

BIO One-on-One Partnering™ System Tutorial

In-Person Tutorial

Help & Support
biopartnering@bio.org

ONE
PARTNERING™
Powered by BIO

Logging In

PLEASE NOTE:

Access to partnering requires that delegates use their company/professional email address.

Click here to
reset your
password.

ONE
PARTNERING™
Powered by BIO

Email address

jdoe@bio.org

Password

.....

Log in

[Forgot password?](#)

You will receive an email confirmation with login instructions within 1-2 business days after registering for the event. If you registered prior to the opening of the partnering system, you will receive this email confirmation once the system is open.

Your partnering login email is not the same as your registration confirmation/receipt.

If you have already used the partnering system at a previous event, you may use the same password. The email will also contain a link to reset your password in case you have forgotten it.

If this is your first time using BIO One-on-One Partnering, you will need to set your password using the link provided in the email.

Homepage

Easy access toolbar:

- Company & Delegate profile
- Search
- Calendar
- Message Center
- Request a Meeting

Important Partnering Updates & Tutorials

Webinars, Special Opportunities, Help & Support

View
bookmarks

Search Bar

Quickly search for companies, assets, etc. of interest

Logout

Partnering Feed
Sponsors & other
special listings

The screenshot shows the homepage of the BIO One-On-One Partnering platform. The top navigation bar includes links for HOME, PROFILE, SEARCH, CALENDAR, and MESSAGE CENTER, along with a 'New request' button. On the right, there are links for BOOKMARKS and a user profile icon. A sidebar on the left contains a 'COMPANY PROFILE' section with an 'Update' button, a 'MEETING REQUESTS' section with filters for All, Incoming, and Outgoing, and a 'MEETINGS' section with filters for All, Incoming, and Outgoing. The main content area features a search bar with the placeholder text 'Search for companies and start sending requests'. Below the search bar, there are tabs for 'About', 'Sponsors', and 'Member Discounts'. The 'About' tab is selected, showing the 'BIO Events International Convention' logo and a section titled 'About the 2023 BIO International Convention:'. This section describes the 'BIO One-On-One Partnering' program, which allows users to find potential business partners and request meetings. On the right side of the main content area, there is a section titled 'WHEN WILL MY MEETINGS BE SCHEDULED?' and a 'REGISTER FOR THESE UPCOMING WEBINARS' section with links to register for upcoming webinars.

ONE HOME PROFILE SEARCH CALENDAR MESSAGE CENTER New request

BOOKMARKS Bio

Sponsored by

Logout

Search Bar
Quickly search for companies, assets, etc. of interest

Search for companies and start sending requests Search

COMPANY PROFILE

Profile 95% complete
Visible Update

MEETING REQUESTS

All Incoming Outgoing

Requested 1
Accepted, to be scheduled 0
Accepted, no availability 0
Declined 0

View all

MEETINGS

All Incoming Outgoing

Scheduled 0
Canceled 0

Download View calendar

About Sponsors Member Discounts

Bio Events International Convention

About the 2023 BIO International Convention:

BIO One-On-One Partnering

BIO's One-on-One Partnering™ allows you to find potential business partners and request meetings through our easy-to-use online system. Expect to find senior biotech executives, business development leaders, and investors from premier firms participating this year. Your meetings will be scheduled in the Business Forum or at an Exhibitor Booth depending on your registration type.

WHEN WILL MY MEETINGS BE SCHEDULED?

BIO will begin scheduling accepted meetings with mutual availability on May 15. Scheduling will then continue on a rolling basis up through the end of the Convention.

Download the partnering mobile app!
[iPhone](#) | [Android](#)

REGISTER FOR THESE UPCOMING WEBINARS

Upcoming! 2023 BIO International Convention Preview & Partnering Basics Webinar | April 5 at 1PM ET
[Register Here](#)

Upcoming! 2023 BIO International Convention Advanced Partnering Webinar | May 3 at 1PM ET
[Register Here](#)

Company Profile

The screenshot displays the profile page for the Biotechnology Innovation Organization (BIO) on the BIO International Convention website. The page is divided into several sections: Description, Assets, Services, Market Products, Management, Delegates, and Content. Callouts highlight specific features:

- Craft a Brief Description, which will be directly visible in search results:** Points to the 'Brief description' field under the 'Description' section.
- Access delegate profiles, attendance type, notifications settings:** Points to the 'Delegates' section, which lists staff members like Jim Greenwood (CEO) and Joanne Duncan (President, Membership & Business Operations Division).
- Add documents, graphics, videos:** Points to the 'Content' section, which includes an 'Upload file' button.

