

Download the Guide to JPM'25 mobile app.
Scan the QR code:



Partnering @JPM Week

January 13-16, 2025 | San Francisco, CA

bio.org/JPM



Empowering Connections.
Shaping Futures.

BIO Partnering @JPM Week Overview

November 14, 2024

1 PM EST



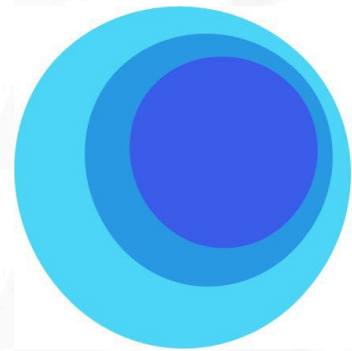
Hosted by: **Mackensie Vernetti**
Vice President, Partnering, BIO

- **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.

Sponsored by



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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 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



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'25 Mobile App
- Q&A



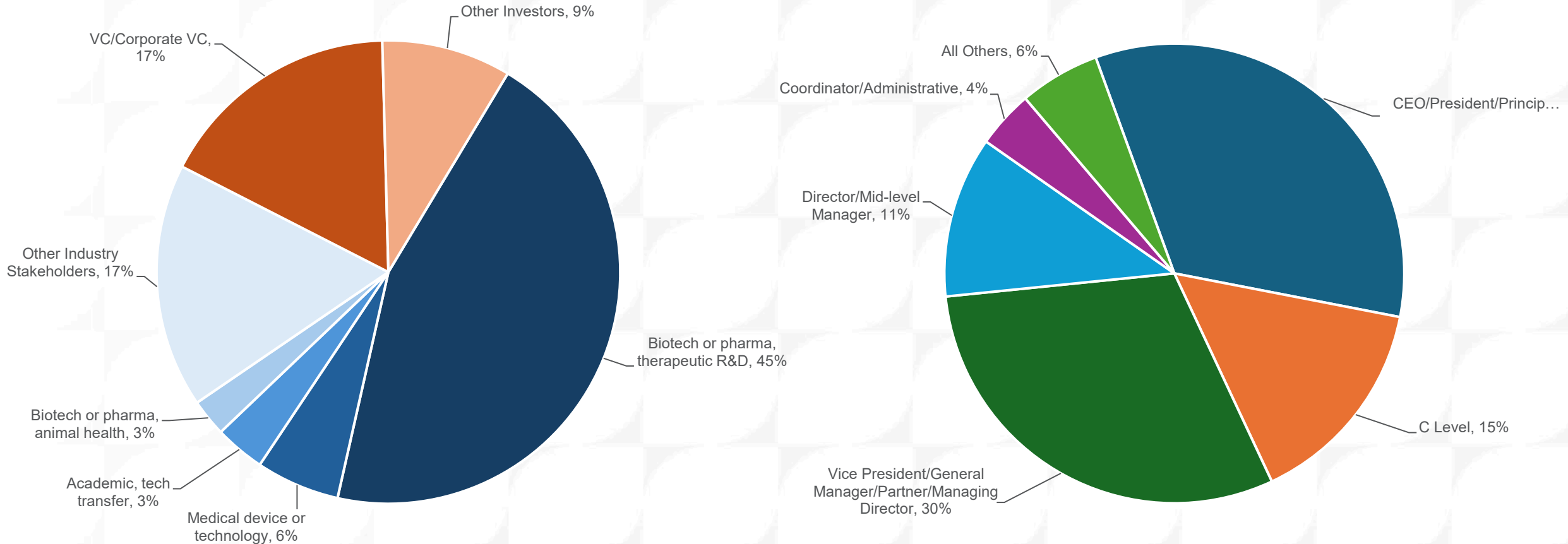
Overview

- Access industry audience regardless of other JPM week participation through BIO One-on-One Partnering™ system
- Self-schedule meetings for JPM Week, Jan 13-17
- 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/>**



Who's Partnering?

So far, 700+ participants from more than 500 companies, spanning 30 countries



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



Bio

Partnering @JPM Week

January 13-16, 2025
San Francisco, CA



What's New: Badges!

- You will need to pick up your badge at the registration desk outside of the meeting area prior to your first meeting in BIO's meeting space.
- A registration desk will be located in the foyer right outside of BIO's meeting space.
- Stop by Sunday Jan 12 (4-6pm) to pick up your badge early and say hi!



