

CASE STUDY: Virtual Data Room for Buy-Side Due Diligence Streamlines Deal Process

“Over the years we have grown significantly. On any given day, we might have over 100 projects on the table. I can’t imagine trying to manage that many projects with email,” stated the Senior Manager of Licensing and Acquisitions.

“Using ShareVault as a central repository for buy-side due diligence materials gives us the ability to significantly grow the scope of our business as well as organize and streamline the due diligence process. As a result, we are more organized and efficient, we’re doing more deals with the same teams, and we’re seeing more deals with successful outcomes.”

-Senior Manager, Licensing and Acquisitions,
Global Healthcare Company

VERTICAL: Life Sciences

SHAREVAULT CLIENT SINCE: 2012

For 4+ years, a global healthcare company has leveraged ShareVault’s secure data rooms for buy-side due diligence review. The healthcare company uses ShareVault for smaller targets and deals, where there is no data room in place to protect the target company’s confidential information. After previously using email to receive target company due diligence material, ShareVault enables the healthcare organization to better secure, track and manage their buy-side due diligence.

Challenges of Buy-Side Due Diligence Without a Secure Data Room

- Lack of Organization**
 - It was impossible to organize documents across multiple remote due diligence teams (legal, regulatory, clinical operations, etc.) using email.
- Security Risks**
 - Most small target companies do not have a secure file sharing solution and instead use email. There are security risks with target companies using email attachments to share their confidential information.
- No Control**
 - Once documents were sent by the target company, it was impossible for the target & healthcare companies to delete or prevent them from being forwarded, thereby exposing the companies to increased risk.

ShareVault Solution

- Robust Security Features**
 - “We have confidence that we now have control over sensitive documents throughout the entire due diligence process, that they’re organized and easily accessible to the appropriate parties on a 24/7 basis, and that when deal circumstances change or the process has concluded we can immediately revoke access to the data room.”
- Ease of Use is Catalyst for Growth**
 - “Using ShareVault has proven invaluable in growing our business. ShareVault is important for small acquisitions and deals because smaller companies we negotiate with often don’t have a secure way of sharing confidential documentation, and we provide a ShareVault dataroom, which takes the burden off the 3rd party.”
- Streamlined Processes**
 - “ShareVault’s many features are easy to use and help streamline the due diligence process with target organizations and our internal team.”

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