The 'Description' section includes fields for 'Company type' (Public, NPO, govt., economic dev...), 'Keywords' (BIO, biotechnology, biotech, partnering, advocacy, business forum, purchasing program, BIO business solutions, membership), and a 'Brief description' (BIO is the primary advocacy organization for the biotechnology industry.). The 'Management' section lists staff members and their roles. The 'Content' section shows a button to 'Upload file'.

No required fields, but **all information is searchable. Add as much information as possible to increase your company's visibility**

Complete applicable fields,
especially **Description, Areas of
Interest, Financials, Contact
Information**

Add **Assets, Services, Market Products** as appropriate

Delegate Profile & Notification Preferences

Upload your headshot

Complete applicable fields,
especially **Job Title**,
Professional Background, Area
of Expertise

Delegate Contact Information
entered here is only visible to
companies with whom you share
it in the Message Center

Tailor your Notification Preferences

PUBLISHED

Bio

Nicholas Zuccaro

Your profile is PUBLISHEDUnpublish

Delegate profile

CompanyBiotechnology Innovation Organization

Job titleManager, Partnering Operations

LinkedIn profile

Keywords

Professional background

Area of expertise

Delegate address

CountryUnited States

StateDC

Address1201 Maryland Ave., SW, Ste. 900

Zip20024

CityWashington

Fill with company address

Delegate contact information

Your delegate contact information is private to you and is only shared with another company when you choose "Share contact information" in your Message Center

Email

Telephone

Autofill

Edit your notifications

Access your notification preferences

Your schedule updates

Please choose which notifications you would like to receive by email

Contact information

You will receive notifications at this email address
user@biotest.org ☒

Additional / alternative email:
☐

TIP: Click here to CC an additional recipient, such as an assistant or a colleague helping to manage your meeting activity, on your email notifications.

Email Notifications

All meeting requests

New request received ☒

Request accepted ☐

Request declined ☐

Request cancelled ☐

Meetings in which you are a participant

Meeting scheduled ☒

Meeting rescheduled ☒

Your company's meetings

Meeting scheduled ☐

Meeting rescheduled ☐

TIP: Click here to CC an additional recipient, such as an assistant or a colleague helping to manage your meeting activity, on your email notifications.

