

Biotechnology Innovation Organization



January 12-16, 2020

San Francisco, California

Fostering the Success of the Industry

BIO One-on-One Partnering™ will allow you to do the following at JPM:

- Request meetings with thousands of biopharmas, investors, in-licensors, academics, research institutes, and patient groups at no cost.
- Schedule meetings in BIO's meeting space in the San Francisco Marriott Marquis, near Union Square, at competitive rates. BIO member companies can reserve one free hour of meeting space.
- Take advantage of BIO's comprehensive guide to JPM week events and receptions.

To apply, visit bio.org/jpm

2020 BIO One-on-One Partnering @ JPM – Frequently Asked Questions

1. How much does BIO meeting space cost?

BIO member companies receive one hour of BIO meeting space for FREE! After that, meeting space costs \$50 per 30 minutes. For non-member companies, BIO meeting space is \$100 per 30 minutes.

2. Where is BIO's meeting space located and what is it like? How many people can a BIO meeting space hold?

BIO's meeting space consists of tables in the Golden Gate Ballroom at the **San Francisco Marriott Marquis** (4th & Mission). Most BIO meeting points can seat four people, although a few can seat six—please check the meeting point details in the BIO One-On-One Partnering system to determine the number of seats at the meeting point you are booking. Each meeting point is separated by four feet of space.

3. Who has to pay for BIO meeting space booked for meetings?

The company that *schedules* a meeting within the BIO One-On-One Partnering system in a BIO meeting point in will be invoiced for the meeting. If you reserve meeting space using BIO's space reservation web form, your company will be invoiced for the meeting.

4. Can anyone have access, or do you need to be registered for JPM?

BIO One-On-One Partnering @ JPM is available to the biotech community during JPM week from Sunday, January 12th to Thursday, January 16th. You do not need to be registered for the J.P. Morgan Healthcare Conference, or any other conference/event, to use the system. BIO and its provision of the BIO One-On-One Partnering system is not affiliated with J.P. Morgan or the J.P. Morgan Healthcare Conference.

5. Can I schedule in my own space?

Yes! The BIO One-On-One Partnering system allows companies to input their own space information into the system when scheduling a meeting. There is no cost to schedule a meeting at your own space. The partnering system allows you to schedule meetings in your own meeting space from 6:00 AM-8:30 PM from January 12-16, 2020.

6. When can I expect an invoice for booking BIO meeting space?

You will receive a credit card authorization form within 3 business days of submitting a meeting space reservation to hold your reservation. Invoices will be sent after JPM week.

7. What is the cancellation policy for a booked BIO meeting space?

Paid meetings booked in BIO's meeting space must be canceled at least 7 calendar days prior to the meeting date for a refund. Paid meetings booked in BIO's meeting space will not be refunded if one or both parties do not show up for the meeting.

If a BIO member company does not show up for a free meeting booked in BIO's meeting space, the member will be charged at the full non-member rate. Free meetings booked by members in BIO's meeting space will be charged at the member rate if the member cancels the meeting but does not cancel the meeting 7 calendar days or more in advance.

8. Can I reserve a BIO meeting point with a company that is not in the partnering system?

BIO strongly encourages inviting companies you're interested in meeting into the partnering system via the opt-in form at bio.org/jpm, so that you can schedule the meeting directly in the system. If this is not possible, companies can use the web form to request a meeting point at the BIO meeting space by visiting bit.ly/jpm2020meetingspace.

9. My partnering calendar shows timeslots from 6:00 AM-8:30 PM each day. When can I schedule meetings in BIO space?

The partnering system allows you to schedule meetings in your own meeting space from 6:00 AM-8:30 PM each day for your convenience.

BIO meeting space can be scheduled during the following times:

Sunday, January 12	2:00 PM–5:30 PM
Monday, January 13	8:30 AM–6:00 PM
Tuesday, January 14	8:30 AM–6:00 PM
Wednesday, January 15	8:30 AM–6:00 PM
Thursday, January 16	8:30 AM–12:00 PM

For terms and conditions, visit: <http://bit.ly/jpmtermsandconditions>