



Partnering[™] @ JPM Week

January 12–15, 2026
San Francisco, CA



Empowering Connections.
Shaping Futures.

Welcome to the Webinar!

Seamless Scheduling, Stronger Connections with BIO Partnering @JPM Week

1 PM ET, October 30, 2025

Hosted by:



Mackensie Verneti
VP, 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.



Download the Guide to JPM'26 mobile app.
Scan the QR code:



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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.
- We shape policy and advocate on behalf of the industry
- We actively promote networking, partnering and education
- We produce the annual BIO International Convention, along with a portfolio of global events
- **Disclaimer:** BIO and the BIO 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



Webinar Agenda

- BIO Partnering @JPM Week Overview
- BIO's Meeting Space at the San Francisco Marriott Marquis
- Live Demo: Self-Scheduling & Key Features
- Preview of Guide to JPM'26 Mobile App
- Q&A



BIO Partnering @JPM Week

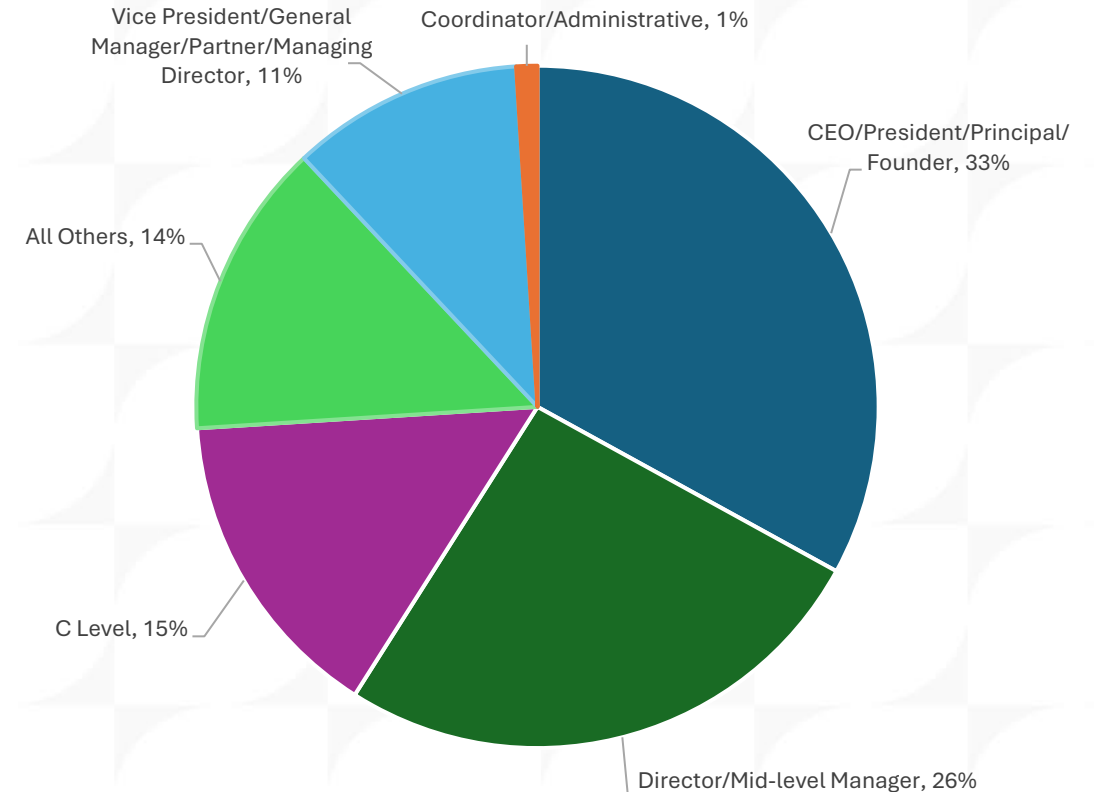
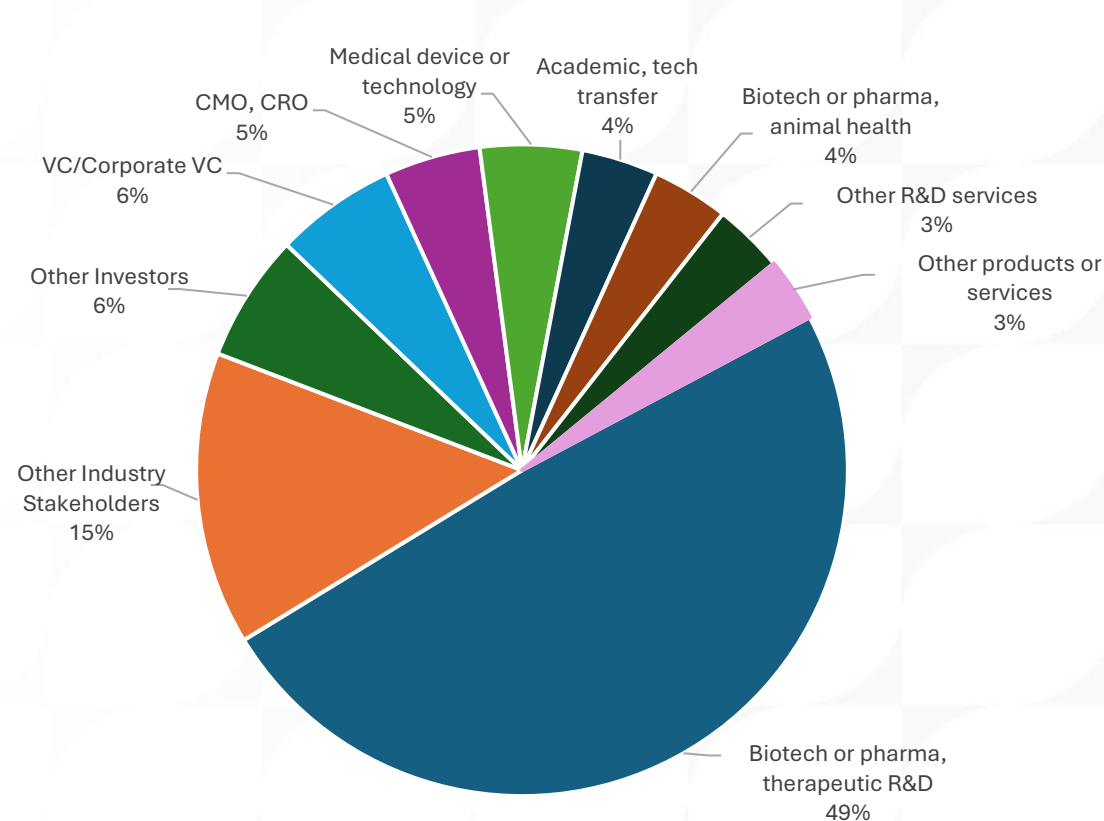
- 2,400+ participants from 1,600 companies, including 600+ investors
- Access industry audience regardless of other JPM week participation through BIO Partnering™ system
- Self-schedule meetings for JPM Week, Jan 12-16
- Flexible location options: in-person/virtual, BIO-provided or your own
- BIO meeting points at the San Francisco Marriott Marquis
- **The partnering system opens next week – register today**
<https://bpjw.bio.org/>





