

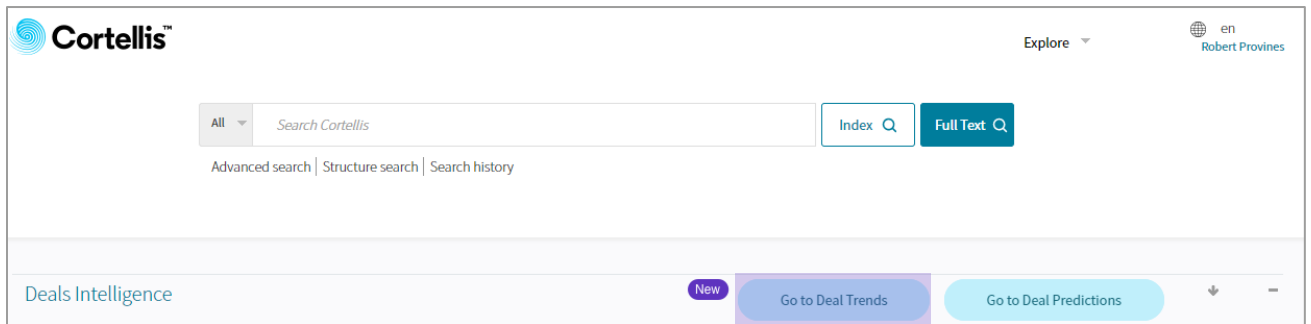
# Deal Trends Quick Guide

## Cortellis Deals Intelligence

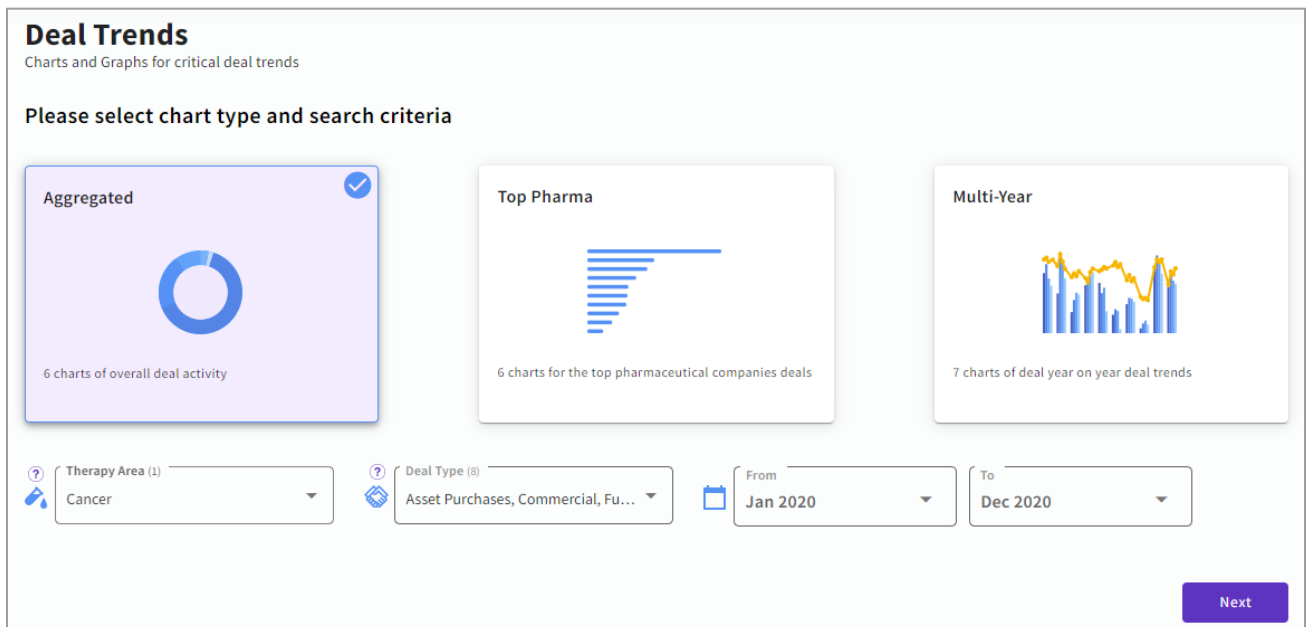
The Deal Trends tool allows you to quickly and easily visualize over 100K deals to understand the deals landscape, monitor deal activity, and support dealmaking preparations.

