cell culture equipment, incubators, equipment for microbiology, acid digestion, extraction, synthesis, mercury analysis, autoclaves, centrifuges, freeze dryers

**[www.holm-halby.dk](http://www.holm-halby.dk)**

For ease of navigation our website is divided up into these specific categories, presents each team member and lets you read about the products and services each team offers.



**Sales Manager**  
Dorthe Makhholm Michelsen



**CleanZone**  
Christian Bardram Holm  
*Product specialist*



**CleanZone**  
Brian Slovic-Petersen  
*Product specialist*



**LifeScience**  
Kim Hanson  
*Product specialist*

**ColdStorage:**  
Arctiko, Gram, Haier,  
Revco, Telstar, HCP



**CleanZone**  
Søren Thuesen  
*Product specialist*



**CleanZone**  
Hanne Søhus Christiansen  
*Product specialist*



**ColdStorage**  
Charlotte S. Madsen  
*Product specialist*



**ColdStorage**  
Daniel Frohn  
*Product specialist*



**LifeScience**  
Rasmus Johansen  
*Product specialist*



**LifeScience**  
Tine Holbæk Levinsen  
*Product specialist*

**CleanZone:**

Beckman Coulter, Berner,  
Emtek, LaboGene, Ortner,  
Solo Containment, Ansell/Nitritex,  
Berkshire, Contec, Klimaoprema,  
Metro, Puritan

**LifeScience:**

Applikon, Beckman Coulter, CertoClav, Integra,  
IUL, Kuhner, LaboGene, LabRobot, Milestone,  
Nova Biomedical, Parr, Systec, Tecan, Tesalys



**Holm & Halby-driven:**

- Quality control
- Construction management
- Installation from A to Z

LAF

Cleanroom

**Projects +**

Other agencies with establishment of fixed installations and wall mounting of, e.g.

**Multi**

Several instruments in one solution

**ISO certification for the common good**

Holm & Halby has achieved ISO certification for quality management (9001), environmental management (14001) and occupational health and safety management (45001) systems.

Holm & Halby's services are conducted according to high quality standards to meet laboratory expectations, whether it is a question of calibration, maintenance service, validation, repairs, training or consultancy. Hence our ISO certification is of great value, guaranteeing a documented and controlled level of high quality in all areas of collaboration.



# Project management

## Customer-driven:

- Customer-driven
- Sale of resources/time
- Adviser's adviser
- Consultancy support
- Laboratory specialist
- Project review

## Identification

– Inspection report

Supply  
furniture  
and fittings

Manage  
renovation  
restructuring

## Holm & Halby

Drawing on  
our network's  
expertise

## Project assistance – hire an adviser

Consider hiring one of our advisers to help organise large-scale deliveries of laboratory equipment, or hire Holm & Halby to manage other stakeholders in a project.

## We know what to do and are familiar with your challenges

We have invaluable experience based on many projects, especially those involving sterile installations. We are also ISO 9001-certified in project management.

Let us save you a lot of frustration, not to mention money.

Project management  
**Thomas Ringsted**



Project management  
**Juliane Bjerkhof**



*“The industry’s  
largest and  
strongest service  
department”*



**Henriette Soelberg Jensen**



**Finn Elmosé**



**Henrik Zingler Adriansen**



**Dennis Klavsén**



**Mido Zemanic**



**Anders Balslev**



**Mads Aabye**



**Palle Schøndorff**



**Ole Mortensen**



**Michael Asferg Jensen**



**Jan Starup**



**Finn Lauersen**



**Søren Fischer**



**Kristian Ipsen**



Carl Pedersen



Jan Nørgaard



Kell Evensen

# Denmark's strongest service department in the industry

**Holm & Halby has the industry's single largest and strongest service department in Denmark, which has 21 dedicated employees. This department handles the technical servicing of more than 9,000 instruments annually.**

We help our customers every step of the way – from purchasing advice, installation assistance and proper maintenance throughout the instrument's product life. You are guaranteed to get maximum benefit from your investment and assurance that the equipment will live up to all applicable international rules. We can keep track of the various service concepts – from regular servicing, validations, IQ, OQ and PQ verifications to repair warranties – with transparent equipment repair and maintenance costs. A Holm & Halby service agreement means your instruments are in safe hands.

### **Bespoke solutions to suit your requirements**

Our service concept is based on strong relationships with our customers. Based on your needs we work together to customise a perfectly fitted service solution. All of our service technicians are trained in their respective fields and certified to provide service, calibrations and documentation. We invest annually in continuing professional training to keep our technicians up to speed regarding all products in the programme. This ensures a rapid, efficient level of service that helps contain your costs. A certified technician is your guarantee that the skills required are available.

### **Highest possible uptime**

Laboratory uptime equals money. Holm & Halby maintenance checks ensure the highest possible amount of uptime.

