CASE STUDY: Receive Valuable Insight on User Activity with ShareVault

VARIANT
PHARMACEUTICALS

> "One of the things we like most about ShareVault is the insight it gives us into user activity. My colleagues often ask what 3rd parties are most interested in, so it's nice to be able to tell them which documents our 3rd parties were looking at and which ones they weren't. We recently had multiple products we were developing and we noticed that everyone was looking at only one product. That gave us valuable insight into where the interest was and where we should focus our development.

Peter Wolfe, VP of Finance
Variant Pharmaceuticals

Variant had been using Dropbox to share documents, however, when they began fundraising activities they knew that a more robust file-sharing platform was needed. They chose ShareVault because it is a solution that is recognized in the industry as trustworthy and secure, giving them more credibility when sharing confidential materials with other organizations.

Pre ShareVault	Post ShareVault
No central repository for corporate documents	"We now **house our entire company history in a ShareVault**, including clinical data, corporate documents, employee agreements and company presentations. It's not just good business, but it's really a prerequisite for effective fundraising."
No insight into end user activity or concerns	"ShareVault's powerful reporting tools give us the ability to see who's seen which documents on a page-level basis **providing us valuable insight** into what's important to our users."
No ability to customize permissions for different users	"Different users get **different levels of access** to documents depending on who they are and what they need to see. It's good to know that our corporate and clinical information is organized and immediately accessible. If I'm in a meeting with someone who needs information, I can permission them right then and there and they can **access what they need instantly**."
No preparation and organization of documents for an exit	"Our ultimate goal is to get acquired by a large pharmaceutical company, so we see enormous value in having all of our critical information in **one structured location** now, rather than having to scramble for it in the future."
No streamlined document review process	"ShareVault is very intuitive to use, which makes it extremely easy for 3rd parties to find the information they need. The ease of use benefits us, but it also benefits our users. We needed something that would **streamline the document review process**, not make it cumbersome. ShareVault does that for us."

THE COMPANY: Variant is a specialty pharmaceutical company based in Weston, Florida that leverages advanced proprietary technologies to develop and commercialize best-in-class prescription drug therapies that optimize patient outcomes.

VERTICAL: Life Sciences

SHAREVAULT CLIENT SINCE: 2016

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