



## DFIN CASE STUDY

How we helped a private biotech company prepare for fundraising & growth

**DFIN**  
Venue

 **CONCERT BIO™**

## CORPORATE SNAPSHOT

Concert Bio is working to realize a vision of high-performance greenhouse agriculture, enabled through optimization of plant microbiomes.



**2021**

Founded in  
London, U.K.



**30+**

Growers  
providing data



**82%**

Success rate  
during trials



**2024**

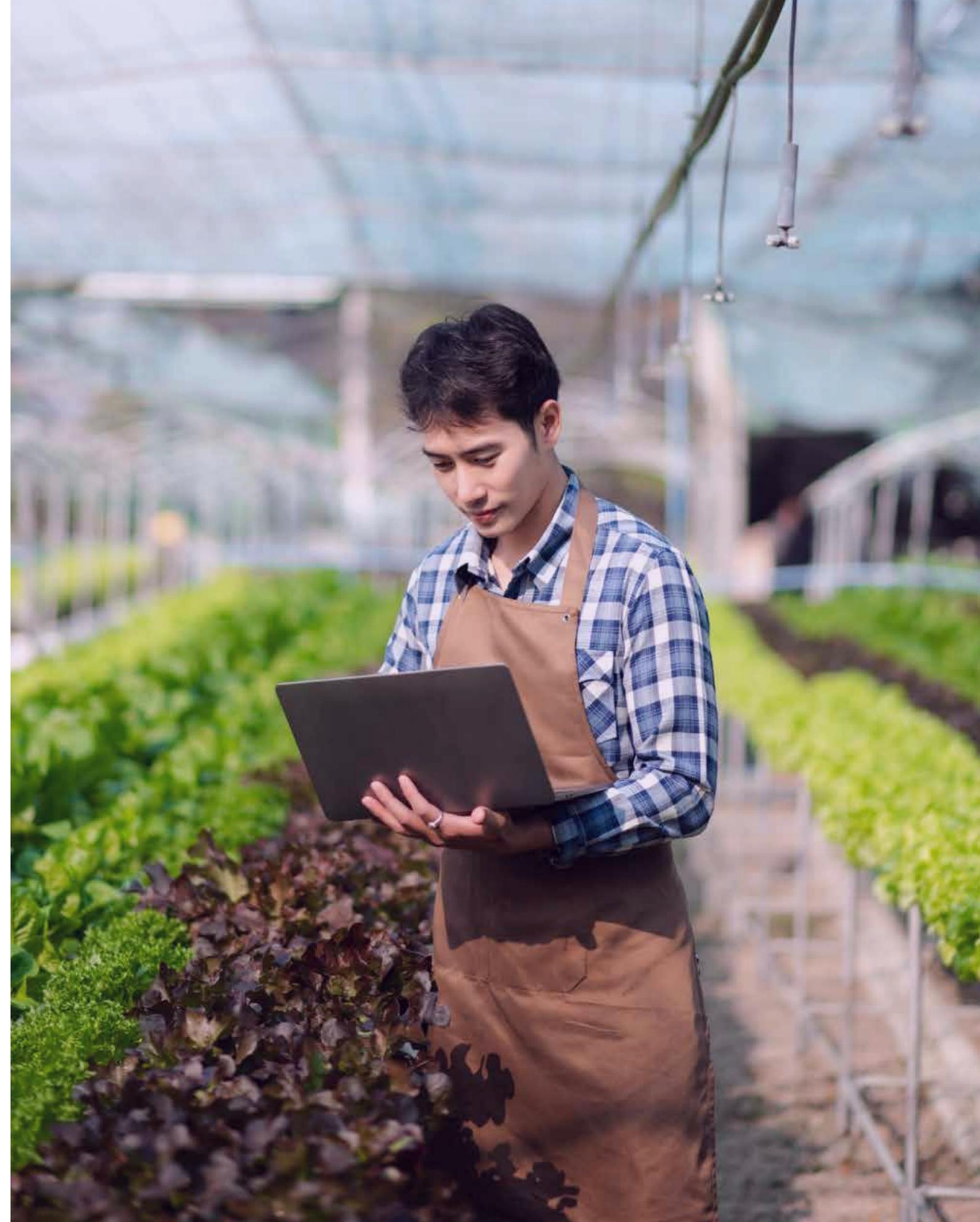
First product,  
Overture™, on  
sale in the UK

## CHALLENGE

# Navigating a journey of fundraising and high growth

Concert Bio is an early-stage company in an extremely competitive industry. They needed to support complex requirements like protecting intellectual property, raising capital from investors, and collaborating with partners.

