

Using a **SecureDocs Virtual Data Room** to
*Manage the Business
Process Behind a Deal*



A Case Study: When working with outside corporate partners, companies need a tool that allows them to share critical diligence ready information with potential corporate partners in an extremely controlled environment. In this case study we will review how Immunomic Therapeutics, Inc. uses a SecureDocs Virtual Data Room to remain in control of their private corporate information, look professional, and expedite the deal process.



Case Study:



IMMUNOMIC
Therapeutics, Inc.

About

Immunomic Therapeutics, Inc (ITI) is a privately-held clinical stage biotechnology company headquartered in Hershey, PA, USA with lab facilities in Rockville, MD. ITI is developing next generation vaccines based on the patented Lysosomal Associated Membrane Protein, or LAMP, Technology. The LAMP-Vax™ vaccine platform aims to increase the immune response to nucleic acid vaccines and simplify vaccine design and delivery, yielding safer, more cost-effective human and animal therapies. LAMP emerged from \$20 million of NIH-funded research conducted by distinguished scientist Dr. Tom August at the Johns Hopkins University School of Medicine. ITI has the exclusive worldwide license to the LAMP technology patent estate and is commercializing ground-breaking next generation LAMP DNA vaccines, beginning with allergy, cancer and infectious disease.



The Challenge

As a clinical-stage biotechnology company developing new drugs, Immunomic Therapeutics, Inc. must share sensitive information about their business, their product development process, and their scientific findings with current and potential partners in order to secure funding to bring their products to trial and eventually the marketplace. The risk of losing control of this critical documentation could be catastrophic for their business should it fall into the wrong hands.



The Solution

ITI knew they needed to use a virtual data room to securely share information with outside partners from around the globe before, during, and after the research and development stage in order to support the diligence process. After exploring a variety of options the team found their ideal solution in SecureDocs.

“ *Any time that there is confidentiality, and you are going on to due diligence, it's very helpful to have a document repository that you can refer to, control access, and be able to understand to some degree how people are engaging with your materials.* ”

Colin Magowan, Business Development,
Immunomic Therapeutics

Why SecureDocs?

ITI had previously used file sharing tool Dropbox for document sharing as well as other information sharing solutions. All of which worked fine for other uses, but all also raised the issue of commingling personal and corporate data. So, when it came to working with potential corporate partners the previous solutions simply did not allow for the type of strict document control like view only or no access that they required.

With strict access control being of paramount importance ITI didn't need any convincing that a virtual data room was the way to go. But, when they began their evaluation of other providers, they found that most of the other options were far too expensive, and that SecureDocs' low, flat-rate price point made much more sense for the small biotech company.



The Immunomic Therapeutics team also wanted to be able to:



create a detailed record of who viewed what



protect data with non-disclosure agreements



professionally present corporate information



create custom roles with varying permissions for outside parties



implement a system that was easy to use

“ *The data room is not meant to be a complicated part of the deal. It should be really straightforward, easy to use, and no one should have any access issues. With SecureDocs the data room is not a problem.* ”

Colin Magowan, Business Development, Immunomic Therapeutics

The Results & Benefits

In addition to giving ITI complete control over their most critical business documentation, SecureDocs has allowed the company to simplify their document sharing processes. Now they are able to simply drag and drop all of their documentation into their data room, grant unique access permissions to custom user groups directly from the data room, and gain complete transparency into who is doing what with each document through the audit log.

“ *If the number of people and/or documents involved is over 100 then it's too complex to use email, and basic file sharing tools do not give us enough control over our documents.* **”**

Colin Magowan, Business Development, Immunomic Therapeutics

Today, ITI continues to use SecureDocs for ongoing due diligence items and partnering deals. They work with boards from around the globe on various projects, and SecureDocs helps them with their alliance management, relationship management, and committee governance by allowing users to view critical deal information and collaborate by uploading key signature and financial documents to the data room. This helps to strengthen trust and therefore assists in securing future partnerships, licensing deals, and collaboration opportunities. Most recently ITI successfully completed a \$70MM licensing deal while using the SecureDocs Platform.



About SecureDocs Virtual Data Room

SecureDocs Virtual Data Room is a purpose-built solution to help businesses securely store and share critical corporate documentation quickly and with strict access control. SecureDocs' flexible data room is priced affordably for both short and long term use, with subscription plans starting at \$200/month. All plans include unlimited data, unlimited support, and 24/7 support- at no extra cost. Learn more about Securedocs Virtual Data Room, [request a live demo today](#).

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