Who's Partnering?

So far, 400+ participants from more than 300 companies, spanning 25 countries



Not yet registered and want to know more? View the [company](#) & [investor](#) directories

Our Meeting Space in San Francisco

- **Location:** Marriott Marquis (4th + Mission), Salon 7, Lower B2 Level
- **Hours:**
 - Mon, Jan 12 – Wed, Jan 14, 8am-6pm PT
 - Thurs, Jan 15, 8am-1pm PT
- **Format:** Meeting tables within an open floorplan
- Available on first-come, first-served basis for meetings scheduled through the partnering system, at no additional charge
- **Registration badge is required to access BIO's meeting space.** Stop by Sunday Jan 11 (4-6pm) to pick up your badge early and say hi!





Our Meeting Space at the San Francisco Marriott Marquis

Salon 7
Lower B2 Level

lower ballrooms



Introducing





5 Steps for using the partnering system

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

The screenshot shows the 'BIO Partnering @JPM Week' dashboard. On the left is a sidebar with navigation links: 'Request Meeting', 'Dashboard' (selected), 'My Company', 'Calendar', 'Meetings', 'Favorites', 'Search', and 'Help + Support'. Below the sidebar is a 'Sponsored by: Biotechnology Innovation Organization' logo. The main content area is titled 'Dashboard' and features a search bar with the placeholder 'Type keyword(s) and press enter'. Below the search bar is a large banner for 'January 12-15, 2026 BIO Partnering @ JPM Week San Francisco Marriott Marquis, CA & Virtual'. The banner includes links for 'About' and 'WEBINAR: BIO Partnering @JPM Week - October 30'. Below the banner is a section for 'Breakthrough Biotech' with the text 'Company profile 100% complete' and a note 'You can still add more information to increase your company's visibility.' To the right of this section is a circular arrow icon. Below the Breakthrough Biotech section is a 'Delegate Availability (3)' table:

