



After email, overnight mail and document management software proved inefficient and insecure for external document sharing, Stanley Works® turned to Intralinks® to manage its heavy workload. The results were dramatic: improved daily operations and streamlined transaction processes leading to 50% time savings and 15% cost reductions.



The Pain Point

The Stanley Works, best known for its Stanley® tools, reviews hundreds of potential acquisitions each year. Managing the complex pipeline requires sharing volumes of information with dozens of internal and external experts in multiple locations. The Corporate Development team needed a technology solution to streamline the exchange of transaction-related information and to support its daily operations.

The Implications

The company tried to leverage its Microsoft SharePoint licenses, but the application fell short for providing document-level access controls. Furthermore, Stanley’s IT department limited who could access the corporate network outside the company’s firewall. The team resorted to emailing, printing and mailing sensitive information to its experts.

The Solution

Stanley turned to Intralinks Dealspace™ to solve its access, security and performance issues. Using a corporate subscription allowing for unlimited usage, Stanley created online repositories to support its daily workflow as well as individual ones for each active transaction. Beyond transactions, Intralinks served as a central repository for the Corporate Development team to keep track of their critical information, stay aligned and streamline workflow.



The Stanley Works

“Intralinks is a one-stop shop for Corporate Development. It provides a quick and easy way for us to keep track of all our critical information, stay aligned and streamline workflow.”

— **Tamara Bross**
Project Manager
Corporate Development
The Stanley Works

The solution organizes and stores all documents the team uses — everything from board pitches, business unit reviews, integration reports, confidentiality agreements and financial documents to meeting minutes, management presentations and other key information. To manage activity and the due diligence process on individual transactions, Corporate Development permissions internal and external users to access information specifically relevant to their participation, setting rights for each document, controlling who can view, download or print individual items.

The Result

Now, instead of spending hours searching, photocopying and mailing information, the department can point people to specific documents in well-organized, easily searchable exchanges. The improved process has created a 50% time savings and a 15% total cost savings on each transaction. The company also has slashed travel costs 45% by sharing information via Intralinks rather than flying advisors for in-person meetings.

The Benefit

As a turnkey solution, Intralinks supports Stanley’s company-wide focus to control costs. Stanley’s IT team appreciates that they can conserve their budget and use staff time to support internal applications. Other departments are looking to create their own exchanges to improve their daily operations as well.

Intralinks

intralinks.com/dealspace

(NYSE: IL): The leading, global technology provider of inter-enterprise content management and collaboration solutions designed to enable the exchange, management control of documents and content between organizations securely and compliantly when working through the firewall. Thousands of companies and more than two million professionals use Intralinks for everything from ad hoc collaborations to complex, multi-business partnerships in financial services, life sciences, manufacturing, technology, and a wide range of other industries worldwide.

© 2014 Intralinks, Inc. All rights reserved. Intralinks and the Intralinks logo are registered trademarks of Intralinks, Inc. in the United States and/or other countries.