

CASE STUDY



Streamlining Complex Divestitures with DealCentre AI™

InterCement accelerated due diligence, streamlined Q&A management and improved transaction confidence with Intralinks DealCentre AI.

INDUSTRY

Cement Manufacturing

BENEFITS



Accelerated due diligence workflows

AI-assisted answers reduced repetitive work for the deal team



Improved Q&A management

Linked documents and approvals kept SMEs, advisors and deal teams aligned



Enhanced confidence and governance

AI document review flagged an outdated license before it raised buyer concerns

OVERVIEW

InterCement is a leading cement producer with operations in Brazil and Argentina. The company needed a secure platform to support a series of strategic divestitures totaling nearly USD one billion. The firm chose **DealCentre AI™** to manage documents, buyer questions and due diligence across the transactions.

SITUATION

Large industrial asset sales require deal teams to give specialists, advisors and buyers timely access to accurate due diligence information and supporting documents. As diligence activity increased, repetitive tasks consumed more of the InterCement deal team's time.

"Most of the time, people were answering the same questions again or uploading the same files again," says InterCement's M&A Manager Daniel Mendes. "A lot of our effort went into organizing information instead of focusing on the transaction itself."

Building on their successful relationship with Intralinks, Mendes and his team chose DealCentre AI for its overall capabilities, pricing transparency and ease of use. While they evaluated other virtual data room (VDR) providers, they concluded that none matched what Intralinks offers. "When your deal is important, you need the best lawyers, the best consultants and also the best tool," says Mendes.

SOLUTION

The greatest impact came from DealCentre AI's Q&A capabilities powered by Link, Intralinks' purpose-built artificial intelligence (AI) for dealmaking. InterCement's deal team used to spend significant time translating highly technical responses into language suitable for M&A diligence. Now, Link automatically drafts responses with citations to supporting materials.

Within the same workflow, technical experts can review answers for accuracy before they reach buyers. This streamlined process reduces administrative effort and duplicate requests, helping the team respond faster. "When we uploaded a file and looked at a question, sometimes the answer was already there and ready for approval," says Mendes. "That was perfect for us. It saved a lot of time."

The platform's AI capabilities also support the team's quality checks. During InterCement's most recent transaction, Link identified an expired mining license that had inadvertently been uploaded to the data room. "In seconds we were able to replace the document before it became a question from the buyer," he says, pointing to Link's ability to catch a potential diligence issue as an example of AI built for M&A.

RESULTS

DealCentre enabled InterCement's deal team to spend less time organizing information and more time advancing the deal. "Almost 80 percent of our time in previous deals was spent organizing files and questions," says Mendes. "With this tool, discussions became much more strategic and direct."

The benefits extended beyond time savings. Better organization and more efficient information sharing reduced friction among advisors, buyers and internal stakeholders. The platform also gave the team greater confidence in the quality and completeness of the information being shared. "It saves time, but it also saves energy and reduces stress," says Mendes. "You spend less time checking files and managing repetitive tasks and more time focusing on the important decisions."

LOOKING AHEAD

With these divestitures now complete, Mendes sees an important role for DealCentre AI in the company's future M&A transactions.

"We view DealCentre AI as an investment," says Mendes. "It saves time, saves money and helps teams focus on what really matters."

For InterCement, that investment offers a repeatable way to manage diligence with greater confidence in the information that shapes deal outcomes.

"We view DealCentre AI as an investment. It saves time, saves money and helps teams focus on what really matters."

Daniel Mendes
M&A Manager, InterCement

Reimagine your next deal.

[!\[\]\(5361750c22c4e047a52f4eac1ec2d4cc_img.jpg\) BOOK A DEMO](#)