John Williams	John Smith	Mackensie Vernetti
0 openings	0 openings	188 openings
35% profile completion	25% profile completion	100% profile completion

Below the table is a link 'View all delegates available'. On the far right of the dashboard is a user profile card for 'Mackensie Vernetti, VP, Partnering'. The card shows her profile picture and states 'Your profile is 100% complete' with a note 'You can still add more information to increase your visibility.' and a link 'Complete your profile'.



Best Practices to get the right meetings

- Make it easier for investors & partners to find *you* by adding detail to your company profile
 - Company Type, Descriptions, Partnering Objectives, Therapeutic Areas
 - Add sub profiles for Drug Assets with more detail
- Narrow down top targets with the advanced search filters. Prioritize best fit, then widen your search.
- Save your search criteria and get notified of new matches
- 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 – **use our new AI Assist feature when sending meeting requests**
- Follow up. Getting close to JPM Week and awaiting a response? Write a "reply only" message
- **Start now.** You can schedule meetings as soon as they are accepted.

Closer Look: **Partnering™**



Respond to incoming requests in batches

1. Click **Needs Reply**
2. Optional: **Apply other filters**, such as company type or your mentioned requests
3. **Check the box** next to all requests to accept or decline (up to 50 at a time)
4. Replies and participants will apply to all selected requests
5. Click **Accept All** or **Decline All**

Quick Note: Once accepted or declined, the meeting requests will disappear from the screen so you can maintain your Needs reply list and continue responding to other requests.

The screenshot displays the 'Meetings' section of the Bio International Convention mobile app. The interface includes a sidebar with navigation options: Dashboard, My Company, Calendar, Meetings (highlighted), Favorites, Search, Help + Support, and Admin. The main content area shows a filter bar with 'Needs Reply 4' selected. Below this, a list of meeting requests is displayed, each with a checkbox for selection. The first request is from 'Zenith Healthcare Group [Test Company]' with the subject 'What Zenith Can Do For You', requested on Mar 4, 10:20 AM EST. Other requests include 'New Summit Medical [Test Company]', 'Hope Investments [Test Company]', and 'Lakeside Investment Group'. On the right side, there is a 'Requests Selected (1/50)' panel with radio buttons for 'Accept All Meetings' and 'Decline All Meetings', and a large 'Accept All' button at the bottom.



Contacts Export

Download all shared contact information

The screenshot displays the JPM'26 mobile app interface. On the left is a sidebar with the 'Bio International Convention' logo and navigation options: 'Request Meeting', 'Dashboard', 'My Company', 'Calendar', 'Meetings' (highlighted with an orange box), 'Favorites', 'Search', 'Help + Support', and 'Admin'. The main content area is titled 'Meetings | 0/150' and includes a search bar and filter tabs: 'All 15', 'Needs Reply 12', 'Incoming 13', 'Outgoing 2', and 'Unread'. A 'Request Meeting' button is visible. Below the filters, a list of meeting requests is shown, including one from 'Silver Investment Group [Test Company]' and another from 'Xavier Institute of Medicine [Test Company]'. On the right, a detailed view of a meeting request from 'Silver Investment Group [Test Company]' is shown, with options to 'Accept Meeting' or 'Decline Meeting'. A dropdown menu is open, showing 'Export Meetings' and 'Export Shared Contacts' (both highlighted with orange boxes). The user profile 'Mackensie Vernetti, VP, Partnering' is visible in the top right corner.

