



WFS Global consolidated multiple virtual data rooms into one highly scalable instance of Intralinks Dealspace™, enabling the company to support strategic projects and transactions, and to securely share confidential business information.



WFS Global

Paris-based Worldwide Flight Services Global SA is a major provider of airline cargo and ground handling services. It supports 120 international airports, and is expanding its role in transportation infrastructure management, with a major presence in the U.S., Hong Kong, and Singapore.

Situation

As an international company, WFS needs to regularly conduct mergers and acquisitions and execute strategic projects. This requires storing key data and content and sharing them among project stakeholders. To handle all these processes, WFS maintained three distinct virtual data rooms (VDRs), running on a single collaboration platform.

These VDRs were complex and expensive to maintain, says WFS Group Chief Financial Officer Sylvain Rivoire. But it would have been a challenge for the prior provider to consolidate these VDRs into one instance, and still have the documents be readily accessible. Additionally, to open and view files in the prior system required using Java, and this created potential security risks for WFS.

Solution

Because of these challenges, in the spring of 2014, Sylvain Rivoire explored deploying Intralinks Dealspace. From previous professional experiences, he was already familiar with the Intralinks platform, and knew it was robust enough to absorb the existing VDRs.



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Sylvain Rivoire,
WFS Group CFO

However, some of the WFS team members wanted to stay with the current provider, as they were already familiar with its product.

But, says Sylvain Rivoire, “Intralinks Dealspace was more efficient, more user friendly, less expensive, and more flexible.” Using a proven provider such as Intralinks also reduced the risk of project failure.

Among the major selling points was that the Intralinks Viewer didn’t require a plug-in — either Java-based or of any other sort. Also, the Intralinks user interface was intuitive and easy to navigate, as some of the WFS end users discovered during a piloting phase.

To simplify the VDR migration, Intralinks provided a manager familiar with the various challenges WFS faced. “It was very useful for us (and for me) to have a dedicated project manager,” explains Sylvain Rivoire. “You don’t have to explain again and again what you want, and that makes your life easy.”

Benefits

Initially, WFS adopted Intralinks Dealspace to serve as its VDR for team collaboration. Later, WFS expanded its use to support integral M&A transactional processes.

The WFS team saves from 30 percent to 50 percent of the time required to configure and manage a new VDR (compared to the prior system). It also helps cut the team’s VDR costs from 15 percent to 20 percent (depending on VDR sizes).

Simultaneously, WFS enjoys tighter control over the VDR content and data. Creating and managing VDRs for large deals can be complex. “For this kind of M&A project, you have to control a lot of information shared with a lot of players, with different levels of education,” Sylvain Rivoire says. “Users are not always used to working in this kind of data room.”

The streamlined navigation of Intralinks Dealspace allows users to adopt the system quickly. “It’s easy to share the tool with other people in the group,” Sylvain Rivoire explains.

“It’s really easy to delegate responsibility and have someone put data in the VDR. That makes life easier, because I don’t have to spend time with the user or explain or demonstrate that Intralinks Dealspace is the right tool. Usually, the users are easily convinced.”