What's New: More Space

- 70% more meeting space!
- Same hotel, different location – just down the hall in Salon 7 (Lower B2 Level)

BIO's Meeting Space in San Francisco

- **Location:** San Francisco Marriott Marquis (4th + Mission), **now in Salon 7, Lower B2 Level**
- **Hours:**
 - Mon, Jan 13 – Wed, Jan 15 from 8am-6pm PT
 - Thurs, Jan 16 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
- **Registration badge is required to access BIO's meeting space**





Salon 7 Lower B2 Level

BIO's Meeting Space at the San Francisco Marriott Marquis

lower ballrooms





Sponsorship Opportunities

- **Event App: Guide to JPM '25**

By advertising in the Guide to JPM '25, your company can receive extensive branding recognition in the Guide to JPM '25 associated promotional materials. It is also the perfect opportunity to promote your networking event during JPM week.

- **Dedicated Partnering Suite | Limited Availability**

Private meeting space option within the ballroom at the San Francisco Marriott Marquis where 6,000+ one-to-one meetings will take place

- **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

BIO One-on-One Partnering™



Biotechnology Innovation Organization

Partnering @JPM Week

Search for companies and start sending requests

COMPANY PROFILE

Profile 95% complete
Visible [Update](#)

MEETING REQUESTS

All Incoming Outgoing

Requested 0
Accepted, to be scheduled 0
Accepted, no availability 0
Declined 0

[View all](#)

MEETINGS

All Incoming Outgoing

Scheduled 0
Canceled 0

[Download](#) [View](#)

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NEWS

BIO Partnering at JPM Badges

All meeting participants must register and get their badge in order to access the BIO-provided meeting space at the San Francisco Marriott Marquis.

Self Scheduling Meetings

BIO Partnering at JPM allows you to schedule your own meetings any time, anywhere during Health Week: at BIO-provided meeting space during conference hours (first come, first served), at a meeting location of your choice, or via Zoom link. View our [Quick Self-Scheduling Guide](#) for more information.

WEBINARS

REGISTER FOR THE UPCOMING PARTNERING WEBINAR!

BIO Partnering at JPM Week Overview Webinar

[Register for Free](#) | [View Last Year's Webinar](#) for a head start

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

BIO One-on-One Partnering™ Demo & Scheduling How-to



How to Schedule Your Meetings

- 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

🕒 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

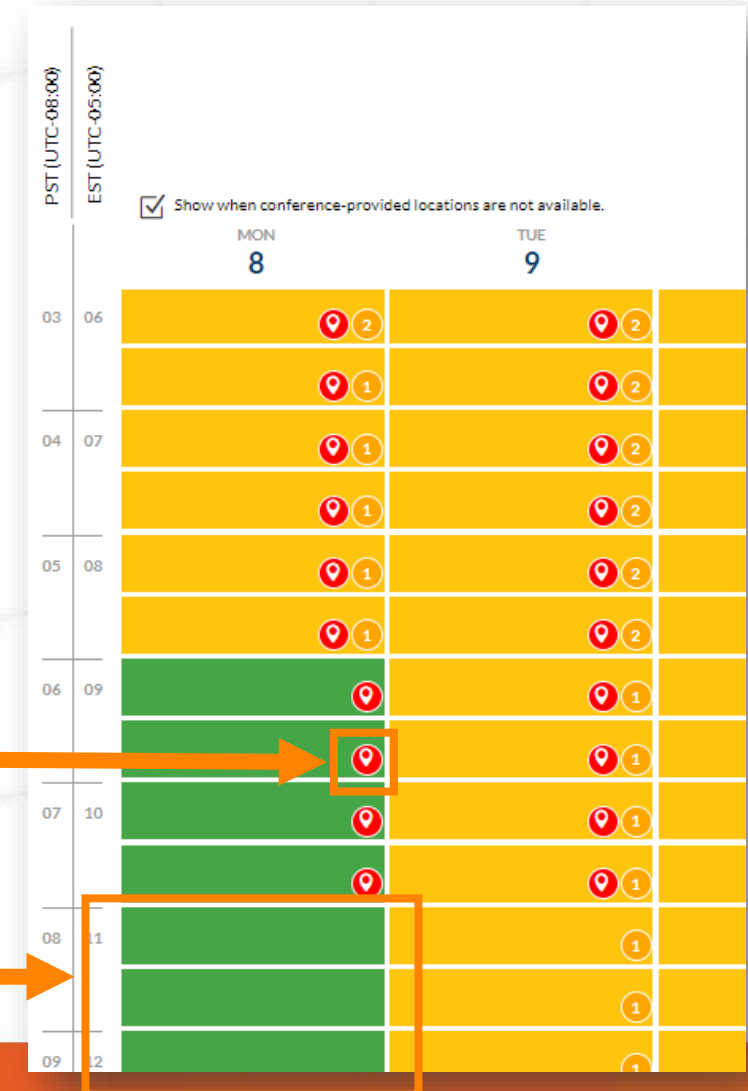
Add my own video call link

Add a video call link later



How to Schedule Your Meetings

- 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

🕒 Tuesday Jan 10, 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

🕒 Tuesday Jan 10, 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

Mackenzie 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 8885Passcode: 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
- **PRO TIP!** 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 more than 4 participants
- 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 the location

