CASE STUDY: Xenikos uses ShareVault to Develop Partnerships with Investors and Strategic Partners

X—ENIKOS
resetting the immune system

> "With ShareVault, we're prepared for due diligence at any time. Our data is organized far ahead of time, and we can grant customized access to potential partners whenever the need arises. We also use it for internal purposes. All of our information is there, it's organized, it's safe, and it's easy to access. It's the perfect solution for exchanging information both externally and internally in a secure, organized and efficient way."

Ypke van Oosterhout, PhD
CEO, Xenikos

THE ORGANIZATION: Xenikos, a biopharmaceutical company based in the Netherlands, is developing a novel immunotherapy, T-Guard™. This combination of two toxin-loaded anti-T-cell antibodies enables patients suffering from serious immune diseases, or rejection after transplantation, to reset their body's immune system quickly and efficiently. At the end of 2016, Xenikos completed a 20-patient Phase 1b/2 study showing that T-Guard™ had a good safety and tolerability profile and very promising clinical efficacy resulting in further interest in the product. Based on the promising results, Xenikos plans to start a pivotal EU/US clinical phase 3 trial around the end of 2017.

WEBSITE: www.xenikos.com

VERTICAL: Life Sciences

SHAREVAULT CLIENT SINCE: 2014

Xenikos is a pre-commercial biopharmaceutical company interested in developing partnerships with investors or strategic partners in order to progress its T-Guard™ therapy. In the past documents were distributed via email and intranet, and shared using a physical data room. Realizing those methods lacked efficiency and security with progressing project development, Xenikos turned to ShareVault to facilitate partnering discussions and provide insight into their technologies and the supportive data without putting that data at risk.

Pre ShareVault	Post ShareVault
• No central repository for technical data.	• "We knew that in order to have effective partnering discussions we needed a proper data room, where all of our technical data was organized, secure and easy to share. ShareVault gives us the peace of mind that our information is both accessible and secure."
• No insight into end user activity or concerns.	• "ShareVault's rich analytics features enable us to track the documents potential partners have been reviewing, giving us real-time intelligence and understanding into what partners are particularly interested in. ShareVault's data room is very straight-forward. The reporting functionality helps us anticipate ques-tions and prepare for meetings."
• No ability to customize permissions for different users.	• "Once the data room is organized, it's very easy to assign specific access to one party and different access to another party. It's quite easy to tune permissioning on an ongoing basis and understand who has access to what."
• No organization of documents for sharing.	• "We like how easy it is to upload documents and structure them in a logical way by sorting them into different sections and sub-sections. This makes it extremely easy for users to quickly find exactly what they're looking for."
• No control over documents once they've been shared.	• "We value ShareVault's network security and document control. We now maintain complete control over documents shared with third parties. In the past, that simply wasn't the case."

ShareVault