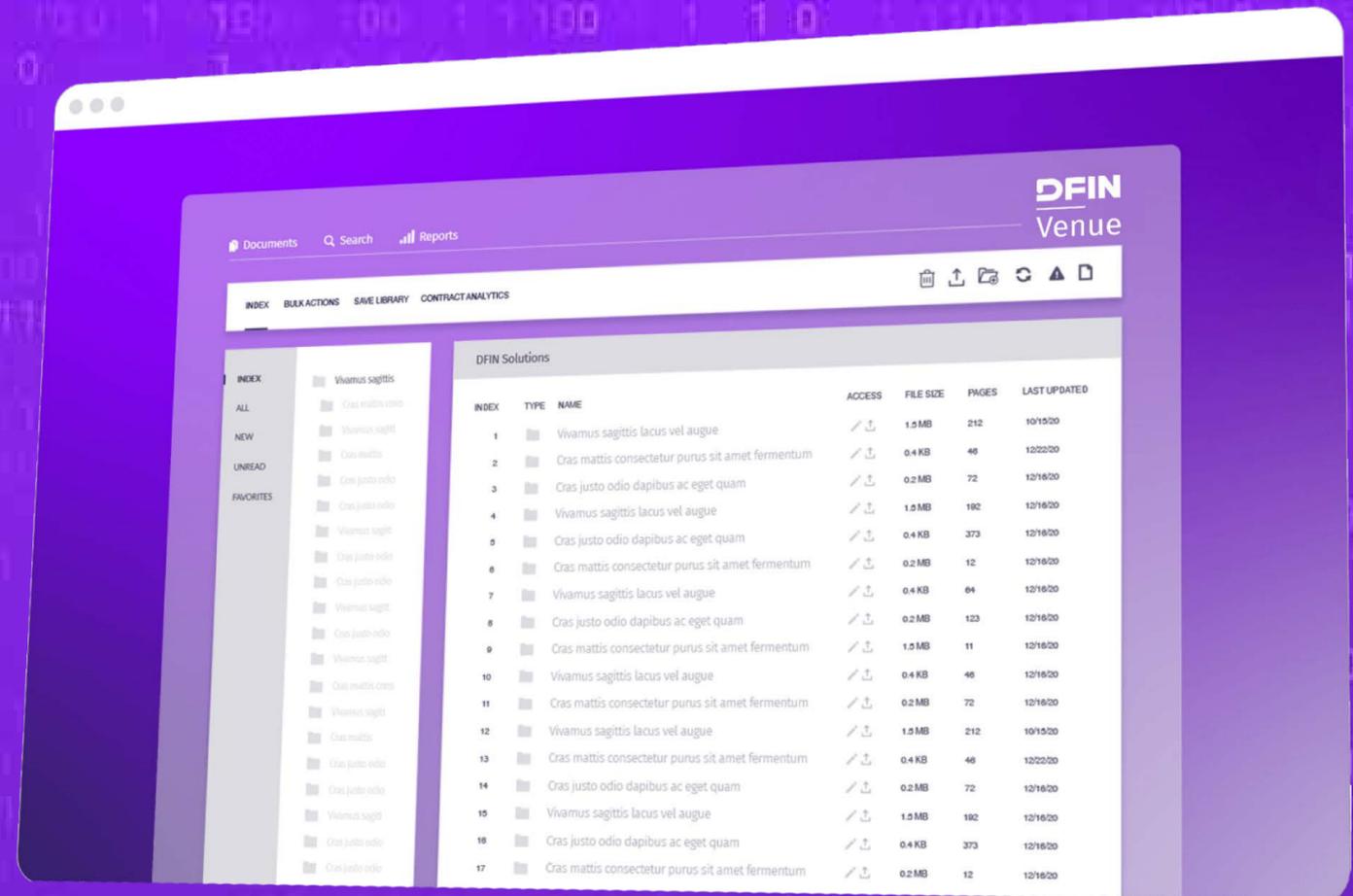
Whatever solution they chose needed to meet the expectations of sophisticated board members, venture capital firms, and other stakeholders.



## SOLUTION

# Venue virtual data rooms for biotech companies.

Concert Bio moved to Venue virtual data rooms with excellent results. With Venue, their team could easily create and securely deliver a unique login to each stakeholder. Detailed control over permissions meant Concert Bio was assured downloaded files were automatically watermarked with the authorized user's information for added security.



### COMPLETE & EASY TO USE SOLUTION

Includes Venue software and expert deal support



### SECURE FILE SHARING WITH EXTERNAL USERS

Deliver, track, and watermark downloadable files



### DFIN EXPERTS EXTEND YOUR TEAMS

Optimize efficiencies with 24/7/365 access to deal experts



“Our stakeholders find Venue virtual data rooms intuitive to use, and this helps us streamline our fundraising and growth efforts. In fact, a VC investor said our data room was the best they have seen from a company our size.”

**Lisa Avenell**

Chief Operating Officer  
Concert Bio





# The virtual data room built for deals.

Accelerate your deal process securely with our award-winning virtual data room. Our purpose-built virtual data rooms are reinforced by our regional experts and continually optimized for security, productivity, and usability.



## **AFFORDABLE SOLUTION**

Saves money with transparent pricing for a complete solution



## **CONVENIENT**

Lightning-quick set up with simple bulk uploads and folder views



## **SECURE**

Protects data with encryption, watermarking, and anti-malware scans



## **EFFICIENT WORKFLOWS**

Streamlines to save time, accelerate progress, and schedule reporting



## **INTELLIGENT INSIGHT**

Delivers instant reporting on viewed content with real-time analytics



## **EXPERT RESOURCES**

Leverages regional project manager and 24/7/365 client services

**DFIN**

Get in touch

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