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MilliporeSigma collaborates with Avanti Polar Lipids

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MilliporeSigma will employ its sales, marketing and e-commerce expertise to distribute Avanti Polar Lipid's research lipid portfolio.



MilliporeSigma has entered into an agreement with Avanti Polar Lipids to be the exclusive multinational distributor of the Alabama-based company's research lipids portfolio outside of the United States.

Avanti Polar Lipids is a leading manufacturer and supplier of the highest purity lipids for research and pharmaceutical product development.

MilliporeSigma will employ its sales, marketing and e-commerce expertise to distribute Avanti Polar Lipid's research lipid portfolio. The distribution agreement includes all geographies worldwide except for the United States, where Avanti will continue to reach customers via its own channels. Financial details of this agreement were not disclosed.

Through this agreement, customers outside of the US will have enhanced, on-demand access to the Avanti research lipid portfolio through MilliporeSigma's robust e-commerce platform, SigmaAldrich.com, regional inventory and MilliporeSigma sales representatives. Products will be stocked globally for improved availability to customers.

Transition of approximately 2,000 products from the Avanti research lipid portfolio to MilliporeSigma is expected to be completed in early 2018. In the mean-time, these products will continue to be available through existing Avanti Polar Lipids channels.