

CV Capital LLP

Needing to find a buyer for a recruitment company (the 'Company') on the verge of going into administration, CV Capital LLP, the corporate finance boutique of Chantrey Vellacott DFK LLP, selected IntraLinks to support the due diligence and facilitate the sale. As time was of the essence, the on-demand solution would provide speed and flexibility as well as useful reporting capabilities.

The Problem

CV Capital needed to get all of the Company's information to potential buyers quickly as part of an accelerated M&A process. This involved an accelerated go-to-market phase, sending confidentiality agreements and teaser documentation to about a dozen parties in a matter of hours.

The Implications

CV Capital identified several serious bidders. However, using a physical dataroom to conduct due diligence would have been a logistical nightmare, trying to schedule multiple parties to go onsite to review the confidential information. In addition, the Company had nearly 150 documents that needed to be reviewed in a tight timeframe while CV Capital maintained interest and momentum with potential acquirers.

The Solution

Chantrey Vellacott and CV Capital chose IntraLinks to securely manage the due diligence process. The data was easily uploaded to an IntraLinks exchange for potential buyers to review. IntraLinks' reporting functionality let CV Capital know who was accessing and printing which documents and when, helping the deal team to better prepare for questions and understand how buyers would value the Company.

Also, the interested parties were, in most cases, already authorised to access other IntraLinks exchanges and did not have to maintain multiple passwords – they could use their single IntraLinks password and access the already-familiar platform.

The Result

The solution helped Chantrey Vellacott and CV Capital to find a buyer for the Company in just two weeks as well as to control the

whole process. In addition, using IntraLinks meant that the various teams could access everything from their desktops. Requests for more information only required a few mouse clicks to fulfil, which ultimately resulted in completing the deal in half the time it would have taken using a physical dataroom. Further, the Company was able to spend more time focusing on its day-to-day operations and less time on deal-related administrative duties.

IntraLinks also added a degree of flexibility to the process. For example, it was important to be able to quickly bring in other interested parties, if necessary, which was possible to do in minutes using IntraLinks.

In the end, a successful transaction was completed with minimal disruption to the Company.

The Unexpected Benefit

Based on the success of using IntraLinks for the due diligence process, Chantrey Vellacott and CV Capital are looking at potential uses for their other clients including charities, which require a large amount of information to be shared among their board of trustees.

“On a project like this, it's about facilitating a deal under intense time pressure. IntraLinks allows you to do exactly that, securely, whilst staying in control of the entire process.”

– Nick Hodgkinson,
Executive, Corporate Finance,
CV Capital LLP
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ChantreyVellacottDFK

Two weeks

Time it took to complete the M&A deal using IntraLinks

>50%

Time savings using IntraLinks



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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-Organisational

Transforming the way organisations 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 organisations 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 customised 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 organise, manage, share and track information, enabling you to accelerate your workflow, optimise your business processes and realise new profit potential.

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