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2024 events will be added later this month!

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# BIO Partnering @JPM Week Webinar

November 9, 2023 1pm ET

Sponsored by



Partnering  
@JPM Week

January 8-12  
San Francisco, CA



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November 9, 2023 1pm ET

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January 8-12  
San Francisco, CA

Hosted by



**Mackensie Verneti**  
Vice President, Partnering, BIO

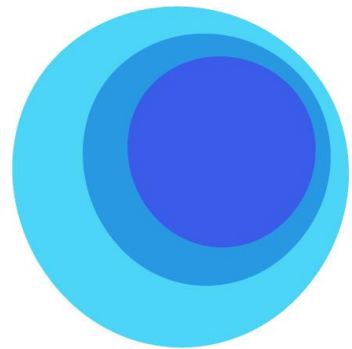
- A **Q&A session** will be held at the end of the webinar. Please submit questions in the Q&A section of Zoom.
- A **recording** of this webinar will be distributed within a few business days to all webinar registrants.

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Thank you to our BIO One-on-One  
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# About BIO

BIO is the world's largest trade association representing biotechnology companies, academic institutions, state biotechnology centers and related organizations across the United States and in more than 30 other countries.

Shapes policy and advocates on behalf of the industry

Actively promotes networking, partnering and education

Produces the annual BIO International Convention and a portfolio of global events

**Disclaimer:** BIO and the BIO One-on-One Partnering™ system are not affiliated with J.P. Morgan or the J.P. Morgan Healthcare Conference; we are unable to provide invitations to the conference



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# Webinar Agenda

- + BIO Partnering @JPM Week Overview
- + BIO's Meeting Space at the San Francisco Marriott Marquis
- + Live Demo, incl. Self-Scheduling
- + Preview of Guide to JPM'24 Mobile App
- + Q&A



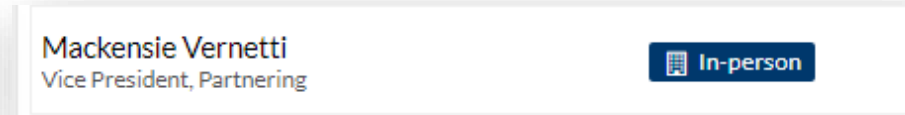
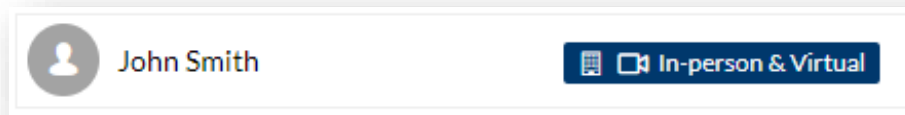
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# BIO Partnering @JPM Week Overview

- + Access industry audience regardless of other JPM week participation through BIO One-on-One Partnering™ system
- + Self-schedule meetings for JPM Week, Jan 8-12
- + Participate in-person or virtually – choose an attendance type when you log in



- + Flexible location options: in-person/virtual, BIO-provided or your own
- + BIO meeting points at the San Francisco Marriott Marquis
- + **The partnering system is open – register today <https://bpjw.bio.org/>**



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# BIO's Meeting Space in San Francisco

+ **Location:** San Francisco Marriott Marquis (4<sup>th</sup> + Mission)

+ **Hours:**

Mon, Jan 8 – Wed, Jan 10 from 8am-6pm PT

Thurs, Jan 11 from 8am-1pm PT

+ **Format:** Meeting point tables within an open floorplan

+ Available on first-come, first-served basis for meetings scheduled through the partnering system, at no additional charge



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# BIO's Meeting Space at the San Francisco Marriott Marquis

40% more meeting tables than last year!