Read more about Holm & Halby's service department at [www.lab-service.dk](http://www.lab-service.dk)

*"We make sure that you get the right service solution"*



Andreas Emil Balslev

*Service Manager*  
**Mads Kjeldsen**



*Technical Service Manager*  
**Henning Christoffersen**



# Seminars – knowledge that broadens your horizons

**Knowledge sharing is a basic principle at Holm & Halby. Our product know-how and expertise are second to none. We are happy to share this knowledge with our customers – whether it is theoretical background knowledge, product knowledge or particular work processes.**

Knowledge is the driver of development and growth. When we succeed in putting you one step ahead and streamlining your everyday business operations, we can look back at a job well done. We make it our business to help each and every employee hone their skills and broaden their professional horizons.

#### **Design your own course**

If the exact seminar you are looking for is not available, we can help. Please contact us to help you organise a seminar customised to fit your needs.

#### **Get a Holm & Halby “Driving Licence”**

Operating autoclaves and LAF cabinets on a daily basis requires extensive knowledge to achieve the highest possible safety standard. As a result we have designed courses together with select users to provide the qualifications to operate autoclaves and LAF cabinets to give you a driving licence. Whether or not a product was purchased from us is unimportant. The driving licence is issued once the short test at the end of the course has been completed. Additional types of driving licences are in the pipeline. We are happy to hold seminars at your workplace, if preferred.

Visit [www.seminarplan.dk](http://www.seminarplan.dk) for an overview of seminar topics and detailed descriptions.

*Seminar/ Salgs Support*  
**Karina Back**





### **Showroom**

When we expanded our facilities in 2014 we set up a large showroom big enough to accommodate autoclaves, washers, readers, upright freezers and chest freezers, not to mention large-scale solutions for LAF and safety cabinets, including LAF cabinets connected to ceiling ventilation.

At 120 m<sup>2</sup>, the showroom is big enough to permanently showcase an extensive range of products.

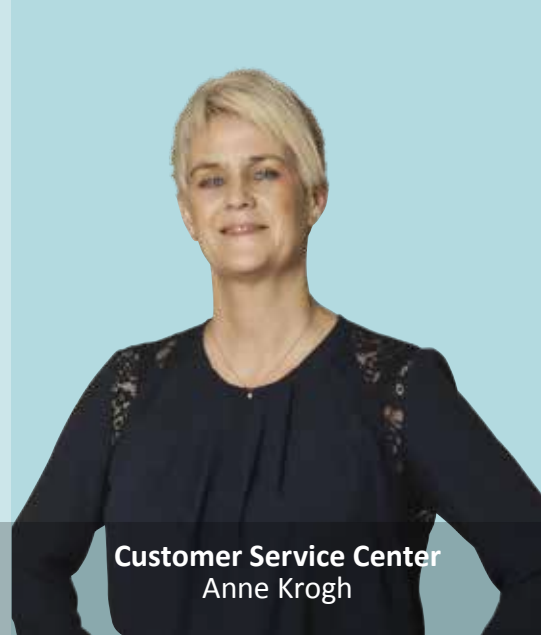
Our showroom is popular and always open to visitors – but please remember to book an appointment first.



**Customer Service Center**  
Kent Debring



**Customer Service Center**  
Kristel Tøt



**Customer Service Center**  
Anne Krogh



**Customer Service Center**  
Marianne Junker



**Customer Service Center**  
Berit Tromborg



**Warehouse**  
Rene Rybak



**Administration**  
Jess Dahl Madsen



**Administration**  
Sara Secher



**Administration**  
Julie Hinstrup

**Our four core values:**

**Where there's a will, there's a way** – our endeavours must always encompass the will, spirit and flexibility to find a solution that suits the needs and challenges of our customers.

**Intensity and commitment** – energy, strength, dedication and motivation must continuously bolster our performance. Our customers and suppliers can always expect to be met by highly motivated employees.

**Accountability and credibility** – must be imperatives when we work with such high-profile products. We offer our customers equal amounts of technical support and product advice/support.

**Fun and unpretentious** work environment must exist that promotes our employees' enthusiasm and good-natured approach. If you like what you do, then you'll be good at it. That's our philosophy at Holm & Halby.