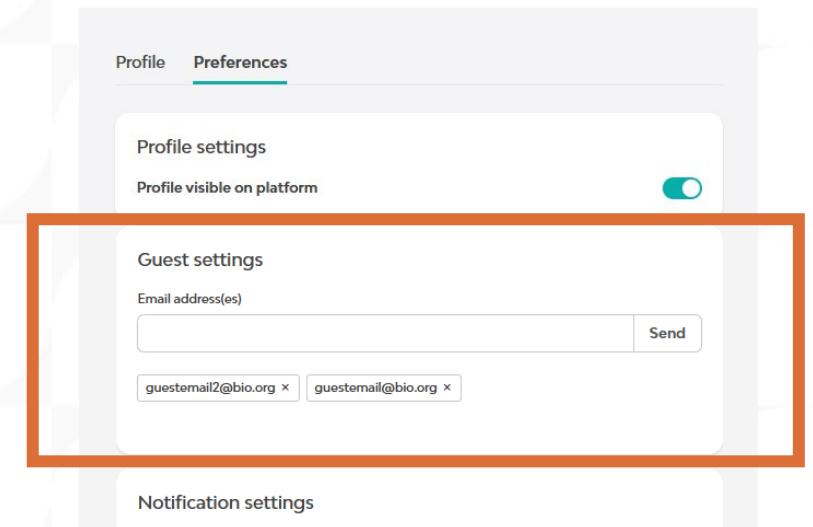


Invite a guest

Rally the troops and stay on top of your opportunities and meetings by inviting a guest

1. Click “Preferences” from your delegate profile
2. Under Guest Settings, add email address of your guest
3. Click “Send”
4. Repeat to add additional guests

Quick Note: **Guest access does not register the person for the Convention.** If your "guest" will be attending BIO 2025 and participating in meetings, they should register at <https://convention.bio.org> and should not be designated as a guest.



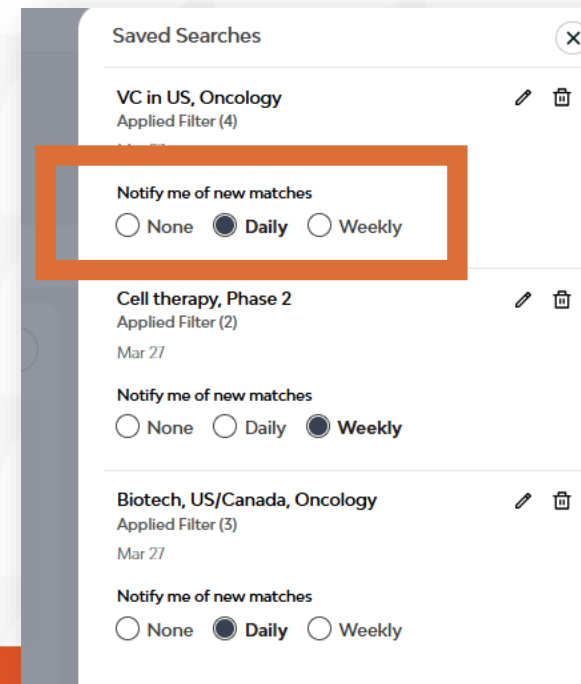
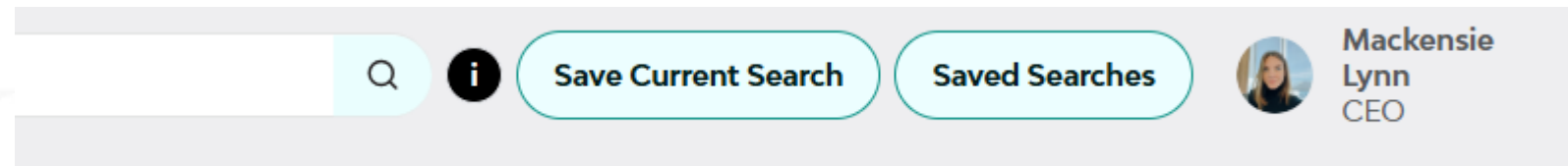


Notifications for Saved Search Matches

Save a search, get notified of new matches

1. Perform a search
2. Save your search
3. Select daily or weekly updates

Quick Note: You can be notified on new matches for multiple saved searches. Updates are either new companies or companies that have newly added the data that matches your selected criteria





New! AI-generated meeting request messaging suggestions

Suggested messages based on unique company profiles

1. Start a new meeting request
2. Select the company and any mentioned participant(s)
3. Select "AI Assist" under the meeting message box
4. Review and choose a subject & message
5. Make any additional edits and click "Send Request"

Quick Note: Generated messages will reference the company profiles of the sender and recipient.

New meeting request

* Meeting Title

Enter Meeting Title

0/255 max characters

Message

B I U [List Icon] [List Icon] [Link Icon]

Add Message

0/4000 max characters

AI Assist



New! AI-generated meeting request messaging suggestions

Helpful Tips

- Add to your company profile for more detailed messages, especially description, partnering objectives and TAs.
- Include a mentioned participant to be automatically added to the greeting.
- A title/subject line will also be generated for each message.
- Always review, refine and add your own voice before sending.
- Make sure the message aligns with your relationship with the recipient (formal vs. casual, peer vs. senior, prospect vs. customer).

