

**John laing**  
making infrastructure happen

**30%**

Time John Laing saved using IntraLinks instead of email

**69**

Number of projects in the John Laing portfolio

**5**

Number of IntraLinks Exchanges currently open

## John Laing

John Laing, Plc develops, invests in, and operates privately financed, public sector infrastructure projects. When the company needed a secure, efficient solution to manage an M&A transaction, it turned to IntraLinks.® Impressed with the ease of use, excellent customer service, and intuitive platform, Laing then decided to standardize with IntraLinks for additional transactions like asset purchase/disposal and as a centralized document repository. Laing also uses IntraLinks to communicate with auditors.

### THE SITUATION

John Laing was looking for one solution to simplify and organize its critical information exchange for various uses across the company, including M&A transactions, audit, and corporate development.

### THE PROBLEM

Using multiple platforms and managing multiple vendors for each different use had previously been inefficient and unwieldy.

### THE IMPLICATIONS

When communicating with internal and external parties, email proved to be cumbersome because of the large files and resulting firewall issues, adding both time and cost to the process. To enhance security and facilitate audit, track who received which documents and when, was also of paramount concern.

### THE SOLUTION

Laing had already used IntraLinks on several M&A transactions and had been impressed with the platform's security, compliance and reporting features. John Laing decided to standardize by using IntraLinks to easily store and share critical information inside and outside the company.

### THE RESULT

Adopting IntraLinks as its preferred provider enables John Laing to have a turnkey solution that saves valuable time and money by eliminating the need to learn multiple platforms and manage multiple vendors. In addition, the same users of multiple exchanges can access the system using one login and password. Further, the IntraLinks platform provides real-time access reports to monitor who has reviewed information, how often, and when.

*"We needed a scalable and secure online platform to manage our critical information. IntraLinks provided us with a solution that could be tailored for multiple uses, adding security and efficiency to our process."*

— JOANNA GILES, BUSINESS ANALYST, JOHN LAING, PLC

## THE BENEFIT

As a result of IntraLinks' unmatched security, customer service and intuitive platform, John Laing now uses IntraLinks to manage asset purchase and disposal, and as a corporate repository for critical information. Using IntraLinks the company can now efficiently and securely manage the 69 projects in its portfolio.



**1 866 INTRALINKS** | [www.intralinks.com](http://www.intralinks.com)

IntraLinks (NYSE: IL) empowers global companies to share content and collaborate with businesses partners without losing control over information. Through the IntraLinks platform, companies, partners, and third parties can share and work together on even the most sensitive documents — while maintaining compliance with policies that mitigate corporate and regulatory risk.

IntraLinks has more than 15 years of experience, and a track record of enabling high-stakes transactions and business collaborations valued at more than \$19 trillion. IntraLinks is the proven provider of enterprise strength collaboration solutions, and is headquartered in New York City. In addition the company operates eleven offices on four continents.