

# Cortellis Deals Intelligence

## Tips for tracking deal activity during the COVID-19 pandemic and benchmarking deals to prepare for BIO Digital 2020

- [Stay on top of deals that are getting struck outside of COVID-19 during this pandemic.](#)
- [Easily benchmark similar deals in your disease area to prepare for BIO Digital 2020.](#)
- [Monitor the increasing volume of collaborations and grants for the development of a treatment or a test for COVID-19.](#)

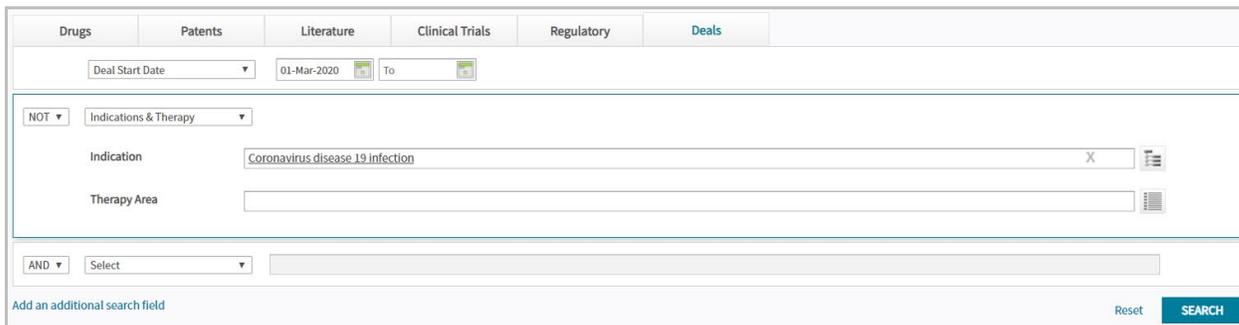
### Stay on top of deals that are getting struck outside of COVID-19 during this pandemic.

1. Go to the Advanced Search.



The screenshot shows the top navigation bar of the Cortellis platform. On the left, there is a dropdown menu currently set to 'All'. To its right is a search input field containing the text 'Search Cortellis'. Below these elements is a horizontal bar with two buttons: 'Advanced search' (which is highlighted with a red box) and 'Structure search'.

2. Go to the **Deals** Tab. Select **Deal Start Date**, specify a **From** date of **March 1, 2020** and leave the **To** date blank. Select **Indications & Therapy**, select **Coronavirus disease 19 infection** for **Indication** and select **NOT** in the drop-down on the left side of the screen. Click **Search**.



The screenshot shows the 'Deals' tab selected in the top navigation bar. Below the navigation bar, there are several search filters. The 'Deal Start Date' filter is set to '01-Mar-2020' with a calendar icon. The 'Indications & Therapy' filter is set to 'NOT' and 'Coronavirus disease 19 infection'. The 'Therapy Area' filter is currently blank. At the bottom, there is a 'SEARCH' button and a 'Reset' link.

- On the Search Results page, use the **Save and Alert** feature to be notified of deal updates and new deals. Click the **Rank by View** icon to visualize the results.

Search Results Related Content **Save and Alert** Download

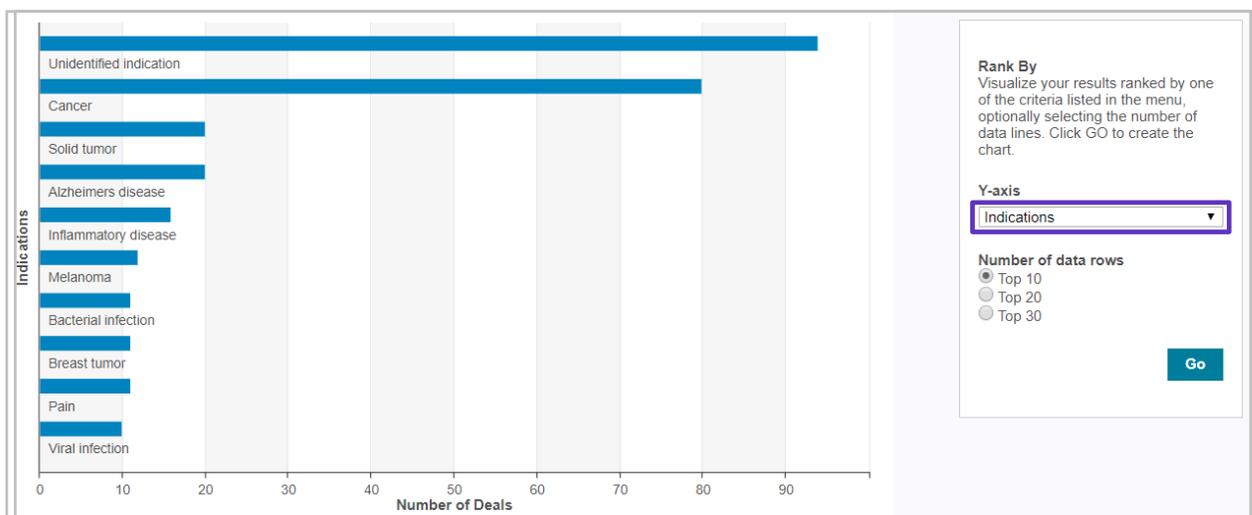
623 results found for ' Deal Start Date ( AFTER 01-Mar-2020 ) NOT Indications & Therapy ( Indication ( Coronavirus disease 19 infection ) )'