New meeting request

* Meeting Title

Enter Meeting Title

0/255 max characters

Message

B I U ☰ ☷ 🔗

Add Message

0/4000 max characters

AI Assist



New! Partnering Objectives

Highlight what you're looking for—or offering—to connect with the right partners faster.

1. Go to "My Company" and *Edit Profile*
2. Select all that apply
3. Filter by specific partnering objectives on the Search page

The screenshot shows a web interface for selecting partnering objectives. At the top, there's a header "Partnering Objectives". Below it is a search bar with two active filters: "Seeking Investment" and "Seeking out-licensin...". A list of objectives follows, each with a green checkmark indicating it is selected. The objectives are: "Seeking Investment", "Seeking in-licensing opportunities", "Seeking out-licensing opportunities", "Seeking R&D Collaboration/Partnership", "Seeking non-R&D Collaboration/Partnership", "Seeking Co-Development Opportunities", and "Providing Investment/Financing". Below this list is a section titled "Choose Secondary Therapeutic Areas of Interest" with a dropdown arrow. At the bottom, there's a section titled "Geographic Areas of Interest" with a dropdown arrow labeled "Choose Geographic Areas of Interest".



Mobile app push notifications

Upcoming meeting info pushed directly to your mobile device

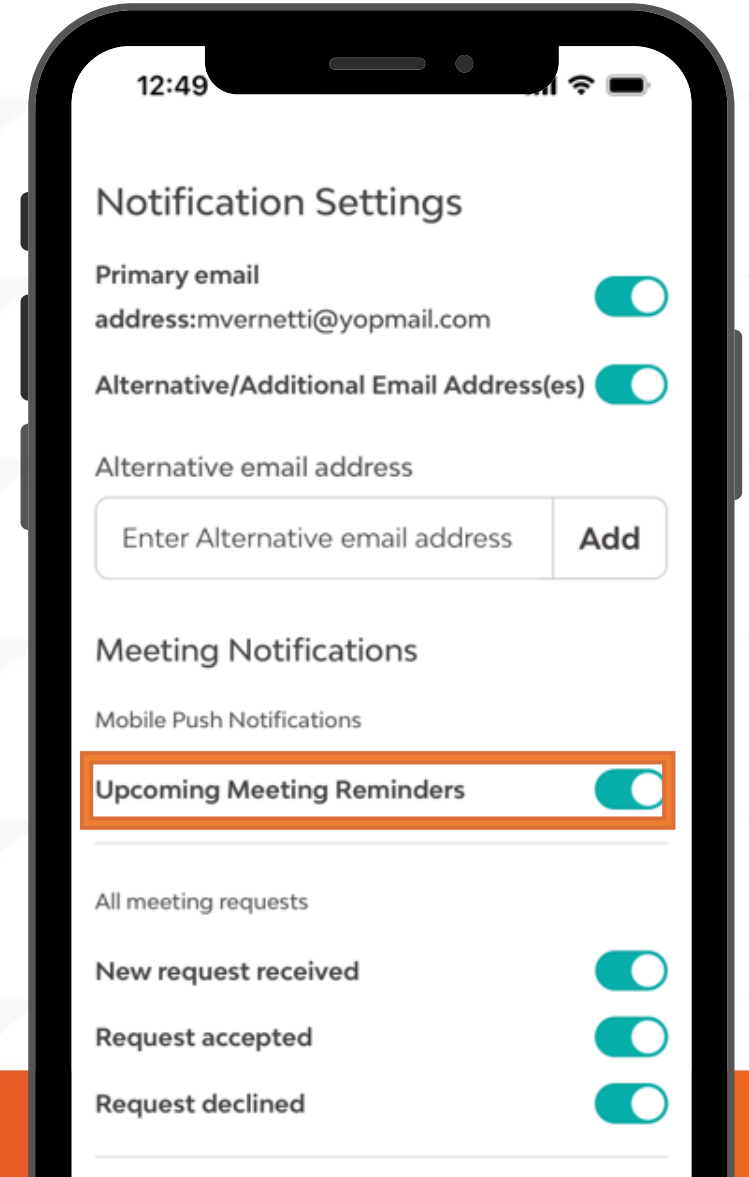
1. Download the mobile app
2. Click on photo/vignette in bottom right
3. Select **Edit Profile**
4. Select **Preferences**
5. Manage **Upcoming Meeting Reminders**