🕒 Tuesday Jan 14, 10:00 - 10:30 (UTC-08:00)

I need an in-person meeting location

Select which type of location is required

A BIO Meeting location

Select a venue

Meeting Tables, Salon 7

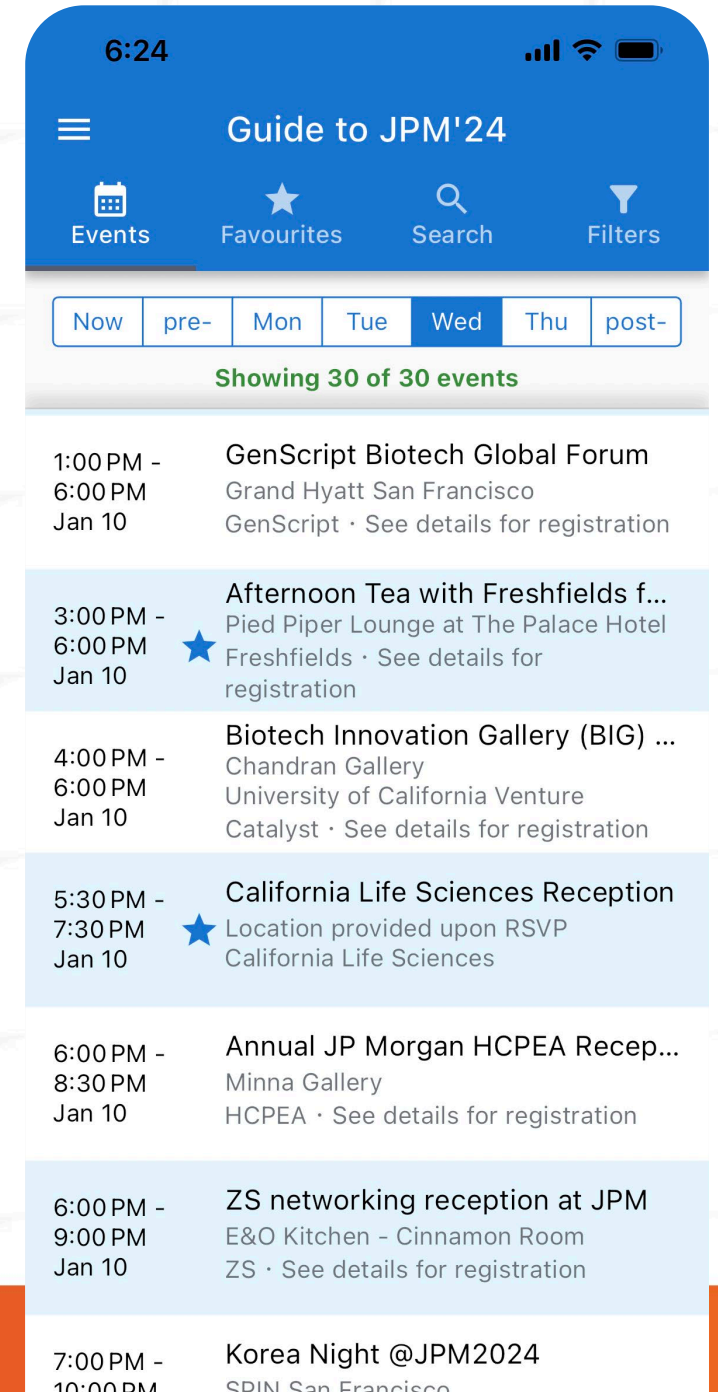
Select a meeting point (it doesn't matter which)

Table A1 (4 chairs), Salon 7, Marriott Marquis	Virtual meetings not supported
Table A10 (4 chairs), Salon 7, Marriott Marquis	Virtual meetings not supported
Table A11 (4 chairs), Salon 7, Marriott Marquis	Virtual meetings not supported
Table A12 (4 chairs), Salon 7, Marriott Marquis	Virtual meetings not supported
Table A13 (4 chairs), Salon 7, Marriott Marquis	Virtual meetings not supported

BIO One-on-One Partnering™ Demo

BIO & Novateur's Guide to JPM'25

- 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 – **2025 event list will be live this week!**
- **Scan QR code to download:**



Join me for the next webinar!

Partnering & Partying with a Purpose: BIO's JPM Week Events and Networking Guide

Thursday, December 5th 1:00 PM ET

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

- 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'25 mobile app

Q&A

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

Feeling shy? Email us at biopartnering@bio.org

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

Questions? Email us at biopartnering@bio.org