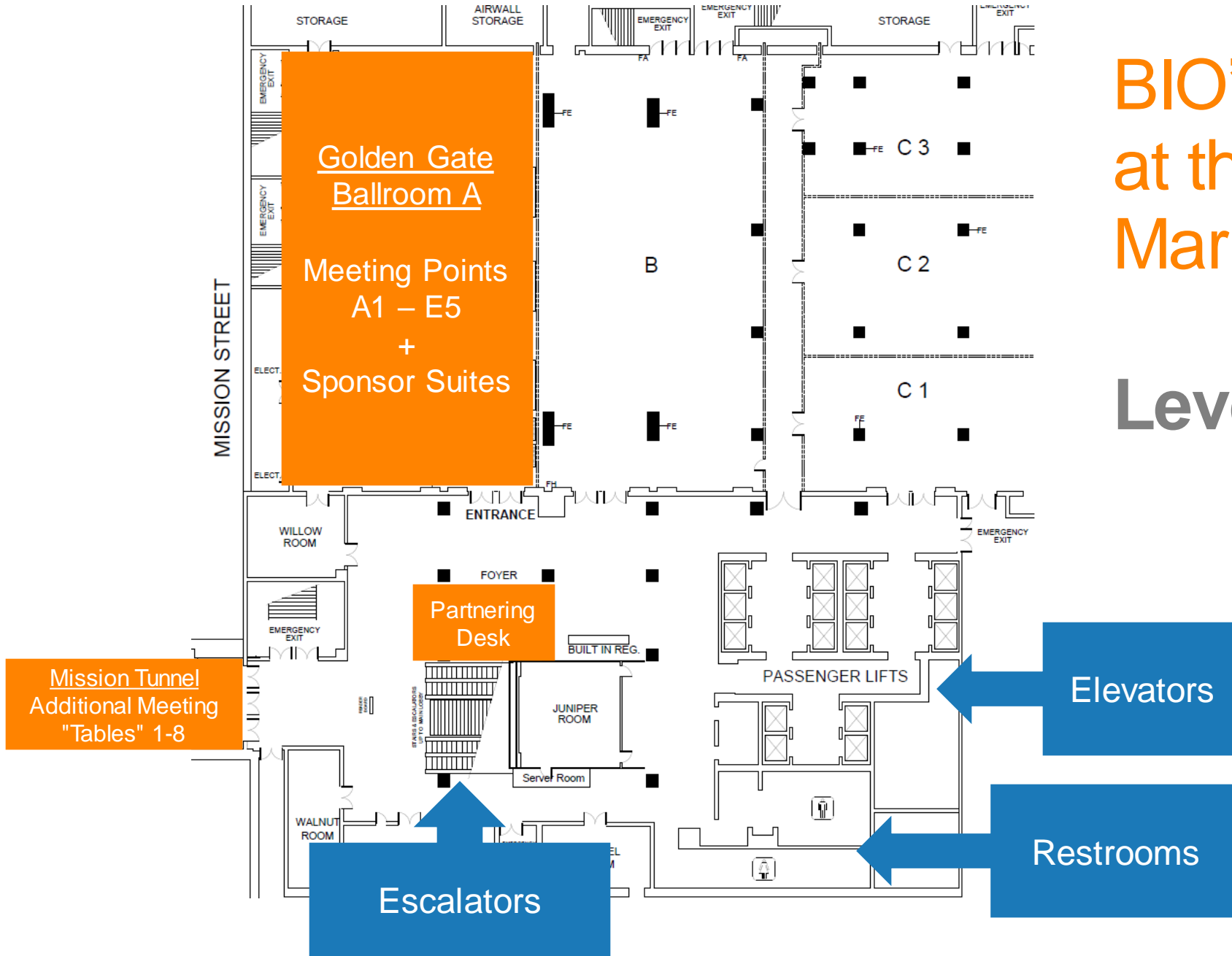
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# BIO's Meeting Space at the San Francisco Marriott Marquis