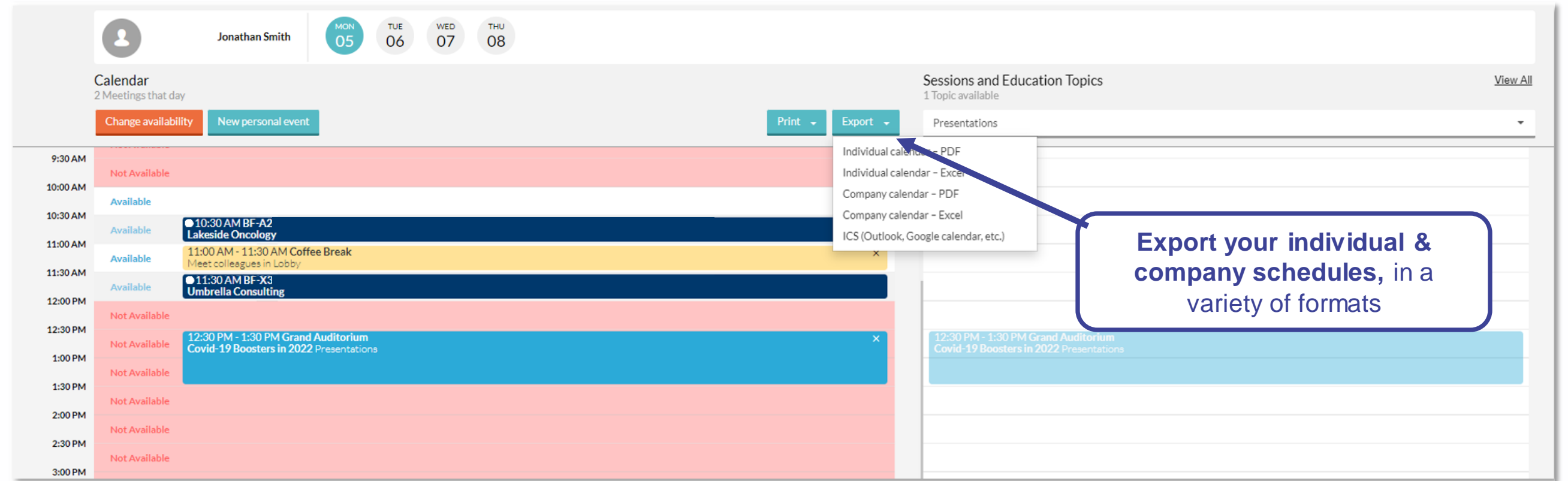
Calendar

View your calendar in the
conference time zone

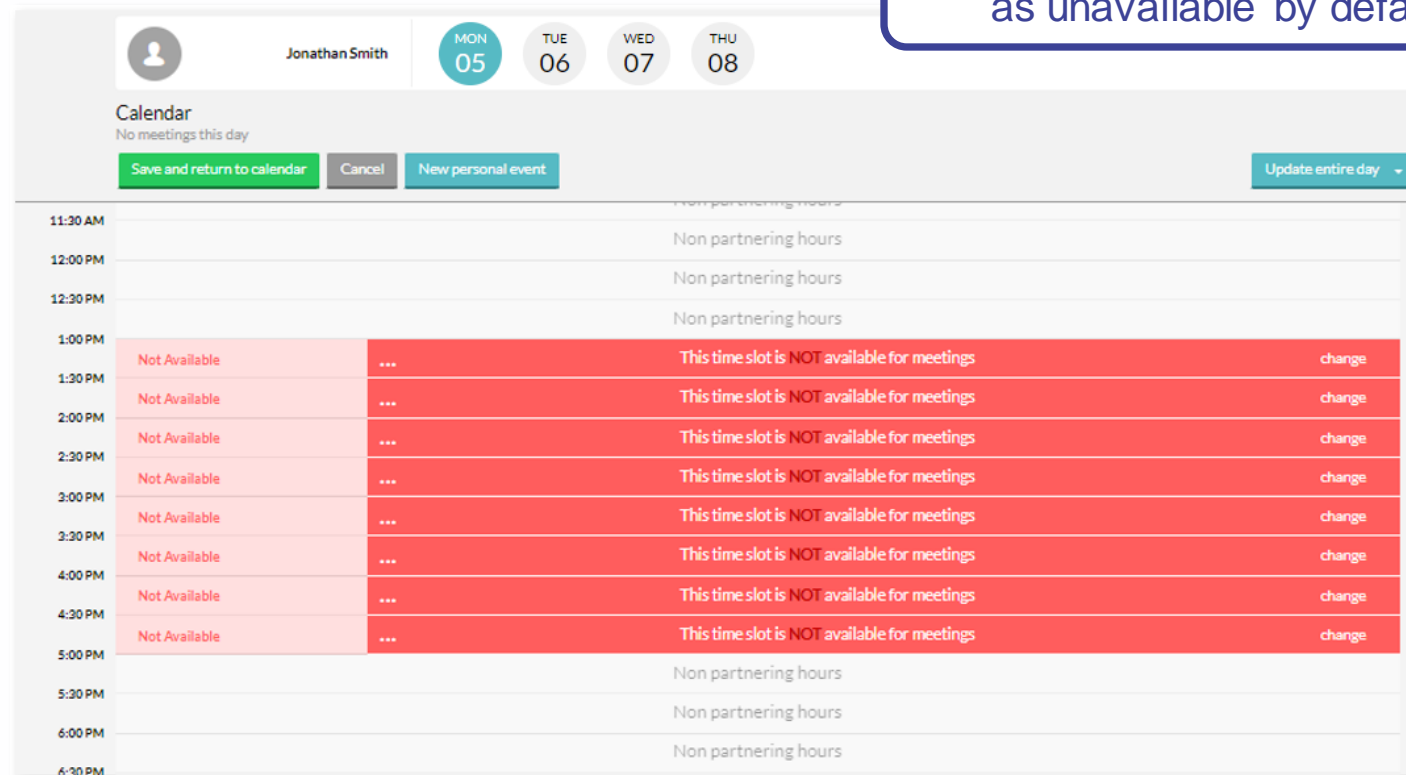
View your **scheduled partnering meetings** and their locations

Add program, presentations, networking

Add **personal events/notes** to keep track of engagements outside of programming & partnering



NOTE: Your Calendar is marked as unavailable by default.



Update your availability

1. Select the appropriate delegate from the top left drop-menu
2. Select the correct day of the week
3. Click Change availability
4. Mark the timeslots available (or unavailable) by clicking Change, or update the entire day
5. Click Save and return to calendar

Search & Advanced Search

Filter for investors

Export search results

Quickly send a meeting request to an identified target

Advanced search

Clear

Filter

×

2

1

Company name

Enter text...

Company types

Biotech or pharma, therapeutic R... X

Primary therapeutic areas

Select

No primary therapeutic areas selected

Secondary therapeutic areas

Select

No secondary therapeutic areas selected

Company registration date

From... → To...

