

DFIN CASE STUDY

How we helped a  
pharma company  
unlock portfolio value

**DFIN**  
Venue





CORPORATE SNAPSHOT

La Jolla Pharmaceutical is dedicated to the commercialization of innovative therapies



Founded  
in 1989

Based in San Diego, CA



Launched  
1 drug

Approved by FDA and EC



Acquired  
in 2022

\$206.5M enterprise value



## CHALLENGE

# Storing and sharing data for fundraising, licensing, partnering and M&A

After careful reviews, La Jolla Pharmaceutical found that general-purpose file-sharing tools did not provide acceptable levels of security and privacy protection.

Yet, they had an ongoing need to store sensitive data in corporate repositories for sharing among internal users during projects. Also, they experienced recurring needs to share sensitive data among internal and external stakeholders to support diverse transactions.

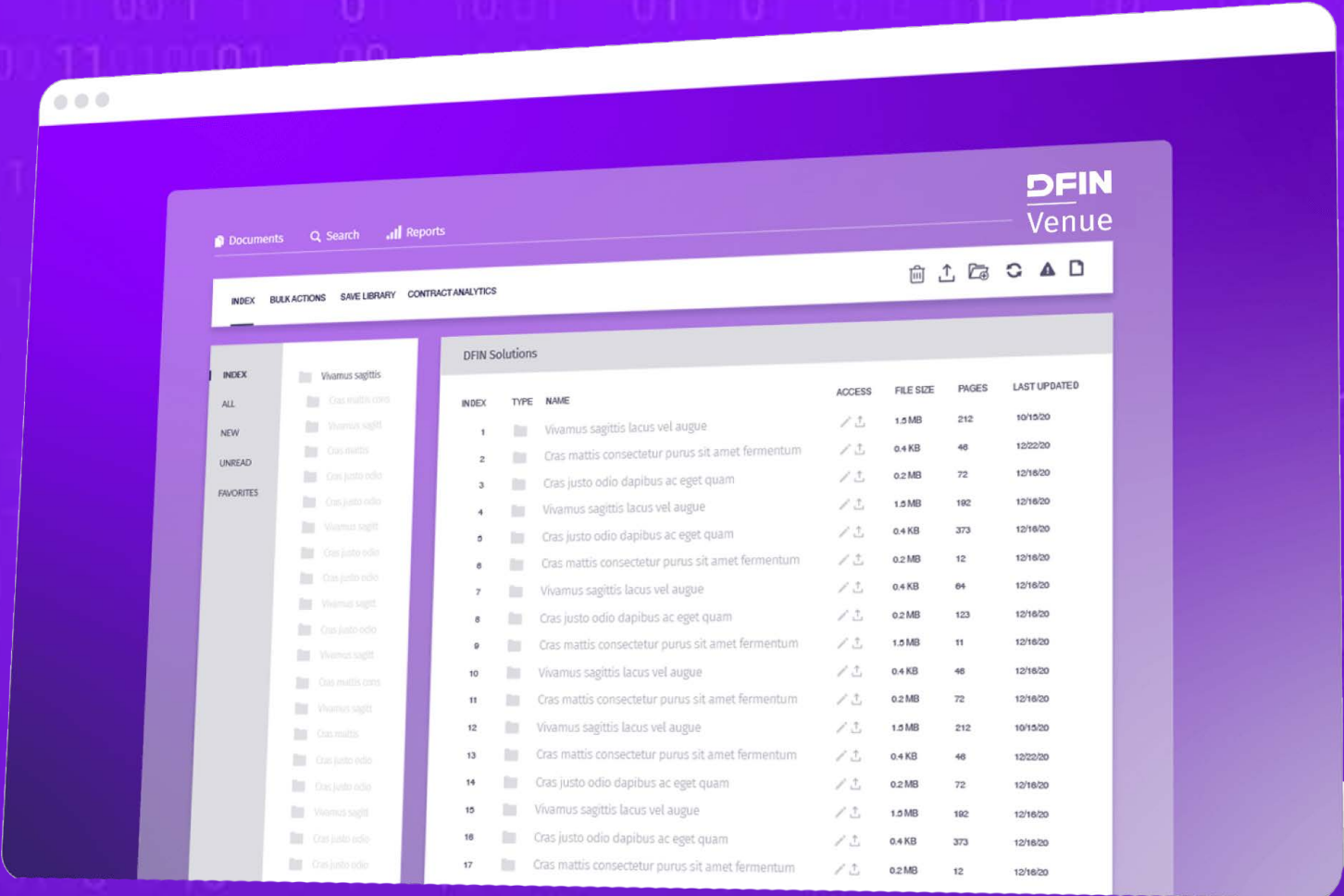




## SOLUTION

# Venue corporate repositories and virtual data rooms safeguard information

Operating within the life sciences industry involves sharing sensitive information with diverse groups of stakeholders. Venue corporate repositories store information for internal users. Venue virtual data rooms (VDRs) share information among external and internal stakeholders. Together, they help to ensure robust data security and privacy.