Example: Examine 2020 total deal value and volume for cancer. Identify the top players in this space by deal volume and quickly see who they've done deals with.

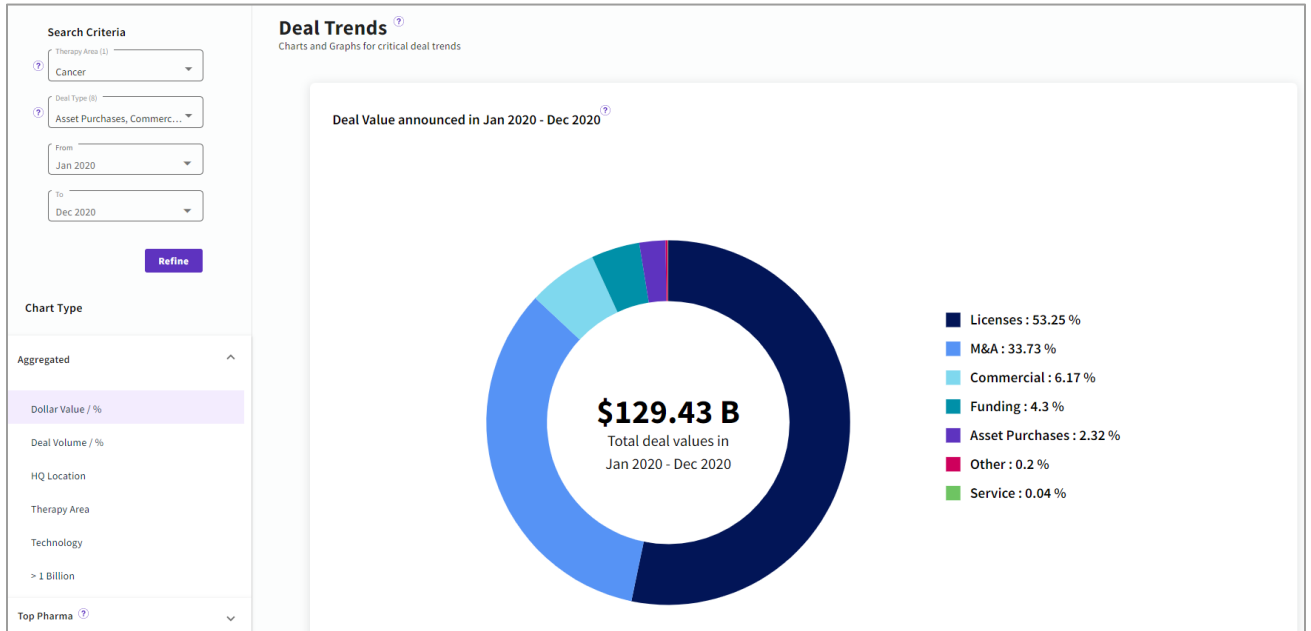
1. On the Cortellis homepage, in the Deals Intelligence area, click **Go to Deal Trends**.



