

# Using Virtual Data Rooms to Close Deals

## How Business Brokers use Vault Rooms to Expedite Due Diligence



**Client: Don Glidewell**  
Licensed Business Broker  
Managing Director, Transworld Business Advisors



### Efficient Sharing of Business-Critical Files

Don Glidewell, Managing Director of Transworld Business Advisors, a brokerage firm that specializes in the sale or acquisition of businesses, has been using a virtual data room since he launched his business. He chose **Vault Rooms** from the beginning and hasn't regretted it once. Having been in the business of successfully negotiating and closing business transactions for over 30 years, Don knows firsthand that business deals often fall apart during the **due diligence** phase. When choosing Vault Rooms, he was confident their platform was the most efficient for sharing **business-critical data**.



“Due diligence is a crucial part of any transaction and the efficiency of sharing business-critical files can make or break the entire deal. Vault Rooms gives me a way to quickly share the most critical files to

**finalize the sale.”**

- Don Glidewell

### Providing Comfort for Clients

Clients are concerned about the security of their personal information, or their “numbers,” being shared online. Despite redacting social security numbers, names, and even addresses, clients still want to ensure their files are **secure and confidential**. Vault Rooms provides a sense of peace for brokers like Don, as well his clients, by setting up users to view sensitive documents but preventing the download of them. In addition, documents contain a dynamic watermark on every page to deter screenshots or duplication. Any pushback from prospective buyers about sharing of documents is thwarted when Don grants Vault Room access to the buyer's advisors where their activity is also **tracked**.



“I can provide secure data access to **multiple users** as needed for all of my transactions.”

- Don Glidewel



## Better Security, Superior Control, More Users

Other cloud storage and sharing platforms in the marketplace, even the most well-known of them, do not provide **advanced security** or **user activity control**, a necessary feature for business brokers who manage multiple deals and potential investors at the same time.

Additional security features within Vault Rooms allow the broker to control and monitor activity along with automating several functions which **saves time, increases efficiency** and leads to more **closed deals**. Don utilizes the user expiration feature regularly, setting a user to expire after 30 days if they haven't entered the Vault Room or are no longer active.

Vault Rooms' pricing model allows Don and his counterparts to add or remove users with ease, for only a small price difference. The multi-user functionality is one of the most compelling reasons Don chose Vault Rooms. He frequently has multiple interested parties needing secure access at the same time.

## Leveraged Marketing

Although Vault Rooms is primarily used to streamline due diligence with efficient document exchange, Don also integrates Vault Rooms into his marketing efforts. He uses the platform to organize prospective buyer related documentation, such as signed confidential disclosure agreements (CDA).

Don no longer mails confidential business information to interested parties. Rather, he grants them **controlled access** to specific documents in a Vault Room and gathers market intelligence through audit reporting. The marketing data is leveraged to identify the buyers with the greatest interest and best fit for the deal.

## Exceptional Technical Support



“The downtime statistics must be phenomenal because I haven't experienced a time when I needed the platform and couldn't access it.”

- Don Glidewel

Exceptional technical support is at the forefront for Vault Rooms. Don raves about the expedited answers he receives to questions, and for over two and a half years, he cannot recall a time when Vault Rooms was not accessible.

For more than 13 years, Vault Rooms has been an industry leading cloud-based virtual data room provider, proudly facilitating tens of thousands of global M&A transactions across a wide range of industries. Business brokers, investment bankers, accountants, attorneys, private equity firms, and banks can safely collect, organize, share and track business-critical documents on the Vault Rooms platform 24/7/365.



**888.316.2048 | [www.vaultrooms.com](http://www.vaultrooms.com)**