Results Per page: 50 Sort by: Most Recent Event Date Oldest Order Columns Financial Summary Download View

Deal Title	Principal Company	Partner Company	Deal Start Date	Indications	Deal Overview
<a href="#">Genpharm to distribute Biohaven's Nurtec ODT for migraine in the Middle East and Gulf countries</a>	Genpharm Services (Pharma)	Biohaven Pharmaceutical Holding Co Ltd (Pharma)	27-Apr-2020	Migraine (Primary)	
	Other Company Names: Genpharm Service	Other Company Names: Biohaven Pharmaceutical Holding Co Ltd (B; Biohaven			

- Rank the deals by different criteria using the Y-axis drop-down. Analyze deal volumes by **Indications** to see the top 10 indications or by **Partner Company** to see the most active dealmakers.

Click on a blue bar of interest to explore those deals in detail.

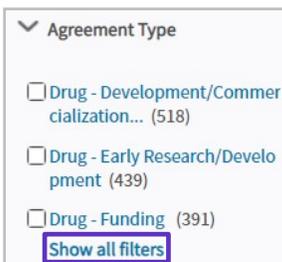


**Easily benchmark similar deals in your disease area to prepare for BIO Digital 2020.**

1. Type an indication of interest in the Quick Search box and click the **Full Text** search button.



2. Under **Report Type** (on the left panel), switch to **Deals**, then click the **Show all Filters** link below Agreement Type.

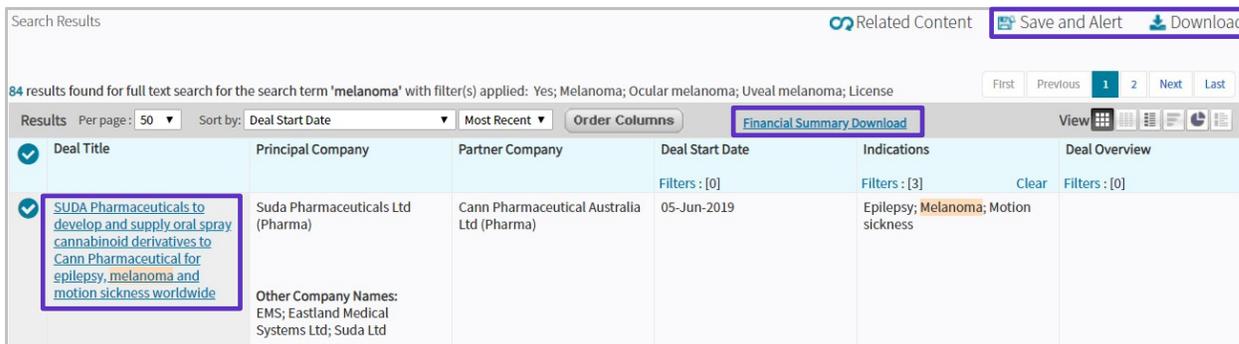


3. For **Indication**, select the searched indication. Use the **Hierarchical List** to easily identify and include sub-terms. For **Deal Transaction Type**, select the types of interest, such as **Basic License** or **Collaboration**. For **Finance Disclosed**, select **Yes** to benchmark deal values. Click **Apply**.

Optional Filter: You may also use **Has Contract** and select the **Yes** values to only include deals with contracts.

