



DFIN CASE STUDY

How we helped a  
pharma company  
unlock portfolio value

**DFIN**  
Venue

 **La Jolla**  
Pharmaceutical

## 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

The screenshot displays the DFIN Venue software interface. At the top, there is a navigation bar with 'Documents', 'Search', and 'Reports' buttons. The main area is titled 'DFIN Solutions' and contains a table with columns for 'INDEX', 'TYPE', 'NAME', 'ACCESS', 'FILE SIZE', 'PAGES', and 'LAST UPDATED'. The table lists 17 items, each with a small preview thumbnail and a download icon. The items are mostly 'Vivamus sagittis' and 'Cras mattis' entries, with file sizes ranging from 0.4 KB to 1.5 MB and page counts from 11 to 212. The last updated date for most items is 12/16/2020.

INDEX	TYPE	NAME	ACCESS	FILE SIZE	PAGES	LAST UPDATED
1		Vivamus sagittis		1.5 MB	212	10/15/2020
2		Cras mattis consectetur purus sit amet fermentum		0.4 KB	46	12/22/2020
3		Cras justo odio dapibus ac eget quam		0.2 MB	72	12/16/2020
4		Vivamus sagittis lacus vel augue		1.5 MB	182	12/16/2020
5		Cras justo odio dapibus ac eget quam		0.4 KB	373	12/16/2020
6		Cras mattis consectetur purus sit amet fermentum		0.2 MB	12	12/16/2020
7		Vivamus sagittis lacus vel augue		0.4 KB	64	12/16/2020
8		Cras justo odio dapibus ac eget quam		0.2 MB	123	12/16/2020
9		Cras mattis consectetur purus sit amet fermentum		1.5 MB	11	12/16/2020
10		Vivamus sagittis lacus vel augue		0.4 KB	46	12/16/2020
11		Cras mattis consectetur purus sit amet fermentum		0.2 MB	72	12/16/2020
12		Vivamus sagittis lacus vel augue		1.2 MB	212	10/15/2020
13		Cras mattis consectetur purus sit amet fermentum		0.4 KB	46	12/22/2020
14		Cras justo odio dapibus ac eget quam		0.2 MB	72	12/16/2020
15		Vivamus sagittis lacus vel augue		1.5 MB	182	12/16/2020
16		Cras justo odio dapibus ac eget quam		0.4 KB	373	12/16/2020
17		Cras mattis consectetur purus sit amet fermentum		0.2 MB	12	12/16/2020



**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

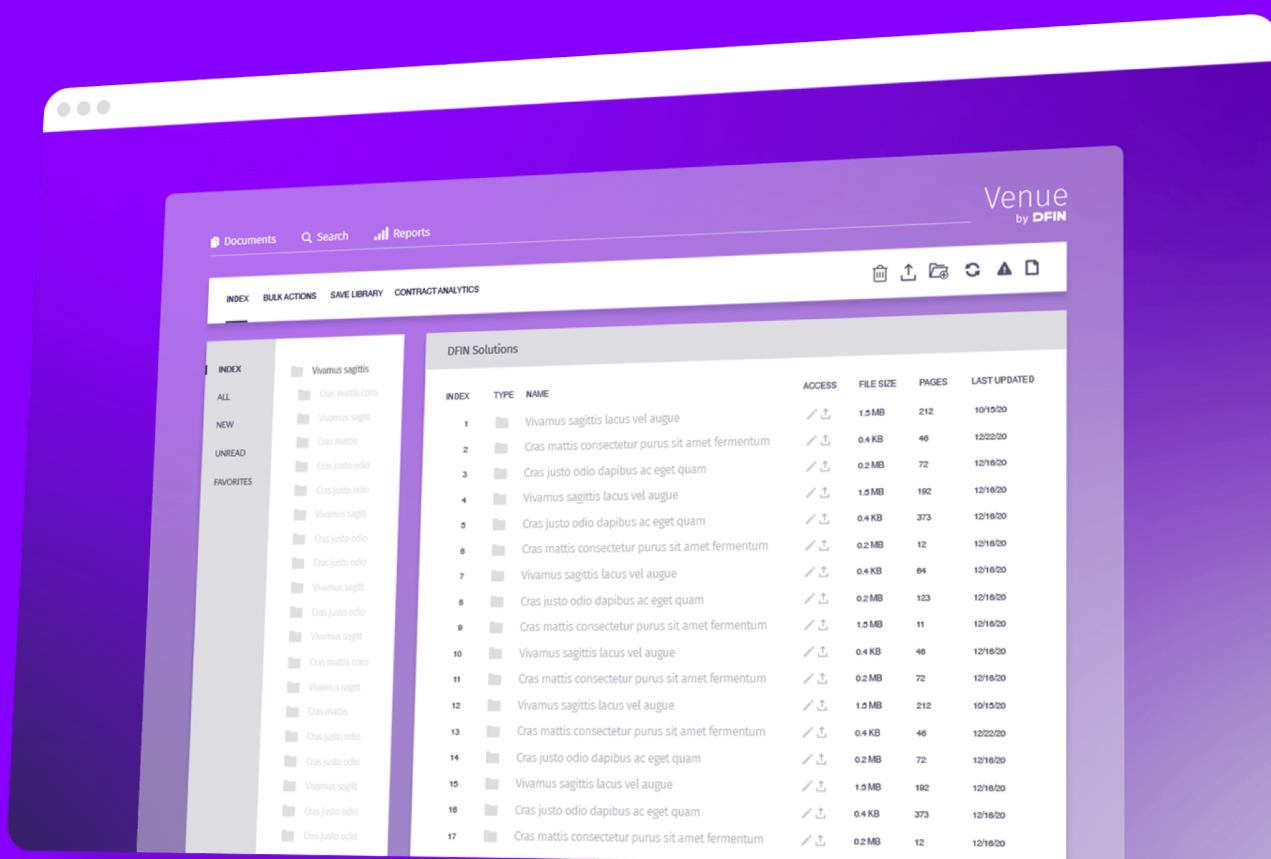




Venue

# 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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