

VDR as seen by the giant

- how we tailored the offer to the highest requirements



CLIENT

One of the leading European capital groups on the energy market

TYPES OF PROJECTS

Mergers and acquisitions, sale of subsidiaries

Long-term contract, but one in which payment would only apply to the time of actual use of the system.

What needs did so-prepared offer have to fulfill?

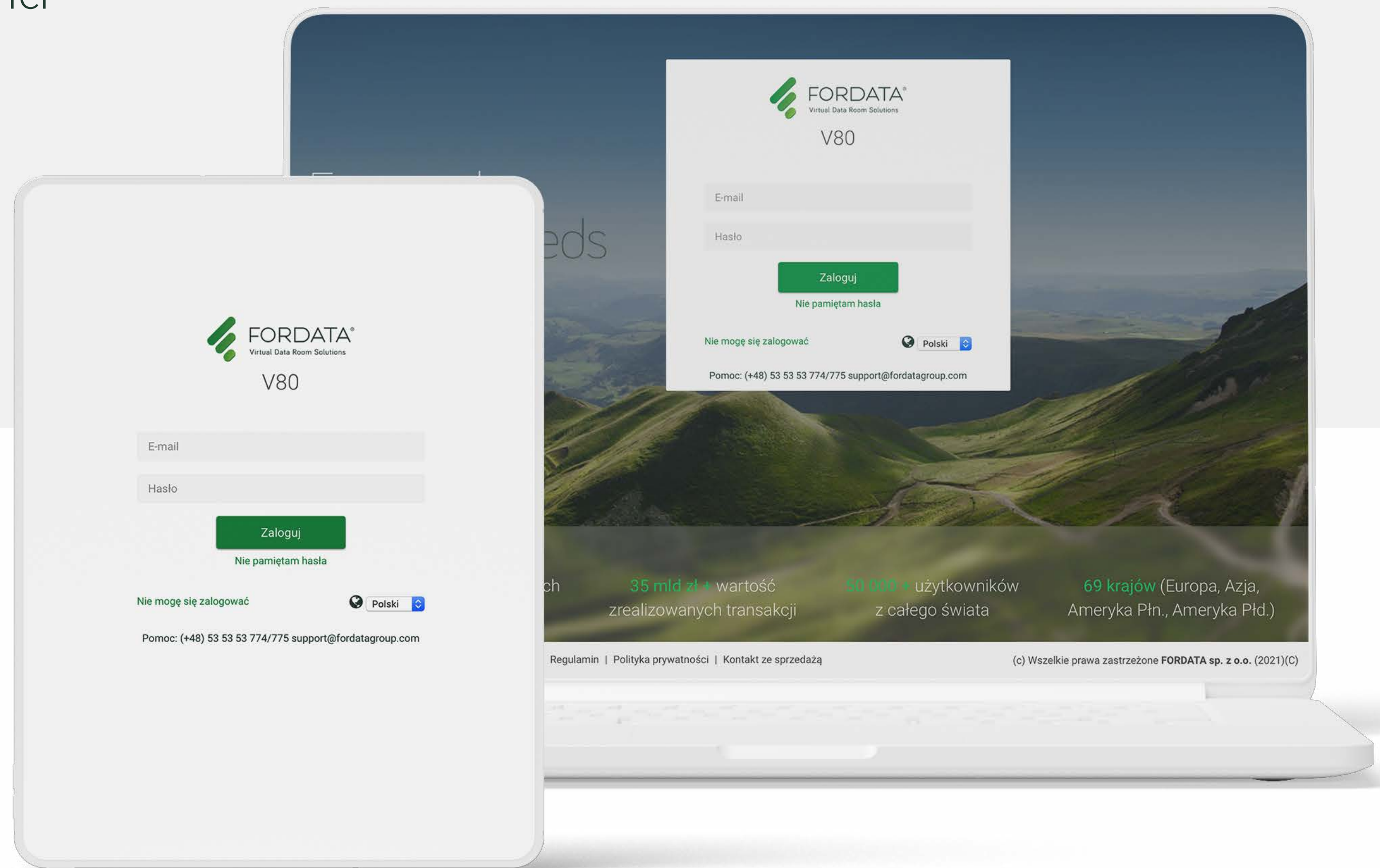
01 The Challenge



Large capital groups are subject to extremely strict regulations and requirements to protect confidential information. For this reason, the tool that our client decided to use to carry out transaction processes had to meet **stringent physical and procedural security conditions**, while meeting the internal requirements of the company's security, IT, compliance and legal departments.

