

Streamlining a Multibillion-Dollar Healthcare Deal with Intralinks Deal Services

Challenge

While preparing for the multibillion-dollar sale of a healthcare company, a leading U.S.-based financial institution faced a significant redaction challenge. Nearly 1,000 pages of sensitive material needed review for:

- PII (names, emails, signatures)
- CSI (logos, bank information, fees, pricing schedules, rate cards, protocol numbers, dollar amounts, compound and drug specifications, and sensitive websites)

At the same time, the advisor's team was already focused on critical deal tasks such as populating the VDR, organizing data cuts, and maintaining the diligence tracker — work that could not be outsourced. Historically, redactions would either fall to junior analysts, requiring hours of manual review, or to outside counsel billed at steep hourly rates. Neither option was efficient or cost-effective. The team needed a faster, more accurate way to complete the redactions.

Leading U.S.-based
financial institution

Industry: Banking and
financial services



1,000 pages redacted



12-16 analyst hours saved



Significant cost savings
compared to outside
counsel hourly rates



Competitive pricing
vs. other redaction
providers



Solution

The financial institution turned to Intralinks Deal Services. Initially, their redaction criteria were broad, but our expert support team worked closely with them to refine the scope — ensuring all sensitive information was captured without unnecessary edits.

Within one day, the Intralinks team delivered approximately 1,000 fully redacted pages across 70-80 documents. These were shared with the advisor and the seller for review, then returned to the Deal Services team with feedback. Our team incorporated revisions quickly and accurately, helping to keep deal timelines on track.

Result

- **Time savings:** Outsourcing redaction saved the advisor's team at least two days of manual work, freeing bandwidth for strategy and diligence prep.
- **Expertise:** Intralinks refined redaction criteria to ensure nothing was missed. The institution noted that having experienced professionals perform redaction was preferable to assigning it to junior analysts.
- **Efficiency:** Same-day turnaround and fast responses to feedback helped the advisor keep the deal on track and ensured the seller's deadlines were met.
- **Positive experience:** The institution described the process as a great experience, praising the responsiveness and accuracy of the Intralinks team.
- **Scalability:** The project demonstrated the value of outsourcing redaction, especially for lean teams or those tight on bandwidth.



Outsourcing redaction to Intralinks saved us hours and let our team focus on the core deal tasks we couldn't outsource. Their expertise helped us define what really needed to be redacted, and the quick turnaround and responsiveness made the whole process much more efficient."

Bulge Bracket M&A Associate