

**success story**

Merrill DataSite scaled to handle the large number of documents and pages without issue, and delivered on all challenges. Over 40,000 pages of content were made accessible in less than one week.

## Demanding requirements, responsive results: How Merrill DataSite™ assisted with the sale of a large pharmaceutical company

### Company Profile

In July 2007 Merrill Corporation initiated a Merrill DataSite™ project for a leading specialty pharmaceutical company (“the Company”) that develops and markets a wide range of products to treat gastrointestinal diseases and disorders. With revenues exceeding \$348.9 million, the Company is headquartered in Quebec, Canada and boasts over 1,000 employees worldwide.

The Company engaged a leading financial advisory firm and legal counsel to help explore strategic options that included a potential sale.

### Challenge

Once the strategic direction was defined, a decision was reached to begin document organization using a virtual data room (VDR), where the Company could compile their information and present it to prospective acquirers. The project contained nearly 2,000 individual documents, comprising over 40,000 pages of information. The company chose Merrill DataSite as its solution.

### Merrill Solution

Merrill moved rapidly and applied state-of-the-art technology, an integrative process and a consultative project management approach in order to deliver fast and reliable results. As the Company began to arrange the deal, it became immediately clear that they could take advantage of Merrill DataSite’s client-provisioning tools. Their interest in this functionality was twofold – first, they voiced a strong desire to close the chain of custody on their documentation and upload information directly onto Merrill DataSite; and second, they needed a platform to assist them with the organization and presentation of their materials.

#### ■ User process

Using Merrill DataSite’s client-provisioning tools, the Company’s project team was able to efficiently and accurately invite users to the site. They established varying levels of access and applied security to ensure that users had access only to the materials appropriate for their position in the bidding process. As the project matured, the Company progressively released information, making an increasing number of documents available to users.

#### ■ Project management

In addition the Company found a valuable resource in Merrill DataSite’s project management team. A dedicated project manager provided full support throughout the life of the project, including training and guidance that allowed the team to execute their transaction. Additional support services were available 24/7/365.





### ■ Financial print

The Company was able to further leverage the Merrill team by mandating the 6-K EDGAR filing of the sale agreement with the acquirer. This ancillary undertaking illustrates the strategic capabilities of Merrill Corporation's service offerings.

### Results:

- Over 40,000 pages of content made accessible in less than one week
- The Company was able to meet rigid deadlines and accelerated the deal using Merrill DataSite
- Merrill DataSite's tools and project training services enabled the company to control the chain of custody of documentation at all times

Merrill DataSite scaled to handle the large number of documents and pages without issue, and delivered on all challenges. With over 40,000 pages of content indexed and made accessible in less than one week, the Company was able to conduct a methodical review of its documentation and meet its rigid deadlines, largely as a result of the increased deal speed made possible by Merrill DataSite.

To learn more about Merrill's solutions, call 800.688.4400 or visit [merrillcorp.com/datasite](http://merrillcorp.com/datasite).



**Merrill DataSite allowed us to focus on the transaction and on delivering value to our shareholders rather than managing paper. A huge gain of time! It allowed us to be more efficient and close the transaction in record time."**

Pharmaceutical client

### **Merrill Corporation**

225 Varick Street  
New York, NY 10014  
866.399.3770

### **Corporate Headquarters**

One Merrill Circle  
St. Paul, MN 55108  
800.688.4400

*Offices in major cities  
throughout the world*

