

Why Use a Virtual Data Room?

Virtual Data Room (VDR)

A VDR is a secure digital platform that allows you to easily and productively conduct a high-value transaction — such as a merger, acquisition, IPO, capital raise or debt security offering — by safely sharing confidential company information with potential buyers, advisors and partners.

Advantages of using a VDR

When it comes to executing high-value transactions, a virtual data room is superior across the board to manual processes. **Here's why.**



SPEED

Execute deals faster and close at a higher value

- Instantly reach unlimited buyers from around the world, allowing prospects immediate, simultaneous access to documents
- Bring potential buyers on board faster once the deal turns to bid
- Allow buyers to complete the due diligence process more quickly, from anywhere



COST

A purpose-built VDR can save as much as 90% over the cost of using a physical data room

- Free buyers from the time constraints and travel expenses of physical due diligence
- Automate reporting, audit trails and archiving
- Conduct remote operational due diligence, reducing the need for site visits



SECURITY

A VDR is more secure than using a manual process

- Centralized workspace with granular permissions to access documents and data
- Highly encrypted data and regulatory-compliant processes
- Information Rights Management (IRM) tools protect data in transit and at rest



PRODUCTIVITY

- Tools like drag-and-drop document upload save weeks over prepping a physical data room
- Online support and service teams can provide instant, full-team help and problem-solving
- Other key deal process, like AI-assisted redaction, deal marketing, Q&A and document review

What to look for in a VDR

All VDRs are not created equal. When deciding on a virtual data room provider, select one with a proven track record and a history of success in assisting global clients with large, complex deals. Use the checklist to find the VDR that's right for your deal, from a provider you can trust.

Be sure the VDR you select features:

- ✓ An easy-to-use interface: Preconfigured workflows that let you set up fast and focus on your deal, not the technology
- ✓ A feature-rich toolset: Productivity-driving options for every kind of deal, like Q&A and integrated redaction
- ✓ Artificial intelligence-assist: Providing real-time insights and buyer tracking – an absolute must to remain competitive in today's markets
- ✓ Solutions across the entire deal lifecycle: A single, seamless experience from deal prep through deal marketing, due diligence, closing, post-merger integration and deal archiving
- ✓ Automated audit trails and reporting: Be ready for regulatory oversight from day one
- ✓ Mobile capabilities: So you track deal progress on the road, day or night

The risks of not using a VDR

Manual processes and unsecured communications – such as email or consumer-grade sharing solutions like DropBox – often do not protect confidential company information and deal data the way a VDR can. Here's what could be missing, putting your deal and even your company at risk:

- No audit trail: Teeing you up for regulatory violations
- No control over document access: Your files can be shared with anyone – including your competitors
- No integrated redaction: Documents must be downloaded, manually redacted and then re-uploaded
- No data encryption: Increasing the risk of IP theft
- No information rights management: Unsuccessful bidders and their partners can have your personal information in their files forever
- No control over reproducing your disclosures: Enabling unauthorized printing, downloading and copying of your company information
- Limited support: If you have a tech problem in the middle of a deal, you may be on your own

Be sure the VDR provider you trust offers:



PROVEN SECURITY

With the latest ISO certifications and customer-led security tests



DEMONSTRATED TRACK RECORD

A solid history of helping major clients worldwide on all types of deals



GLOBAL SERVICE NETWORK

Full-team support in all markets, in every major language



BROAD MARKET KNOWLEDGE

Experience in all sectors and industries

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