

ONLINE DEAL ROOMS GET SMART WITH CONTRACT REVIEW

Intralinks partners with Kira Diligence Engine to facilitate due diligence and contract review in mergers and acquisitions.

By Sean Doherty

Intralinks Holdings Inc., a provider of enterprise content collaboration software as a service and online deal rooms, announced on April 16 a partnership with Kira Inc., formerly Diligence Engine Inc., a maker of contract review software. The partnership will provide Kira's contract review software to Intralinks deal room customers.

Deal rooms or virtual data rooms allow customers to automate many tasks associated with deal making, due diligence and liquidity events, such as mergers and acquisitions. Deal room features include:

- Protects PDF and Microsoft Office files without sacrificing fidelity;
- Securely transfer deal documents prior to diligence review;
- Self-launching data rooms: customers can add users and documents, and stage data rooms prior to launch; and
- Mobile access allows sell-side users to manage all aspects of the transaction.

Besides providing secure virtual data rooms to conduct deals, Intralinks helps buyers and sellers source opportunities through Intralinks Dealnexus, which posts transaction opportunities for qualified M&A professionals. Intralinks also provides Dealspace customers with real-time analytics and user engagement reports.

Kira makes online contract review and analysis software—Diligence Engine. It has several integrated components that reduce the contract review process to only seconds per page. Kira's technology uses machine-learning algorithms to automate the extraction and analysis of key provisions in contracts reviewed during due diligence processes in M&As and other financial transactions. The Diligence Engine can quickly analyze large numbers of contracts and provide a summary chart of key provisions across all documents.

Together, Intralinks and Kira will speed contract review and analysis, facilitate M&A due diligence processes, and



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make it easy to seal deals online. Intralinks deal room customers add documents to the Diligence Engine where they are automatically converted to machine-readable form. Kira software uses machine learning models to identify and extract contract provisions that can be viewed on screen and stored inside the deal room that would incorporate its results into a bible of deal proceedings.

Kira is a Toronto-headquartered company founded by former Weil, Gotshal & Manges New York corporate lawyer Noah Waisberg, and Alexander Hudek, who holds a Ph.D. in computer science from the University of Waterloo.

Intralinks Holdings, Inc. customers include professionals at 99 percent of Fortune 1000 companies, according to the company's public announcement. The company is known for enabling high-stakes transactions and business collaborations.

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