CASE STUDY: Technology Transfer Office Leverages ShareVault's Audit Trail and Organizational Features to Secure Partners

> "Among ShareVault's features, the reporting tools are the most valuable. There are any number of ways to share files, but ShareVault gives us the peace of mind that we're doing it securely and with the added benefit of a detailed audit trail. Our research team and members of the marketing team often ask me for an activity report, so they can see who's been in the data room and what they've been looking at. With ShareVault, I can do that with a click of the mouse."

Senior Associate Director
Technology Transfer Development Office

THE ORGANIZATION: Tech transfer office for a top-tier U.S. research university, with a focus on commercializing assets and IP emerging from faculty labs through startups or partnering and licensing deals with existing businesses.

VERTICAL: Life Sciences

SHAREVAULT CLIENT SINCE: 2014

The technology transfer office at a large university had technology they wanted to commercialize. Knowing that they would be contacting twenty to thirty potential partners over the course of a year and due to the sheer volume of data that needed to be shared, they realized that disseminating documents and managing the project via email would not be sufficient, nor would it provide an adequate audit trail.

Even though much of the information had been patented, new data were being created that needed to be kept confidential. They knew they needed a secure, central online repository that not only facilitated the sharing of voluminous numbers of documents with an unprecedented number of potential partners, but that also provided a clear audit trail of user activity.

While the first licensing deal was successfully concluded, the office continues to utilize ShareVault for a broad range of licensing activities.

Pre ShareVault	Post ShareVault
• *No secure repository for sharing large volumes of documents with external contacts.*	• *High-End Security for Simple Sharing with Multiple External Partners* "When attempting to license a new technology, using a secure, online repository enables us to cast a very wide net to potential partners without reinventing the wheel and without worrying about documents getting into the wrong hands."
• *No document control.*	• *Advanced Security Features and Document Control* "The minute documents are shared via email you've lost control of those documents. You have no idea who's downloaded or read those documents or who they may have forwarded them to. With ShareVault we control who gets to see what and we can revoke access at any time, even to documents that have been downloaded."
• *No insight into end user activity.*	• *End User Insight and Useful Deal Intelligence* "When assessing potential licensing partners, it's very helpful to know what their interests and concerns are. With ShareVault's page-level tracking feature, we gain valuable insight into what our users are spending time on and that gives us valuable deal intelligence."