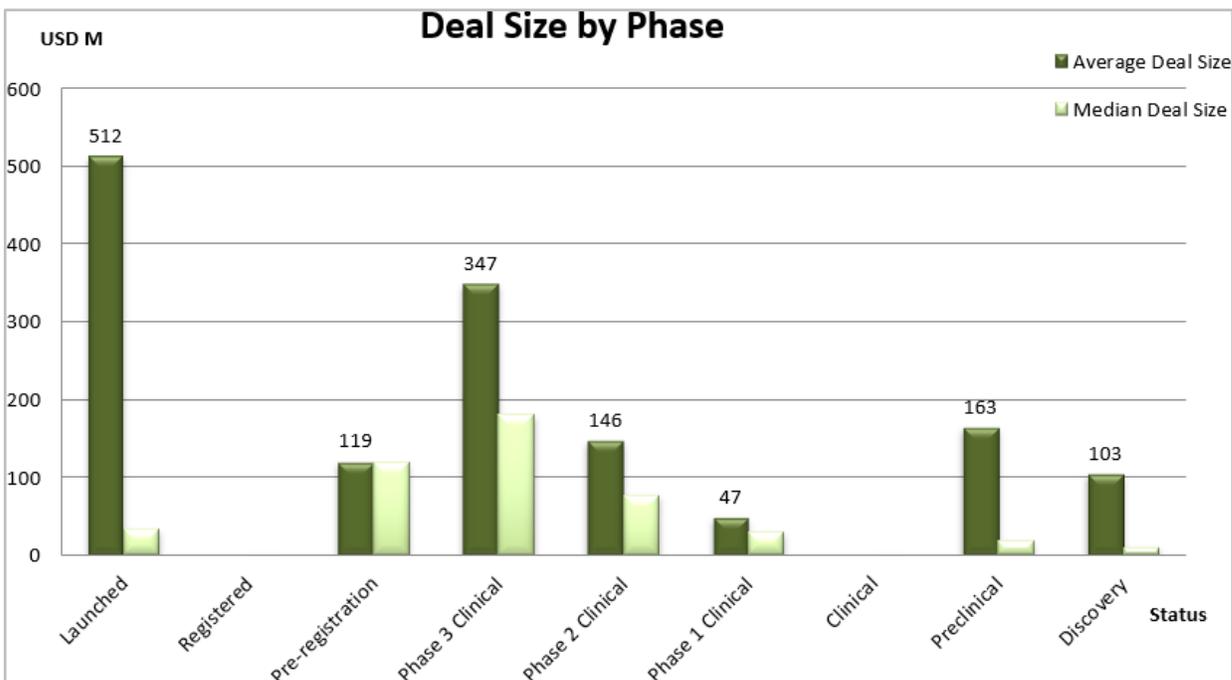
4. On the Search Results page, use the **Save and Alert** feature to be notified of deal updates and new deals.

Click the **Deal Titles** to explore individual deals in more detail.



Deal Title	Principal Company	Partner Company	Deal Start Date	Indications	Deal Overview
<a href="#">SUDA Pharmaceuticals to develop and supply oral spray cannabinoid derivatives to Cann Pharmaceutical for epilepsy, melanoma and motion sickness worldwide</a>	Suda Pharmaceuticals Ltd (Pharma)	Cann Pharmaceutical Australia Ltd (Pharma)	05-Jun-2019	Epilepsy; Melanoma; Motion sickness	

Click **Download** to export data to Excel, including key fields in the Results Table, charts and tables in the **Financial Summary** or detailed financial information in the Full Raw Data.



Data									
Drugs Highest Status (Deal Start)	Deal Counts	Deal Size Counts (Total Projected Current)	Deal Size Sum (Total Projected Current)	Deal Size Average	Deal Size Max	Deal Size Min	Upfront Payment Count	Upfr	
Launched	12	12	19370.64	1614.22	8500	0.1		9	
Pre-registration	2	2	237.63	118.82	233.77	3.86		2	
Phase 3 Clinical	18	18	6249	347.17	1275	0.1		16	
Phase 2 Clinical	18	18	2631.02	146.17	625	0.56		9	
Phase 1 Clinical	7	7	330.92	47.27	181	1.9		5	
Preclinical	8	8	1302.05	162.76	706	1.2		4	
Discovery	16	15	6467.29	431.15	5028	0.03		7	
	3	3	26.6	8.87	25	0.1		2	
<b>Grand Total</b>	<b>84</b>	<b>83</b>	<b>36615.15</b>	<b>441.15</b>	<b>8500</b>	<b>0.03</b>		<b>54</b>	

**Monitor the increasing volume of collaborations and grants for the development of a treatment or a test for COVID-19.**

1. Type “[coronavirus disease 19 infection](#)” in the Quick Search box and click the **Full Text** search button.

2. Under **Report Type** (on the left panel), switch to **Deals**, then click the **Show all Filters** link below Agreement Type.

