



IntraLinks speeds syndicated transactions over the Internet at reduced costs

Each year, billions of dollars change hands in complex multi-institution financial deals such as syndicated loans. IntraLinks, Inc. recognized the potential of the Internet for bringing these complex paper-intensive transactions to market faster and at reduced costs.

“We needed a partner that had a global presence...and could deliver a total Internet solution...we needed the IBM Global Network.”

—Mark Adams, CEO of IntraLinks

“We’re business people who saw a need and then found the technology through IBM, Lotus and their business partner Lante Corp.,” says Mark Adams, CEO of IntraLinks. “We’ve been smart enough to find world-class technology partners.”

Customers benefit from controlled costs

IntraLoan, a Domino-based extranet solution, has become the “industry standard” for electronic loan syndication transactions.

Agent banks and underwriting institutions use Lotus Notes or a standard Web browser to distribute offering materials and documents and manage the syndicated loan process. Investing institutions need only Internet access and a standard Web browser to view all authorized deals and documents.

IntraLoan replaces the traditional paper-based distribution of information. Agent institutions experience cost savings of 10 to 30 percent compared to conventional document delivery means. To date, a total of \$90 billion in financial transactions has been syndicated over the extranet. Savings are based on comparing IntraLinks’ fees to the total cost of an average transaction, which can range from \$10,000 to \$35,000, according to industry sources. Companies also realize critical process savings — primarily, a reduction in the amount of time it takes to bring a deal to market and the opportunity to manage more deals by spending less time on administrative tasks.

Application A secure virtual extranet used to manage the complex work flow of institution-to-institution financial transactions

Business Benefits \$90 billion in financial transactions have been successfully syndicated in less than a year; cost savings of 10 to 30 percent below conventional document delivery means; reduced processing time of loans; ability to simultaneously manage more loans

Software Lotus® Notes®
Lotus Domino™

Services IBM® Global Network™
IBM Global Services
IBM Workgroup Services



IntraLinks uses Internet technology to facilitate transactions for the global capital markets.

A family of financial solutions

IntraLinks' mission is to serve the financial community as a global communications channel by providing a family of electronic transaction management solutions. Besides IntraLoan, other IntraLinks services include IntraPlace for private placements, IntraM&A for the mergers and acquisitions market, IntraMuni for the municipal finance market and IntraABS for the asset-backed securities market.

With the recent introduction of a new service, IntraAgency, agent institutions can now manage the agency function and improve overall administrative management of the entire lifecycle of the loan. The service moves beyond the syndicated function and fulfills the financial community's need for post-closing documentation to meet compliance requirements found in the loans syndication environment.

But how does it all work?

Lante Corp., a Chicago-based Lotus Business Partner who worked with IntraLinks to design and develop the application, enhances the application as the changing needs of the market demand. For the infrastructure, IntraLinks turned to IBM Global Services and the IBM Global Network. "We needed a partner that had a global presence, was well-respected, and could deliver a total Internet solution that would make our application come to life," says Adams. "Just as we knew we needed Lotus Notes and Domino, we knew we needed the IBM Global Network. They were ready with a world-class service capable of meeting our needs. As of today, over 100 financial transactions have been facilitated by IntraLinks."

By accessing its virtual private network through the IBM Global Network, IntraLinks' customers are able to securely distribute and access offering documents throughout the entire life cycle of a syndicated loan deal, provide document updates and handle complex question and answer transactions among borrowers, agents and investors.

Lotus Domino provides IntraLinks with the security, access control and database management capabilities required for seamless application delivery to diverse groups of user constituencies. Domino also allows access to transactions and documents to be customized on a user-by-user basis.

The agent banks determine who will be invited to participate in the transaction and control the

dissemination of information. Investors use a standard Web browser to access all authorized transactions and documents. IntraLinks provides links to the borrower's Web site and other financial databases and information.

Security you can count on

IntraLinks recently enhanced the site to offer both 40-bit and 128-bit encryption. "Notes and Domino meet our customers' requirements for maintaining the security of confidential documents," says Leonard G. Goldstein, Ph.D., IntraLinks chief technology officer. "Using point-and-click technology, the syndicate manager can easily assign access down to the document level, as well as view reports showing who has accessed each deal and document."

IBM offered IntraLinks not only database management capabilities and the security features their customers demanded, but also disaster recovery, which is so vital to business. Adams says IntraLoan's security has received high marks from customers. "Anybody who has put together a syndicated loan knows the ability to securely exchange financial documents from anywhere in the world, in a timely manner, is vital," he says. "By combining our IntraLoan application with the network computing expertise of IBM's Global Network, we can help our customers break new ground in conducting worldwide commerce."

The IBM-Lotus connection

IBM Workgroup Services provides IntraLinks and its customers with a fully supported and scalable Lotus Notes and Lotus Domino infrastructure. With IBM's infrastructure and resources, IntraLinks can establish or remove networks of users as loan syndications are offered or completed.

"IntraLinks is a small company that is expert at developing applications for the financial industry," explains Adams. "IBM Workgroup Services provides us with the hosting resources and support we need to deal with the top financial institutions around the world.

"IntraLinks needed a company to partner with that could provide integration skills and secure network capabilities all under one roof. As an integral part of the team, IBM helped bring it all together and made it easy for us to implement our extranet solution. In turn, we are happy to deliver that value to our customers."

For more information, please contact your

IBM Marketing Representative or IBM Business Partner.

Visit our Web sites at:
www.ibm.com/e-business
www.lotus.com

For more information on IntraLinks, visit their Web site at:
www.intralinks.com

For more information on Lante Corp., visit their Web site at:
www.lante.com



©1998 International Business Machines Corporation

IBM Corporation
Internet Division
Route 100
Somers, New York 10589

8-98
All rights reserved

This brochure illustrates how one customer uses IBM products. Many factors have contributed to the results and benefits described. IBM does not guarantee comparable results. All information contained herein was provided by the featured customer and IBM Business Partners. IBM does not attest to its accuracy.

References in this publication to IBM products or services do not imply that IBM intends to make them available in all countries in which IBM operates.

IBM, the e-business logo and Global Network are trademarks of International Business Machines Corporation in the United States and/or other countries. IBM company, product and service names are trademarks or registered trademarks of IBM. Lotus Notes and Domino are trademarks of Lotus Development Corporation.

Other company, product and service names may be trademarks or service marks of others.



Printed in the United States of America on recycled paper containing 10% recovered post-consumer fiber.



G325-1226-00