

# Industry first: blockchain tech in virtual data room

*Drooms, Europe's leading virtual data room provider, recently introduced the first virtual data room with blockchain technology. This combined with its use of artificial intelligence has won the company a 2018 European Property Finance Award in the Innovator of the Year category. Alexandre Grellier, CEO of Drooms states: "Our goal has always been to implement the most effective technology for the benefit of our users, providing them with real added value. We are therefore particularly pleased that our work has been recognised by Property Investor Europe. For all of us, the entire Drooms team, this award is a further incentive to transcend technological boundaries and drive innovation. That is Drooms' philosophy and we will continue to work hard to ensure we meet our goal."*

Drooms was established in 2001 and initially served as a physical data room provider. "But we quickly realised that virtual data rooms for due diligence made much more sense," says Mr. Grellier.

As the name suggests, a virtual data room is an online database in which companies can store and share confidential information, usually used during a financial transaction. With the ubiquitous reliance on computers and specialised software to keep a business running smoothly, coupled with the fact that more and more companies are making the transition to a completely paperless office, many of the previously document-heavy operational practices have been shifted to the virtual realm.

Focusing on corporate finance, legal, and real estate, Drooms is the European leader in this space: it now employs more than 130 people from 27 countries and is represented internationally in the most important European markets. In addition to its corporate headquarters in Frankfurt, the SaaS provider also has locations in Munich, Vienna, Paris, London, Amsterdam, Milan, Madrid and Zug.

Mr. Grellier emphasises that Drooms differentiates particularly through innovation. With its recent implementation of blockchain

technology in the Drooms NXG data room, the company notably is the first virtual data room provider to make blockchain technology available to the real estate industry. Through the NXG data room, all data generated when a transaction is completed can now be archived on Drooms servers and accessed securely using blockchain technology. With Blockchain secured archiving, data cannot be lost or tampered with. The data space can be activated or restored at any time too. With this change the use of

conventional data carriers suddenly becomes obsolete. The Drooms NXG FINDINGS MANAGER tool has also significantly contributed to the automation of due diligence in real estate transactions. The use of AI makes it possible to speed up the whole process, allowing users to search through large volumes of documents at high speed and in a targeted manner.

Mr. Grellier is confident that through the use of blockchain and artificial intelligence, they can reduce transaction time by around 20%. The company will continue to explore these technologies and is also planning on expanding beyond Europe, with a focus on the US, Asia and the Middle East.