Quick Note: Push notifications are enabled by default, if you've downloaded the mobile app



Scan the QR code to download

Available for iPhone & Android





Partnering™

Scheduling How-to & Demo

Schedule Your Meetings

Step 1: Select an Accepted Meeting & Click Schedule

- Schedule meetings as soon as they are accepted
- Only mutually available times are shown
- Choose between four meeting location options:
 - In-person: BIO meeting table
 - In-person: Your own in-person meeting space
 - Virtual: BIO provided Zoom Link
 - Virtual: Your own virtual link
- Reschedule as needed, at your convenience

The screenshot displays the 'Self Schedule BIO Partnering Conference 2025' interface. On the left is a sidebar with navigation links: Dashboard, My Company, Calendar, Meetings (selected), Favorites, Search, and Help + Support. The main header shows 'Meetings | 4/150' with a search bar and filters for 'All 5', 'Needs Reply 0', 'Incoming 0', 'Outgoing 5', and 'Unread'. Below the filters is a list of meetings under the 'Today' tab. The first meeting, 'TO: Breakthrough Biotech', is highlighted with an orange box. It is marked as 'Accepted' and scheduled for 'Jul 28, 11:43 AM PST'. To its right, a detailed view of this meeting is shown, also with an orange box around the 'Schedule' button. The detailed view includes the company name 'Breakthrough Biotech', the topic 'TheraNova Discussion', and a status of 'Accepted'. Below this, there are sections for 'Linked Resources (0)' and '@Mentioned', which includes a mention of John Smith, Senior Director, Acquisition, with options for 'In-person' or 'BF' (Business Formal).

How to Schedule Your Meetings

Step 2: Select a Meeting Type [In Person, Virtual or Both]

Step 3: Select a time

Prompt times shown to include availability for any optional participants and BIO meeting space

Step 4: Select a location

The screenshot shows the 'Schedule Meeting' dialog box. It includes a close button (X) in the top right corner. The 'Meeting Type' section has 'In Person' and 'Virtual' buttons. The 'Select Date and Time' section shows a date picker for 'America/Los Angeles' and a 'Meeting Duration' of '60mins'. Below this, a grid of time slots is displayed for Monday, Tuesday, and Wednesday. The 'In Person' time slots are highlighted with orange boxes. The 'Include optional participants availability' and 'Show when conference provided locations are available' options are both toggled 'Yes'. The 'Select Location' section has three radio buttons: 'A conference provided meeting location' (selected), 'Add my own in person meeting location', and 'Add a meeting location later'. Below this, there are two dropdown menus: 'Available venue(s)' with 'Meeting Tables, Salon 7' selected, and 'Available meeting location(s)' with 'Table B4 (4 chairs), Salon 7, Marriott Marquis' selected. At the bottom, there are 'Cancel' and 'Reschedule meeting' buttons.

Schedule Meeting

In Person Virtual

Select Date and Time

America/Los Angeles Meeting Duration: 60mins

4 Mon 5 Tue 6 Wed

9:30 AM - 10:00 AM 10:00 AM - 10:30 AM

10:00 AM - 10:30 AM 10:30 AM - 11:00 AM

10:30 AM - 11:00 AM

1:30 PM - 2:00 PM

2:00 PM - 2:30 PM

2:30 PM - 3:00 PM

Include optional participants availability Yes

Show when conference provided locations are available Yes

Select Location

☒ A conference provided meeting location

☐ Add my own in person meeting location

☐ Add a meeting location later

Available venue(s)

Meeting Tables, Salon 7

Available meeting location(s)

Table B4 (4 chairs), Salon 7, Marriott Marquis

Cancel Reschedule meeting

Using Your Own 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 Location

☐ A conference provided meeting location

☒ Add my own in person meeting location

☐ Add a meeting location later

Reuse a saved location

Select a saved location

OR specify a new location

* Location Name

Conference Room 1, Cartwright Hotel, 524 Sutter

Location Description

Lobby level. 5 mins walk from Union Square. Call if you need any help finding the space 202.962.5432

100/4000 max characters

☒ Save this location for later use

Cancel

Schedule meeting

Using Your Own Virtual Meeting Link

- **Virtual Meeting Name:** optional
- **Virtual Meeting Link:** must be a valid link
- **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 Virtual Location

☐ A conference provided virtual link

☒ **My own virtual link**

☐ Add a virtual meeting link later

Reuse a saved location

Select a saved location

OR specify a new location

Virtual Meeting Name

MV Teams Call

* Virtual Meeting Link

<https://teams.microsoft.com/meet/2344919479844?p=NXUntTzMoAUorSIBi8>

Virtual Meeting Description

No passcode needed.