**FACILITATE A WIDE RANGE OF PROJECTS AND TRANSACTIONS**  
Corporate repositories and data rooms with one platform



**HIGHEST LEVELS OF INFORMATION SECURITY & PRIVACY**  
Checks the SOC 2, HITRUST, ISO/IEC, & HIPPA requirements boxes



**REINFORCED BY REGIONAL EXPERTS**  
Industry-leading experts become an extension of your teams



“

We have relied upon Venue for years to support our most vital processes, projects and transactions. When we started our acquisition process, we used Venue to house our strategic and corporate information to ensure consistency, privacy and compliance with all suitors.”

**LARRY EDWARDS**

President and Chief Executive Officer  
La Jolla Pharmaceutical Company

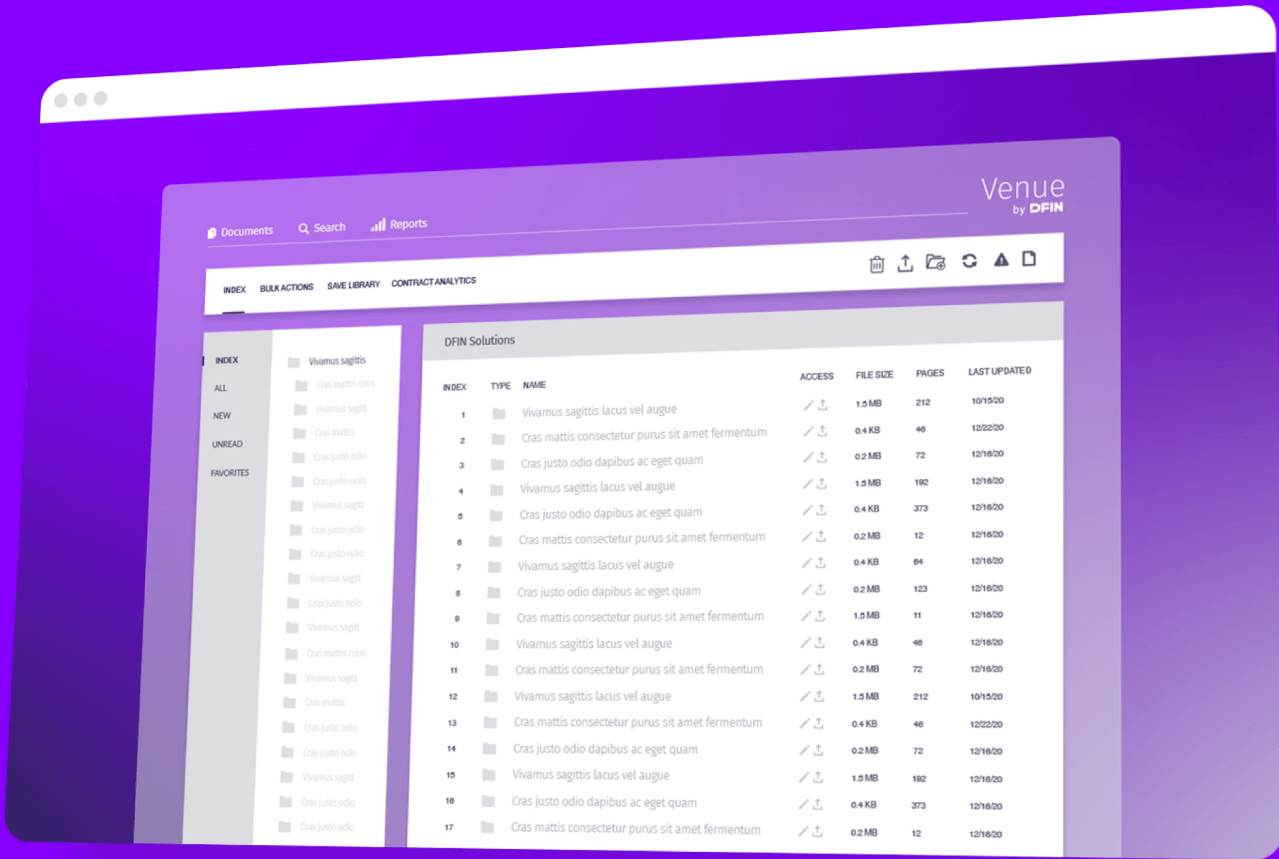






# The virtual data room built for deals.

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



# Get in touch

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