**Customer Service Center**  
Karin Jørgensen



**Warehouse**  
Tonny Frederiksen



**Administration**  
Jette Jacobsen

# Our Customer Centre and administration

## Customer Centre

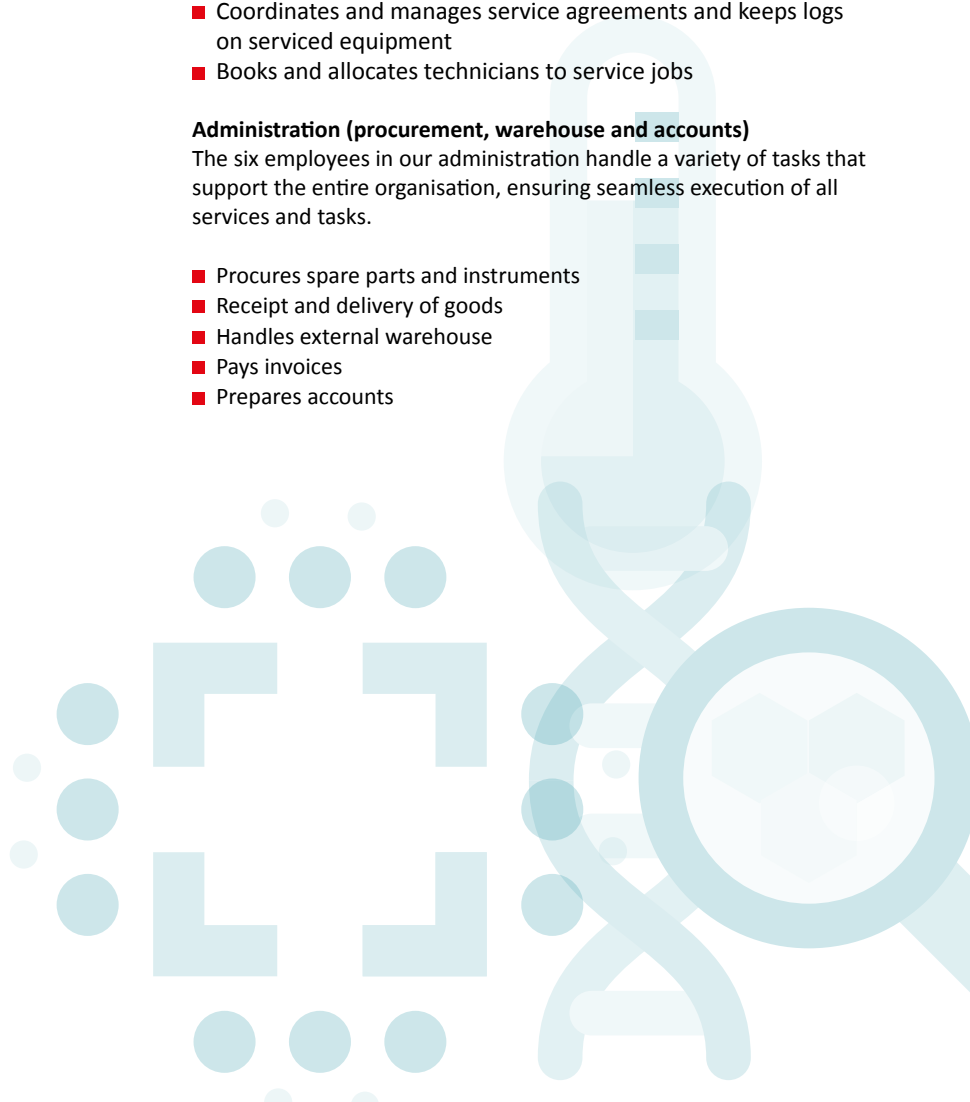
Our Customer Centre is always prepared to help you with questions about products, sales, orders, delivery, technical support and service. You can always be sure that we will do our very best to give you correct and useful information and that we follow through on your question or task. Do not hesitate to contact us by phone, email or through our website.

- Supports our customers and staff
- Coordinates delivery, installation and invoicing for the sales and service departments
- Receives ad-hoc sales and service tasks from customers, records error descriptions and coordinates activities
- Coordinates and manages service agreements and keeps logs on serviced equipment
- Books and allocates technicians to service jobs

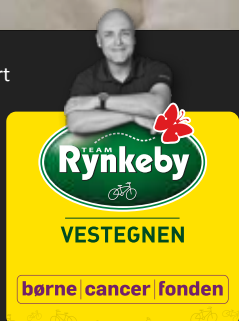
## Administration (procurement, warehouse and accounts)

The six employees in our administration handle a variety of tasks that support the entire organisation, ensuring seamless execution of all services and tasks.

- Procures spare parts and instruments
- Receipt and delivery of goods
- Handles external warehouse
- Pays invoices
- Prepares accounts



We support



# Suppliers according to team



CleanZone



ColdStorage



LifeScience



## The key to success



CONSULTANCY  
SUPPORT  
SERVICE

FIND MORE INFORMATION AT  
[WWW.HOLM-HALBY.DK](http://WWW.HOLM-HALBY.DK)

Holm & Halby's vision is to be the best supplier of laboratory instruments in Denmark. The following three keywords help provide the inspiration to achieve this.

### Consultancy

Our customers rely strongly on the knowledge that comes with the purchase of laboratory equipment. That is why Holm & Halby aims to offer high quality advice, before and after a purchase, in the form of training to ensure that our customers get the most out of their investment.

### Support

The acquisition of high-technological equipment is not worth much if the investment does not rapidly offer the maximum benefit. That is why Holm & Halby offers the required support to maximise benefit – from software support to assisting with applications and methods.

### Service

High-tech laboratory equipment is not flawless. Breakdowns can occur. That is why Holm & Halby has built a strong service department that, in addition to repairs, handles inspections and maintenance to minimise the risk of breakdowns.

Copenhagen:

Vallensbækvej 35  
2605 Brøndby  
Danmark

Aarhus:

INCUBA Science Park  
Palle Juul-Jensens Boulevard 82  
8200 Aarhus N  
Denmark

Tel.: (+45) 4326 9400  
[www.holm-halby.dk](http://www.holm-halby.dk)  
[info@holm-halby.dk](mailto:info@holm-halby.dk)



**Holm & Halby**  
TIL LABORATORIER I UDVIKLING