## Level B2



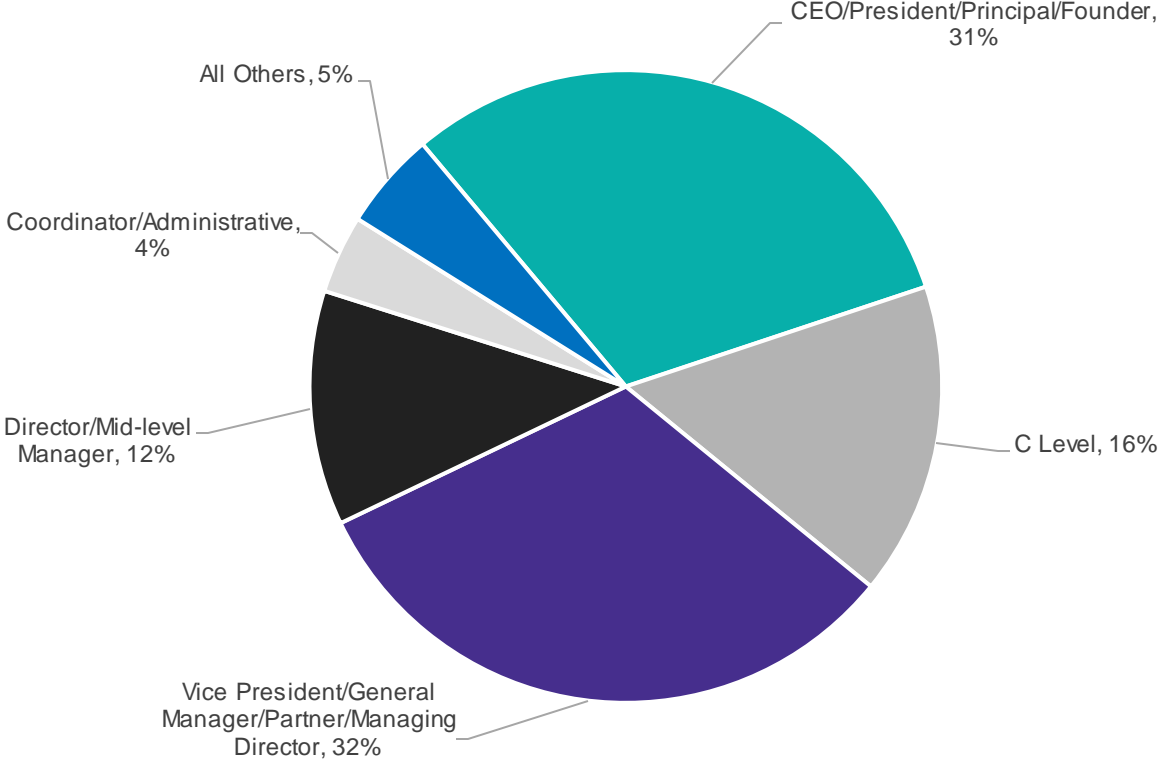
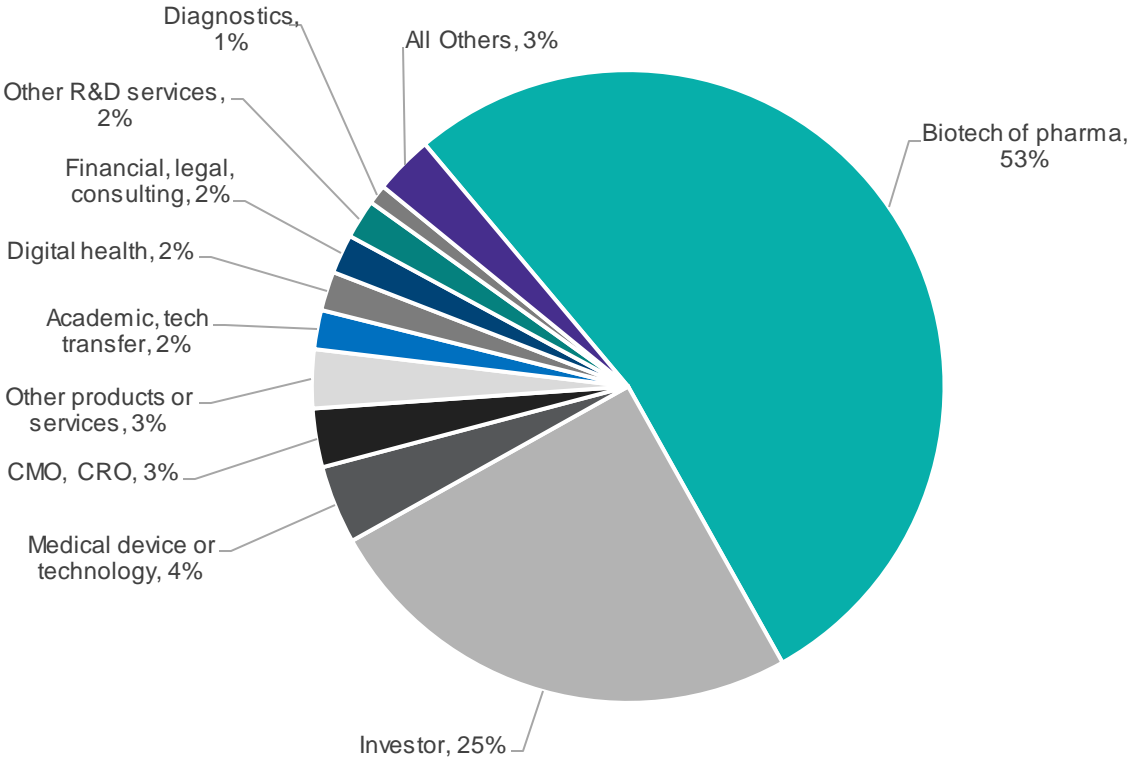
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# Who's Partnering?