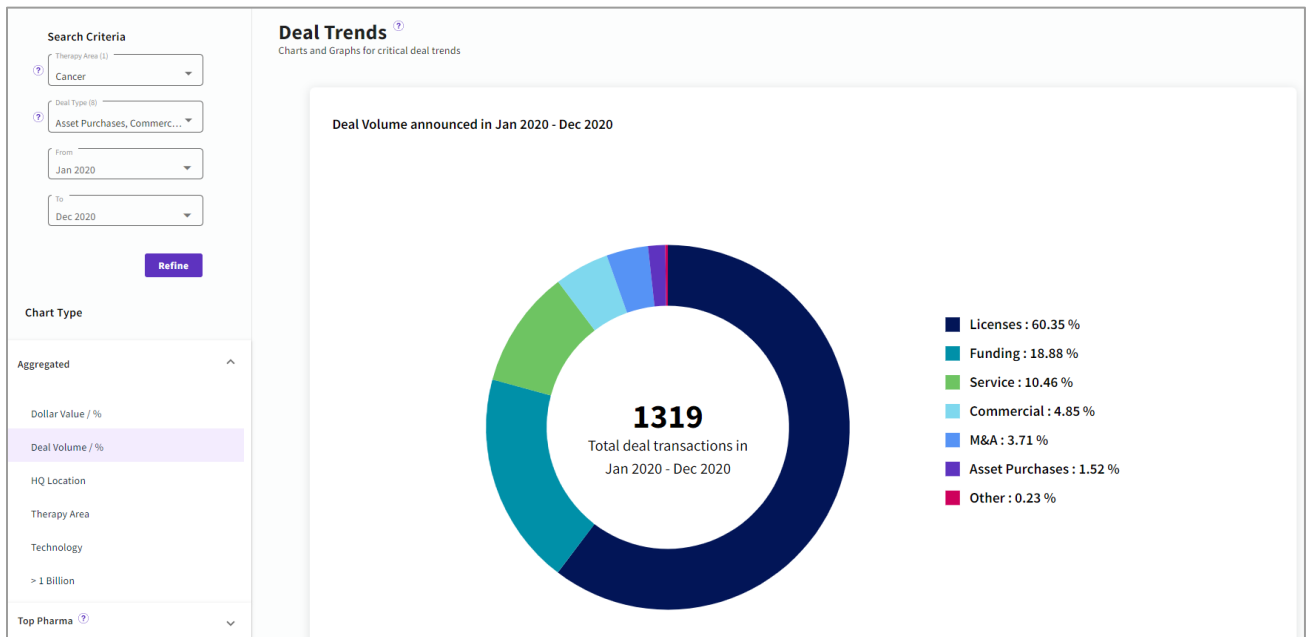
2. The **Aggregated** chart type is automatically selected.
3. For **Therapy Area**, select Cancer. For **Deal Type**, select all values. For dates, select **From Jan 2020 To Dec 2020**.
4. Click **Next**.



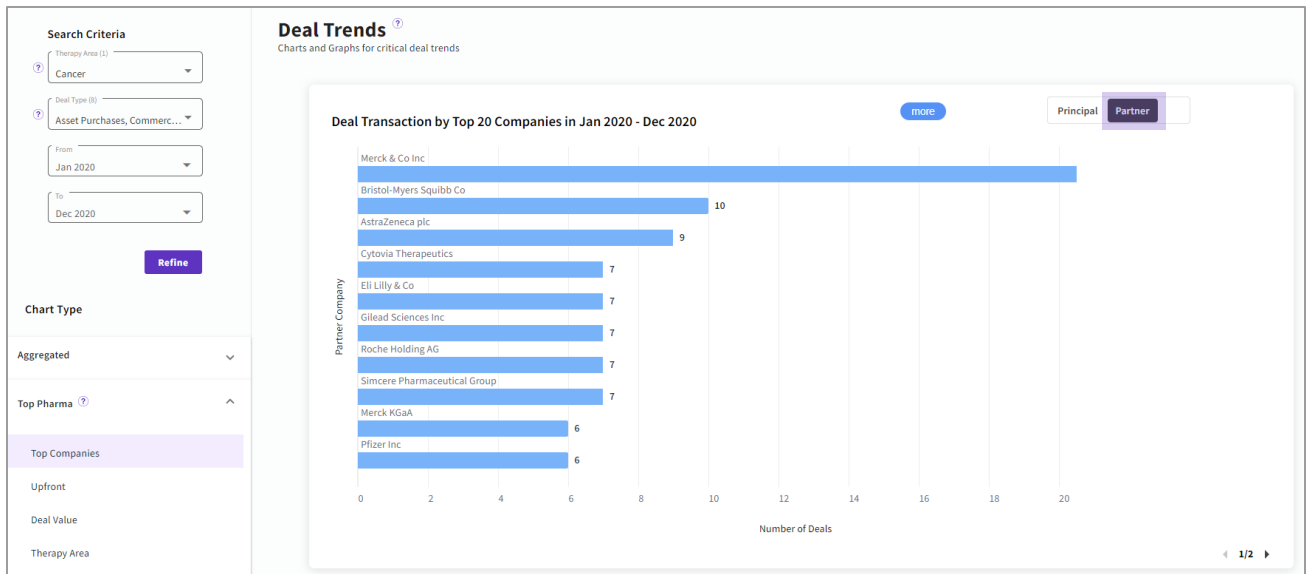
5. The **Dollar Value / %** chart is displayed. This shows the aggregate value of deals, broken out by deal type.