3. For **Indication**, select [Coronavirus disease 19 infection](#).  
For **Deal Transaction Type**, select the types of interest, such as [Collaboration](#), [Grant](#), [Research-Only](#), or [Service Agreement](#).

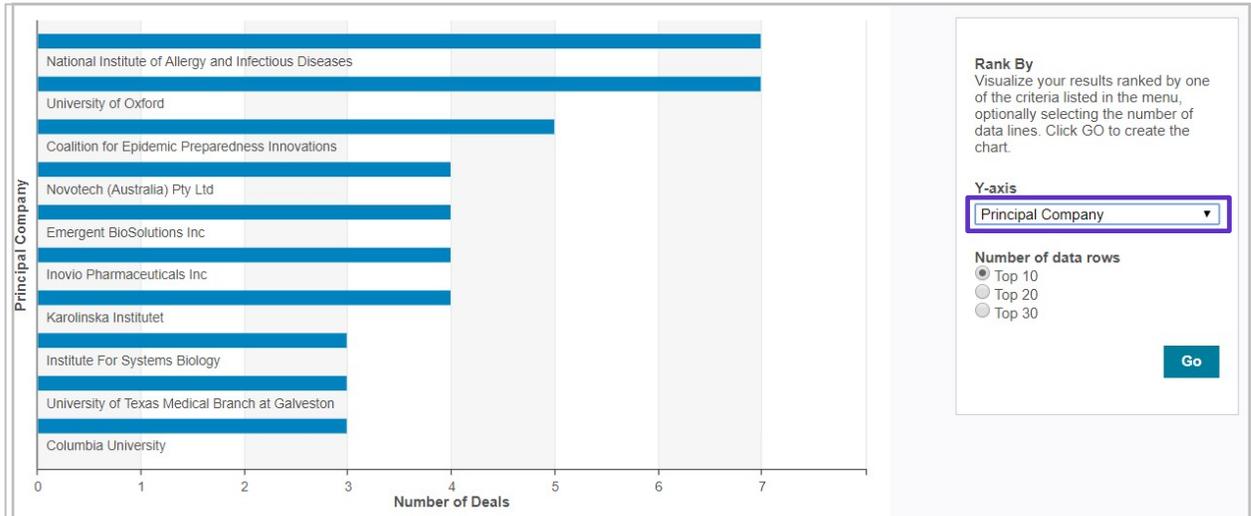
For **Most Recent Event Date**, specify a **From** date of [January 1, 2020](#) and leave the **To** date blank. Click **Apply**.  
Optional Filter: You may look at **Company** to identify the most active organizations partnering or funding R&D.

4. On the Search Results page, use the **Save and Alert** feature to be notified of deal updates and new deals.  
Click **Download** to export data to Excel, including key fields in the Results Table, charts and tables in the Financial Summary or detailed financial information in the Full Raw Data.  
Click the **Deal Titles** to explore individual deals in more detail.

Deal Title	Principal Company	Partner Company	Deal Start Date	Indications	Deal Overview
<a href="#">Bill &amp; Melinda to award Murdoch funding to conduct BRACE trial of BCG vaccine against coronavirus disease 19 infection in Australia, Spain and The Netherlands</a>	Murdoch Childrens Research Institute (Academic)  Other Company Names: Murdoch Institute; Murdoch Institute for Research Into	Bill & Melinda Gates Foundation (Not for profit (non-government))	05-May-2020	Coronavirus disease 19 infection (Primary)	

Click the **Rank by View** icon (on the top right) to visualize the results.

- The **Rank by View** allows you to visualize deals by different criteria using the Y-axis drop-down. If the **Company** filter was not selected previously, select **Principal Company** or **Partner Company** to identify organizations or agencies funding research in this area and the most active partnering companies.



Click on a blue bar of interest to explore the associated deals in detail.

For more information or to request for a guided workflow review, contact Customer Service at [LS Product Support](#).