

Interflex Group, Inc.

Global packaging company Interflex Group first used IntraLinks for a deal in 2005. Three years later the company relied again on IntraLinks to help it facilitate a strategic acquisition. The company's CFO was amazed at the advanced features and reduction in deal time the new platform offered.



The Problem

In 2008, the Interflex Group sought to grow its flexible packaging portfolio with the acquisition of EBR Limited. For ease-of-use and secure access to due diligence information for team members in the United States and Scotland, as well as investment partners and their constituents, Interflex needed an online dataroom.

The Implications

The company's small finance team knew its traditional practice of scanning and faxing documents and sending via email was neither efficient, nor cost-effective. Dealing with frequent bounce-backs of emails containing large attachments added to the complex information sharing process. In addition, such practices provided little reassurance that important documents were being received and reviewed by their intended recipients.

The Solution

Interflex had used IntraLinks in 2005 when it sold a portion of its business to a private equity group and recapitalized its business. Interflex CFO Bill Elkin had been impressed by the efficiency and ease-of-use provided by IntraLinks in 2005 and was confident about using the platform again for the pending deal. He was highly impressed by the improved navigation and added features offered by IntraLinks' updated platform.

The Result

In half the time it would have taken with a traditional dataroom, Interflex finalized its acquisition of EBR Limited. With IntraLinks real-time reporting, the finance team actively monitored usage to anticipate critical areas of concern and better prepare for meetings. Having one central location for critical documents ensured that team members were always reviewing the most recent versions. Tracking capabilities greatly improved the revision process of contracts and purchase agreements, saving time and money. The end result was a smooth due diligence process for all parties involved.

The Benefit

Interflex continues to use IntraLinks for its M&A activities. Elkin believes that having an online dataroom makes Interflex a more efficient and attractive buyer or seller. Being able to tell prospects that documents can be ready for review in days rather than weeks gives Interflex a competitive advantage. The company is currently using IntraLinks to facilitate another acquisition — a deal Elkin intends to close in just seven weeks thanks in part to the efficiencies and time-savings afforded by IntraLinks.

"I think it makes us a more efficient and attractive buyer or seller to have the dataroom and be able to go and tell somebody, 'We can have all these documents ready for you to review today.'"

— William Elkin
CFO, Interflex Group



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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-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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