

CASE STUDY: Create a Professional Impression with ShareVault Data Rooms



“ShareVault is the gold standard of virtual data rooms. Their state-of-the-art platform gives us the tools to create a professional impression when we share documents with third parties during fundraising. The robust security features allow us to maintain tight control over our confidential documents and also clearly see who has accessed various files. While ShareVault provides helpful video tutorials, I never needed to use them because the data room is so intuitive and easy to use.”

Edward W. Martin,
Chief Operations Officer

THE COMPANY: Enlyton is a biopharmaceutical company developing a tumor-antigen-directed platform of products designed to improve the care of patients with cancer. Their technologies provide a unique method for cancer-specific imaging and detection that utilizes existing equipment already in place in hospitals. Enlyton imaging methods allow for pre- and post-operative imaging, and importantly, intraoperative imaging and detection (giving the surgeon real-time information during surgery).

VERTICAL: Life Sciences

SHAREVAULT CLIENT SINCE: 2016

Prior to using ShareVault, Enlyton used email attachments when it was necessary to share documents with third parties. However, when the company began engaging in fundraising activities, they quickly saw the advantages of using a secure, online central repository. They chose ShareVault for its ease-of-use and the ability to monitor user activity in the data room.

Pre ShareVault	Post ShareVault
<ul style="list-style-type: none">No control over business critical documents after they've been shared	<ul style="list-style-type: none">"I no longer have to worry about documents being redistributed because we have advanced permissioning and security policies that provide us complete control over sensitive documents." -Edward W. Martin, COO
<ul style="list-style-type: none">No insight into end user activity or concerns	<ul style="list-style-type: none">"The document monitoring that allows us to see which documents users are most interested in has enabled us to delegate our time and prepare more thoroughly for meetings.""It allows us to be forward thinking, and when a user spends a great deal of time in a particular document, we call in expert resources for our meetings. When they spend little time, we also know how to start the meeting to save everyone time." -Edward W. Martin, COO
<ul style="list-style-type: none">Difficult to find and organize documents	<ul style="list-style-type: none">"Our ShareVault is better organized than I am. If I need to find something quickly, I can pull it up on my phone and find the answer I need. It's like having a filing cabinet in your pocket." -Edward W. Martin, COO
<ul style="list-style-type: none">Documents in multiple places making version control and organization challenging	<ul style="list-style-type: none">"ShareVault is just so intuitive—it gives you the ability to batch upload, tag and organize documents in a way that allows you to find what you need in seconds." -Edward W. Martin, COO
<ul style="list-style-type: none">No credibility in how sensitive documents are shared	<ul style="list-style-type: none">"ShareVault has excellent brand recognition. When I tell people that our documents are ShareVaulted, they immediately know what it is. There is never any push back because everyone knows and trusts that it is a secure way to share information." -Edward W. Martin, COO