So far, nearly 600 participants from more than 450 companies, spanning 30 countries



Not yet registered and want to know more? View the company & investor directories: <https://bpjw.bio.org/>



# Sponsorship Opportunities

## + **Event App: Guide to JPM '24 | Co-Sponsorship**

By advertising in the Guide to JPM '24, your company can receive extensive branding recognition in the Guide to JPM '24 associated promotional materials. It is also the perfect opportunity to promote your networking event during JPM week.

## + **Wi-Fi | Exclusive Sponsorship**

Prominent company branding on Wi-Fi related materials.

## + **Charging Stations | Exclusive Sponsorship**

Logo exposure on charging stations available to attendees for powering up their devices during the busy days of JPM week.

*Interested in sponsorship opportunities, please contact [sponsor@bio.org](mailto:sponsor@bio.org)*



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# BIO One-on-One Partnering™ Overview



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The screenshot shows the user interface of the BIO One-On-One Partnering @JPM Week system. At the top, there is a navigation bar with links for HOME, PROFILE, SEARCH, CALENDAR, MESSAGE CENTER, and a 'New request' button. A user profile picture and 'BOOKMARKS' are also visible. The main content area is divided into three sections:

- Left Sidebar:** Displays the user's profile for 'Breakthrough Biotech'. It shows 'COMPANY PROFILE' with a 'Profile 100% complete' status and a 'Not visible' indicator. Below this is a 'MEETING REQUESTS' section with a table showing the status of requests: Requested (2), Accepted, to be scheduled (0), Accepted, no availability (1), and Declined (0). There is a 'View all' button at the bottom of this section.
- Center Content:** Features the 'Partnering @JPM Week Events' logo and a search bar. Below the search bar are navigation tabs for 'About', 'Webinar', 'Events & Networking', and 'Upcoming BIO Events'. The 'About' tab is selected, showing details for the event: 'Partnering @JPM Week Events' on 'January 8-12, 2024' in 'San Francisco, CA'. It includes a section titled 'About BIO Partnering @ JPM 2024:' and a sub-section 'BIO Meeting Space' which states: 'BIO provides in-person meeting space at the San Francisco Marriott Marquis during JPM Week for meetings scheduled through the BIO One-on-One Partnering™ system on a first-come first-served basis and at no additional charge. BIO has reserved 40%'.
- Right Sidebar:** Contains a 'SPONSORED BY' section with the 'labcorp' logo. Below this is a 'NEWS' section with a headline 'Schedule Your Meetings Based On The Participants' Attendee Type' and a paragraph explaining that meeting location is determined by participant type and can be in-person or virtual. It also mentions a partnership with Zoom and provides a link to a 'Quick Self-Scheduling Guide' and a 'Zoom test meeting' link.

## 5 Steps for using the partnering system

1. **Create/update** your company and personal profile, including attendance type
2. Input your **calendar availability** and keep it current
3. **Search** for potential partners & send *customized* meeting requests
4. **Accept/decline** incoming requests
5. **Schedule** your accepted meetings

# Best Practices to get the right meetings

- + Make it easier for investors & partners to find *you* by adding detail to your company profile
- + Allow time for responses by starting outreach ASAP. New companies & investors are added daily. **Remember: You can schedule meetings as soon as they are accepted!**
- + Narrow down top targets with the advanced search filters & start with best matches first
- + Increase your acceptance rate with a topical subject line that is unique to the recipient, and provide specific benefits of investing in/partnering with your company
- + Follow up. Getting close to JPM Week and awaiting a response? Write a "reply only" message



