

CASE STUDY: Cure SMA Leverages ShareVault's Virtual Data Room to Advance Novel Drug Candidates



“ShareVault gives us the ability to stage the sharing of intellectual property securely, explore partnerships with a greater number of organizations and share different tiers of information as relationships evolve. We are able to help potential partners navigate through our data in a way that makes the most sense, while maintaining security and ensuring that people only see the documents that we want them to see.”

Jill Jarecki, PhD
Chief Scientific Officer, Cure SMA

THE ORGANIZATION: Cure SMA (curesma.org) is a patient advocacy group dedicated to the treatment and cure of SMA by funding groundbreaking research that drives breakthroughs in treatment and care and providing support to affected families.

SMA (spinal muscular atrophy) is a disease that robs people of physical strength by affecting the motor nerve cells in the spinal cord, taking away the ability to walk, eat or even breathe. It is the number one genetic cause of death for infants.

VERTICAL: Life Sciences

SHAREVAULT CLIENT SINCE: 2016

In the mid-1990s, Cure SMA was funding one of the very first drug programs focused on finding a cure for Spinal Muscular Atrophy. In 2009, Cure SMA out-licensed a series of molecules that had been developed to a small biotech called Repligen who later out-licensed the molecules to Pfizer. The licensing process was cumbersome and time-consuming because they relied primarily on email to share documents. However, when Pfizer returned the program to Cure SMA in 2016, they were able to use a complementary ShareVault to advance the program. ShareVault enabled Cure SMA to organize, set varying levels of permissions and securely share pre-clinical, clinical and regulatory documents with over a dozen organizations.

Pre ShareVault	Post ShareVault
<ul style="list-style-type: none"> No “one-stop shopping” for interested parties. 	<ul style="list-style-type: none"> Organized Online Central Repository As a non-profit we simply don’t have the resources to send every interested party (via email or FTP) all the documents they would require to review our opportunity. With ShareVault there’s one central repository that we can grant access to whenever anyone shows interest.
<ul style="list-style-type: none"> No insight into end user activity or concerns. 	<ul style="list-style-type: none"> Advanced Security Features and End User Insight “When you send documents via email you have no idea who’s downloaded or read those documents. With ShareVault we know who’s looked at what and for how long, giving us valuable insight into a user’s interests.”
<ul style="list-style-type: none"> No ability to customize permissions for different users. 	<ul style="list-style-type: none"> Customizable Permissions for Users and Groups Different users require different levels of access to documents depending on who they are and how far along they are in the diligence process. Once the site is set up we can easily tailor the permissions for each group, so they can only see what we want them to see.
<ul style="list-style-type: none"> No professional presentation. 	<ul style="list-style-type: none"> Organized and Professional ShareVault provides a very organized, structured and searchable hierarchy of materials, making the review process much more streamlined. Frankly, it’s how partners expect to get their information.

