

# Primary Energy Ventures

Recommendations by co-workers and its investment bank convinced Primary Energy to select IntraLinks® to power the company's sale. The results exceeded expectations, including significant time savings, improved responsiveness to buyers and a new structure for organizing the company's most important information.

## The Problem

Primary Energy Ventures, LLC is one of the leading energy recyclers in the United States. In May 2006, the company's majority owner, a New York-based private equity firm, decided to sell its interest in Primary Energy. The seller pushed for an aggressive time frame to close, but the due diligence process posed a hurdle. Given the document-intensive nature of the energy industry, potential buyers can spend months reviewing operating agreements, vendor contracts, maintenance records, insurance information and other materials.

## The Implications

Like many young companies, Primary Energy had focused on growth, not on the discipline of document management. Organizing the millions of pages of information spread throughout the company in various filing cabinets and on numerous hard drives proved daunting. Without a uniform system for managing, naming and storing information, Primary Energy had created a records management nightmare.

“IntraLinks clearly proved its value for a deal with a large number of documents and an aggressive time frame.”

— Craig Bennett,  
Associate General Counsel,  
Primary Energy Ventures

## The Solution

Primary Energy selected IntraLinks Exchanges™ to support the due diligence process. The company had used IntraLinks previously for a commercial loan and found the solution convenient and efficient. The ability for multiple parties to review documents simultaneously would reduce the process from weeks to days. In addition, IntraLinks trained Primary Energy on best practices for indexing and organizing its documents and provided templates to ease the work.

## The Result

Along with facilitating a smooth due diligence process for the buyers and sellers, IntraLinks saved Primary Energy significant time. In August 2006, Primary Energy's majority owner successfully sold its stake to Edmonton-based Epcor Power, L.P for \$380 million deal. Even after the deal, the company continues to reap the operational benefits of a disciplined approach to managing its critical information.

## The Benefit

Throughout both rounds and during negotiations with the finalists, Primary Energy executives relied on IntraLinks' reporting capabilities for a window into prospective buyers' intentions. Additionally, the level of detailed insight provided by IntraLinks reports reassured bidders and mitigated the risk of accusations of selective disclosure.

At the same time, Primary Energy lessened the environmental impact of the process. Millions of pages of paper were saved, as was the fuel that would have been necessary to transport bidders to and from Chicago and to ship supplemental documents to bidders across North America.



## 1 Million+

Number of pages

Primary Energy hosts  
on IntraLinks

## 3 Months

Time it took Primary  
Energy's majority owner  
to sell its interest in the  
company



INTRALINKS®

1 866 INTRALINKS

New York + 1 212 342 7684

London + 44 (0) 20 7060 0660

Hong Kong + 852 3101 7022

[www.intralinks.com](http://www.intralinks.com)



## Security

Our top priority is to provide you with the highest level of security, compliance and auditability for the exchange of your information, avoiding possible risks and exposure to your business. Our solutions adhere to industry-mandated regulatory requirements, including SAS-70 Level II and ISO 9000 certifications. IntraLinks' comprehensive approach toward security extends across our entire solution, including the application, infrastructure and process.

## Affordability

Offering a true turnkey solution, we require no additional hardware or software, no expensive training programs and no new demands on your IT resources. With no upfront capital costs, our Software as a Service (SaaS) business model provides a budget-friendly, scalable cost structure that yields returns almost immediately and continues through the long term.

## Easy Implementation

With tens of thousands of implementations worldwide, we can get you up and running in minutes. Easy integration with your current software and internal systems ensures a seamless workflow. And as your business evolves, our solution enables you to easily add users, expand your uses and increase your volume of information to adapt to your ever-changing business needs.

## Cross-Organizational

Transforming the way organizations do business, we've created a way for you to collaborate on your mission-critical business projects with experts and colleagues regardless of their location, inside and outside the company firewall. Enabling you not only to do business more quickly, safely and efficiently but more profitably as well.

## Service

Delivering a technology solution to extremely demanding clients, such as those in financial, pharmaceutical, biotech and legal industries, requires a tremendous level of dedication and unwavering commitment to our customers' success. Offering a full-service approach, we'll set up and manage your solution so that your team can hit the ground running. And we provide global 24/7/365 live support in more than 140 different languages.

## Expertise

For more than a decade, we've been helping companies around the world exchange their critical information. With 750,000+ users across 90,000 organizations around the world, we offer solutions based on innovative best-of-breed technologies along with direct domain knowledge and best practices by industry to ensure you get the most value from your IntraLinks solution.

## Global

At your desk or on your Blackberry, our solution is available in multiple languages. And with thousands of customers worldwide using IntraLinks, you can be assured that we will manage your business globally. With personnel and offices in 16 countries on four continents and a growing list of leading enterprises around the world, IntraLinks offers international reach with customized support.

## The IntraLinks Advantage

IntraLinks® provides enterprise-class solutions, which facilitate the secure, compliant and auditable exchange of critical information, collaboration and workflow management inside and outside the enterprise. Our on-demand solutions help you organize, manage, share and track information, enabling you to accelerate your workflow, optimize your business processes and realize new profit potential.

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