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# BIO One-on-One Partnering™ Features & Demo



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# Key Feature: Self-Scheduling

- + Schedule your meetings as soon as they are accepted
- + Easily view participants' attendance and overlapping availability all in one screen
- + Choose between four meeting location options:
  - In-person: BIO meeting point
  - In-person: Your own in-person meeting space
  - Virtual: BIO Zoom Link
  - Virtual: Your own virtual link or dial-in
- + Reschedule as needed, at your convenience
- + **NEW: See when BIO meeting space is available with one click!**

🕒 Monday Jan 8, 08:00 - 08:30 (UTC-08:00)

I need an in-person meeting location

Select which type of location is required

A BIO Meeting location

Add my own in-person meeting location

Add a meeting location later

I need a video call link

Select which type of video call facilities is required

Zoom link provided by the event

Add my own video call link

Add a video call link later



# Key Feature: Self-Scheduling

- + **NEW: See when BIO meeting space is available with one click!**
- + Red location icon shows times when BIO meeting space is not available
- + Calculates in real time, based on latest availability

BIO meeting space is not available at that time

Timeslots that are mutually available for your meeting, and BIO meeting space is available



# Using Your Own In-person Meeting Location

- + **Location name:** specify the exact location, especially if it is within a larger building
- + **Description:** can include full address, access details
- + You can write in "TBD" if needed, just remember to go back and change it before your meeting!

Check this box to reuse the meeting location details next time

## Select the location

🕒 Thursday Jan 11, 10:30 - 11:00 (UTC-08:00)

I need an in-person meeting location

Select which type of location is required

Add my own in-person meeting location

Re-use a saved location

### OR specify a new location

Location name (including room name/number)