Taking into account the fact that our client regularly conducts processes of this type, each passing of the formal requirements of the capital group would be an additional, too-heavy burden if one-off contracts for a given project in the Data Room were to be signed. So, what did we offer our client?

02 The Solution



The specifics of the group's operations are well known to us. We offered a **flexible solution in the form of long-term cooperation**, which was tailored to the individual needs of the client. Its features were:

- ✓ possibility of ordering the VDR launch at any time
- ✓ payment only when the VDR commissioning was ordered
- ✓ completion of the formalities only once

We were ready to **adapt also to the complex RFI** (certification) process. This meant:

- Meeting the requirements of the security, compliance, purchasing, legal and business departments. We also organized a dedicated teleconference for the directors of the above-mentioned departments.
- Filling in the questionnaires qualifying the sub-supplier, which required over 30 hours of work.

In addition, we have adapted to the strict **safety requirements** of the client, including the following:

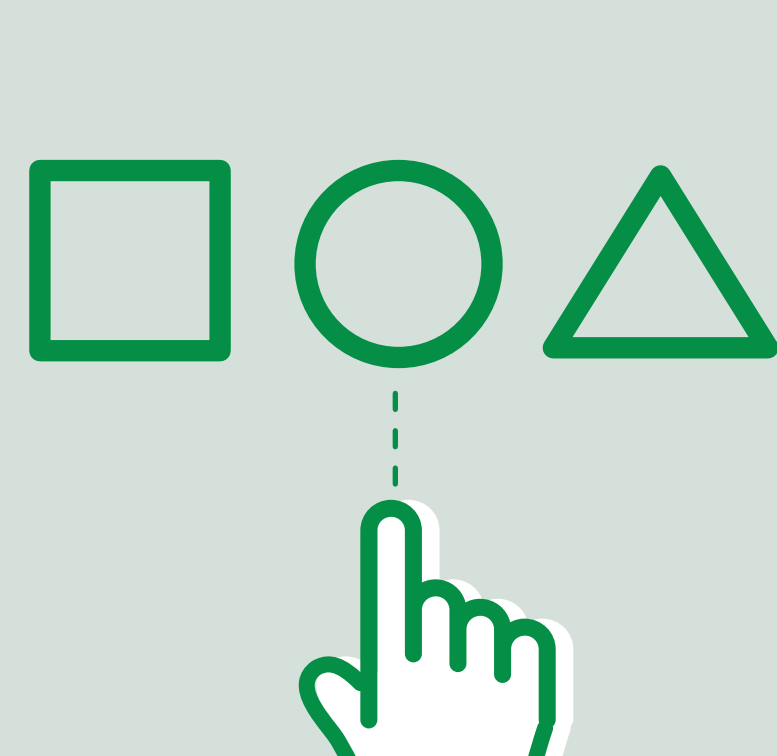
- prohibition of opening documents placed in the VDR by FORDATA employees*
- NDA with high contractual penalties

* saving for the necessary technical user support provision.