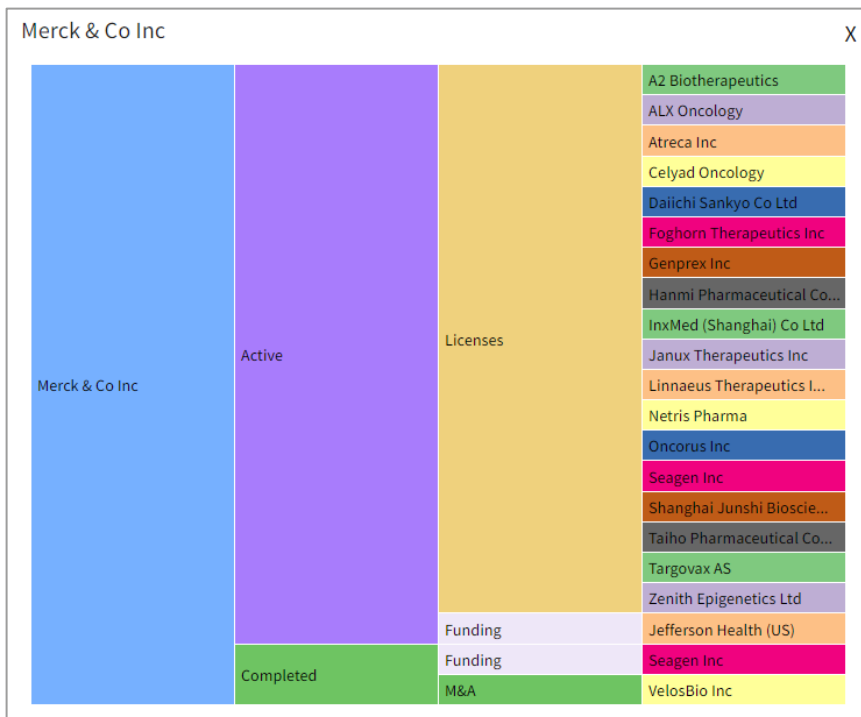
6. Select the **Deal Volume / %** chart. This shows the aggregate number of deals, broken out by deal type.



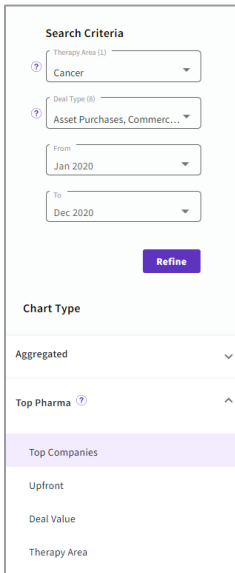
- Select **Top Pharma** to switch to that chart type. Select **Top Companies** to display the top 20 companies by deal volume. Select **Partner** and click Merck & Co Inc.



- Here you can see who Merck has done deals with. Close the window.



9. You can modify charts by changing the Search Criteria and clicking **Refine**.



The screenshot shows a 'Search Criteria' section with four dropdown menus: 'Therapy Area (1)' set to 'Cancer', 'Deal Type (8)' set to 'Asset Purchases, Commerc...', 'From' set to 'Jan 2020', and 'To' set to 'Dec 2020'. A purple 'Refine' button is located below these fields. Below the search criteria is a 'Chart Type' section with a dropdown menu currently set to 'Aggregated'. A list of chart types is shown below the dropdown, including 'Top Pharma', 'Top Companies' (highlighted in purple), 'Upfront', 'Deal Value', and 'Therapy Area'.

For more information contact Customer Service at [LS Product Support](#).