Cartwright Hotel, 524 Sutter Street

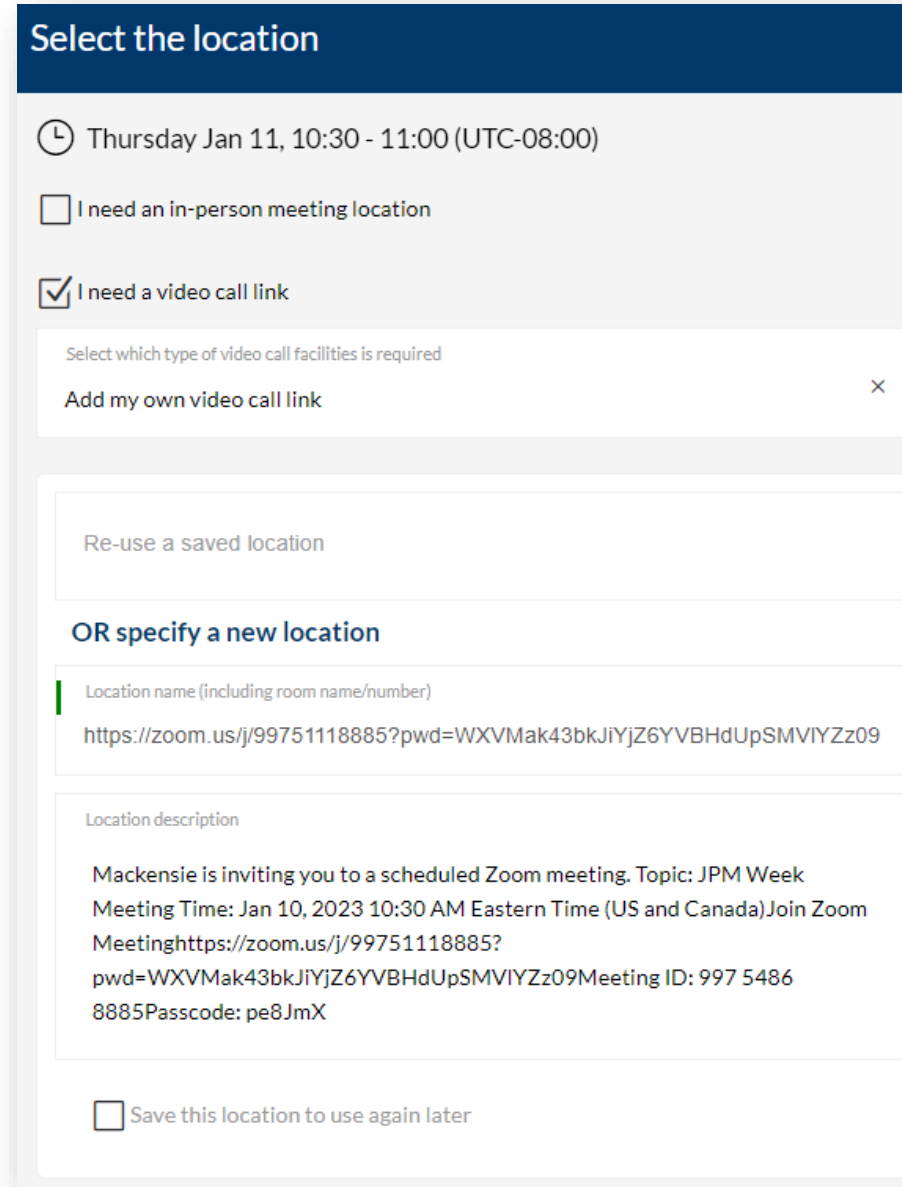
Location description

5 minutes walk from the Union Square, please ask the front desk for Breakthrough Biotech's room. Call me at 202-123-3456 if needed.

Save this location to use again later

# Using Your Own Virtual Meeting Link

- + **Location name:** meeting link only, copy and paste the link to avoid typos
- + **Description:** include password or access code, dial-in details if applicable
- + Use a unique link and not a virtual meeting room/static link for added security
- + **NOTE:** BIO provides a unique Zoom link with the click of a button! Choose this option to skip the extra work.



Select the location

🕒 Thursday Jan 11, 10:30 - 11:00 (UTC-08:00)

I need an in-person meeting location

I need a video call link

Select which type of video call facilities is required

Add my own video call link ✕

Re-use a saved location

**OR specify a new location**

Location name (including room name/number)

`https://zoom.us/j/99751118885?pwd=WXVMak43bkJiYjZ6YVBHdUpSMVIYZz09`

Location description

Mackensie is inviting you to a scheduled Zoom meeting. Topic: JPM Week Meeting Time: Jan 10, 2023 10:30 AM Eastern Time (US and Canada) Join Zoom Meeting <https://zoom.us/j/99751118885?pwd=WXVMak43bkJiYjZ6YVBHdUpSMVIYZz09> Meeting ID: 997 5486 8885 Passcode: pe8JmX

Save this location to use again later

# Tips for Scheduling in BIO Meeting Points

- + Make sure the time you choose is during BIO meeting space hours
- + **NEW!** Filter for BIO's meeting space availability
- + Choose any meeting point in the list, all are in the same general area
- + Save the limited tables with 6 chairs for meetings with 4 or less participants
- + Meeting points don't make for good AV – opt to take virtual meetings elsewhere for more privacy and better connection and sound quality

🕒 Thursday Jan 11, 10:30 - 11:00 (UTC-08:00)

I need an in-person meeting location

Select which type of location is required

A BIO Meeting location ×

Select a venue

SF Marriott Marquis ×

Select a meeting point (it doesn't matter which)

Meeting Point A1 (4 chairs), Golden Gate Ballroom A, Marr	Virtual meetings not supported
Meeting Point A2 (4 chairs), Golden Gate Ballroom A, Marr	Virtual meetings not supported
Meeting Point A3 (4 chairs), Golden Gate Ballroom A, Marr	Virtual meetings not supported
Meeting Point A4 (4 chairs), Golden Gate Ballroom A, Marr	Virtual meetings not supported
Meeting Point A5 (4 chairs), Golden Gate Ballroom A, Marr	Virtual meetings not supported



## Key Feature: LinkedIn Posts

- + **BIO Partnering @JPM Week participants can send your company meeting requests from LinkedIn**
- + Follow these steps:
  1. Log into your partnering account
  2. Go to the Profile
  3. Copy the webpage url and paste it into a new LinkedIn post
  4. Customize your post with a quick message (like the one below) and post!

