



“Virtual Data Rooms are much less expensive to set up and administer.”

– Lauren Robertson
Associate Corporate Sales – VDR

Customer Name

New Hampshire Business Sales (NHBS)

Industry

Business Broker

Location

Meredith, New Hampshire

Number of Employees

1 employee, 10 independent contractors

Business Challenge

- Inability to track files
- Concerns around privacy
- Needed access to latest documents within the transaction process

Business Results

- 24/7 access to files from anywhere
- Ability to set up individual data rooms
- Total security
- Tracking of all documents

How New Hampshire Business Sales Uses ShareFile to Simplify the Selling Process

New Hampshire Business Sales (NHBS) specializes in business and commercial real estate brokerage and transition planning. For over 30 years, NHBS has successfully worked with business owners, their attorneys and business buyers to simplify the complexities of selling a business.

Business Challenge

The firm has a virtual office, with all associates working from home offices. One challenge of this set-up was not having the ability to know if files sent via email attachments were ever received or if the receiver had actually viewed the documents.

Another challenge, the firm was faced with was privacy and tracking concerns within the M&A field. NHBS tried other products for their needs but says they were “far too complicated and very pricey.”

Business Results

The firm now uses ShareFile to send business packages to potential buyers and to set up data rooms for individual clients. “Security and reliability are very important to us and ShareFile fulfills both of these needs,” says Melanie Heinis Operations Manager at NHBS.

The firm is able to streamline day-to-day operations by having access to the most up-to-date files and 24/7 access to files from anywhere.