19/4000 max characters

☐ Save this location for later use

Cancel

Schedule meeting

Tips for Scheduling in BIO Meeting Points

- Make sure the time you choose is during BIO meeting space opening hours
- **PRO TIP!** Filter for BIO's meeting space availability before you select a time
- Choose any meeting point in the list, all are in the same general area
- Meeting points don't make for good A/V – opt to take virtual meetings elsewhere for more privacy and better connection and sound quality

Select Location

- ☒ A conference provided meeting location
- ☐ Add my own in person meeting location
- ☐ Add a meeting location later

Available venue(s)

Meeting Tables, Salon 7

Available meeting location(s)

Choose a meeting location

- Table A1 (4 chairs), Salon 7, Marriott Marquis
- Table A2 (4 chairs), Salon 7, Marriott Marquis
- Table A3 (4 chairs), Salon 7, Marriott Marquis
- Table A4 (4 chairs), Salon 7, Marriott Marquis
- Table B1 (4 chairs), Salon 7, Marriott Marquis
- Table B2 (4 chairs), Salon 7, Marriott Marquis
- Table B3 (4 chairs), Salon 7, Marriott Marquis

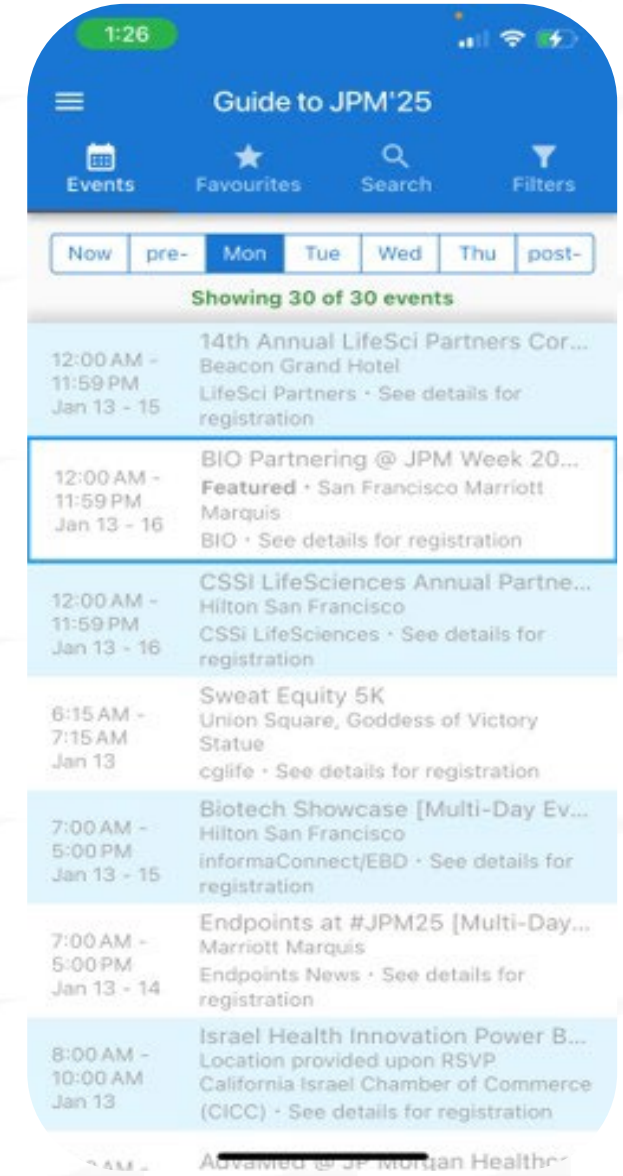


Partnering™

Live Demo

BIO & Novateur's Guide to JPM'26

- 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 app now in app stores – **2026 event list will be live soon!**
- **Scan QR code to download:**



Q&A

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

Contact us at biopartnering@bio.org

Thank you for joining us!
**Register for BIO Partnering @JPM
Week today at <https://bpjw.bio.org/>**