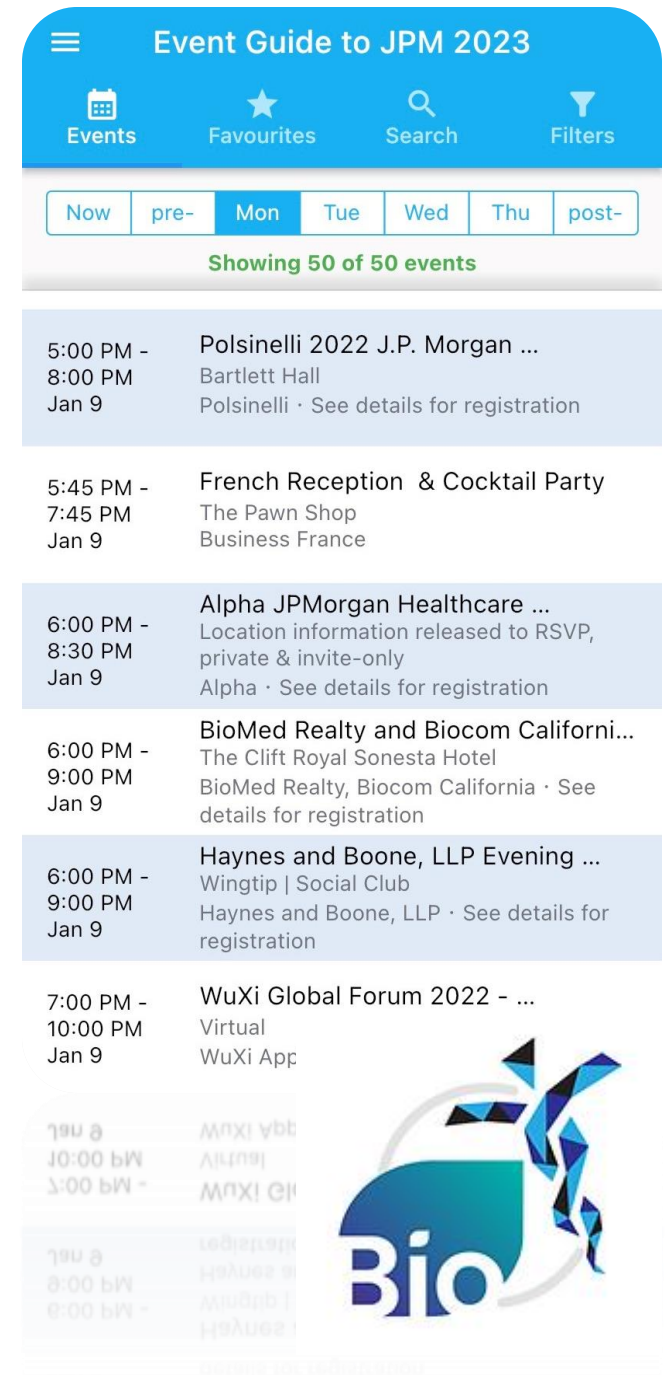
***Attending BIO Partnering @JPM 2024? Click below to send my company a meeting request in the BIO partnering system. #JPM2024 #JPM24***



# BIO & Novateur's Guide to JPM'24

- + BIO & Novateur Ventures Inc. have teamed up again to bring you a comprehensive guide of satellite networking events taking place during JPM Week - and all in one convenient & free mobile app
- + Submit your networking event to be included at <https://bpjw.bio.org/download-jpm-events-guide-app>
- + Download the 2023 version of the app now in app stores – 2024 version will be available as an update in late November

+ **Scan QR code to download:**



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# Join me for the next webinar: **BIO's JPM Week Events & Networking Preview**

**Tuesday, December 12<sup>th</sup> 1:00 PM ET**

Register at <https://bpjw.bio.org/>



Phillip Ebner  
Executive Director Life  
Sciences, JPMorgan  
Chase & Co.



Christiaan Engstrom  
CEO, Evia Bio

- Hear from panelists their tips & how they approach JPM Week
- Receptions & networking opportunities
- Conferences, presentations and other events
- More on BIO & Novateur's Guide to JPM'24 mobile app



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# Q&A

Please enter questions in the Q&A  
box and we will answer them live.



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Thank you for joining us!

**Register for BIO Partnering @JPM  
Week today at <https://bpjw.bio.org/>**

Contact [biopartnering@bio.org](mailto:biopartnering@bio.org) with any questions

Thank you to our webinar sponsor:



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