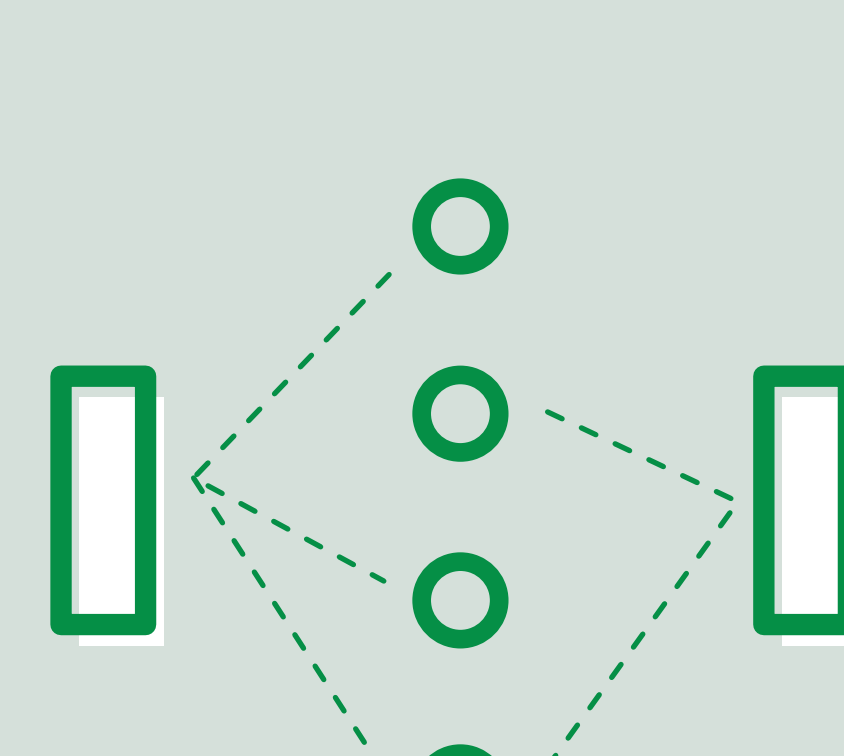


03 The Solution

In the 12 months of the contract duration, our client completed four transactions with the help of the FORDATA system, and our cooperation is still going. The conclusions from this period allowed us to select **the VDR features that deserve special attention.**



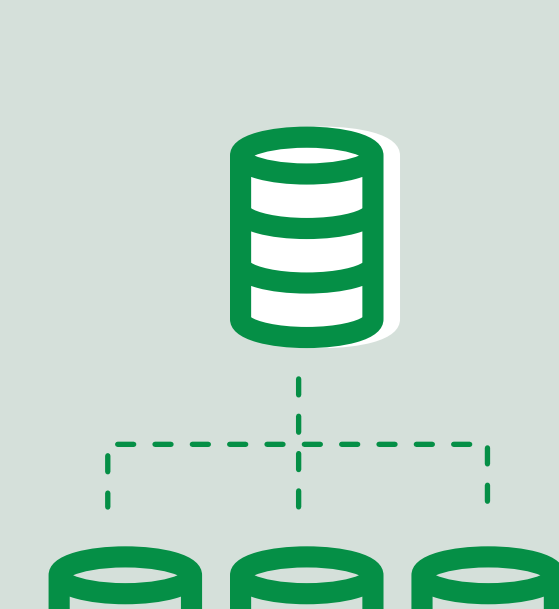
High flexibility – the client orders the system to be launched when needed, for any period of time



Each VDR has different groups of Administrators – they are partly the same, and partly different people



Each VDR has international users from investment banks, large law firms, energy groups from across Europe



We have provided resources that could hold over 100,000 pages of documents (i.e. >10GB of data) **on each VDR instance.** We have served a total of over **1,000 users during this time.**

04 Value for the Customer

It is a huge satisfaction for us that **we provided the client with the values they expected** from the service.

1 Meeting the security requirements of the Capital Group, including, most importantly, a guarantee that all **personal data is processed in the European Union**

2 Server rooms located in the European Union

3 All FORDATA subcontractors were also entities registered and operating in the EU

4 Possession of all required certificates

5 Department customer service with extensive experience in handling this type of processes

Now it's time for another - equally large and prestigious – projects efficiently managed with the **FORDATA Virtual Data Room system.**