Ownership

Private

Public

Other

	Search tips	Saved searches	Search history	Export
<div>Type text to search the directory</div> <div>Investors only <input type="checkbox"/> Filters (0)</div> <div>Companies (7) Delegates (13) Assets (2) Market Products (2) Services (5)</div>	Search	Advanced search	Modification date A-Z Relevancy	with
<div>UMBRELLA CONSULTING</div> <div>1 prior meeting 0 notes</div> <div>Premium consulting services</div> <div>Financial, legal, consulting</div> <div>France</div> <div>PRIVATE</div> <div>view website</div> <div>NEW REQUEST</div> <div>Make a note</div>				
<div>BREAKTHROUGH MEDICINES ASSOCIATION</div> <div>2 prior meetings 0 notes</div> <div>Based in London, our association brings biopharmaceutical companies together.</div> <div>Public, NPO, govt., economic development</div> <div>United Kingdom</div> <div>OTHER</div> <div>view website</div> <div>SCHEDULED</div> <div>Make a note</div>				
<div>MONOLITH BIOTECHNOLOGY CORP.</div> <div>0 notes</div> <div>Standing tall at the forefront of therapeutic and animal health R&D.</div> <div>Biotech or pharma, therapeutic R&D, Biotech or pharma, animal health</div> <div>Canada</div> <div>PRIVATE</div> <div>view website</div> <div>ACCEPTED</div> <div>Make a note</div>				
<div>FUTUREPHARMA HOLDINGS</div> <div>1 prior meeting 0 notes</div> <div>We are investors</div> <div>Investor Independent Research Firm</div> <div>United States</div> <div>PRIVATE</div> <div>view website</div> <div>NEW REQUEST</div> <div>Make a note</div>				
<div>AMERICAN GMO GROUP</div> <div>1 prior meeting 0 notes</div> <div>From seed to table, our GMO research continues to grow.</div> <div>Biotech - food & agriculture, Biotech or pharma, animal health</div> <div>United States</div> <div>PRIVATE</div> <div>view website</div> <div>NEW REQUEST</div> <div>Make a note</div>				
<div>MEGAPHARMA</div> <div>2 prior meetings 0 notes</div> <div>The premiere global pharmaceutical company.</div> <div>Biotech or pharma, therapeutic R&D, Digital health</div> <div>Germany</div> <div>PUBLIC: NASDAQ: MGPHR</div> <div>view website</div> <div>NEW REQUEST</div> <div>Make a note</div>				
<div>BIOTECHNOLOGY INNOVATION ORGANIZATION</div> <div>0 notes</div> <div>BIO is the primary advocacy organization for the biotechnology industry.</div> <div>Public, NPO, govt., economic development</div> <div>United States</div> <div>OTHER</div> <div>view website</div> <div>NEW REQUEST</div> <div>Make a note</div>				

Identify newly added companies

Use headers at the top to view **Company, Delegate, Asset, Market Products, Services** listings

Use the **Advanced Search** to apply specific criteria, like **Company Type, Therapeutic Area, Registration Date, Location, etc.**

Save your search to easily apply the same criteria and monitor results

Message Center

View & manage your company's meeting requests. All delegates from the same company can view all the same requests

Export meeting request data in Excel

Filter by:

- Personal tag
- Unread messages
- Incoming & Outgoing
- Meeting Status

Use the **Advanced filters** to refine and combine multiple filters

The screenshot displays the Message Center interface. On the left, a sidebar contains filters: 'All requests', 'Requests you are tagged in', a search bar, 'Unread' (with 'Unread messages only' selected), 'Requests type' (with 'Incoming requests' and 'Outgoing requests' options), 'Status' (with 'All', 'Requested', 'Scheduled', 'Pending reschedule', 'Accepted', 'Canceled', and 'Declined' options), and an 'Advanced filters' button. The main area shows a list of meeting requests. The first request is from 'US Department of Emerging Sciences' with a status of 'ACCEPTED'. The second is from 'Lakeside Oncology' with a status of 'ACCEPTED'. The third is from 'Xavier Institute of Medicine' with a status of 'ACCEPTED'. The fourth is 'Investor Meeting Request' with a status of 'No mutual availability' (indicated by a red warning icon). The fifth is 'To Umbrella Consulting' with a status of 'SCHEDULED' and a specific time slot. A callout box points to the 'No mutual availability' status, explaining that meeting requests that are 'Accepted' but have no available timeslot will be marked with this tag.

From	Last update	Subject	Status
From US Department of Emerging Sciences	last update 10 minutes ago	Academic, tech transfer, Biotech - industrial & environmental Follow-Up Meeting regarding Partnership at BIO Convention	ACCEPTED
From Lakeside Oncology	last update 9 minutes ago	Introduction to Your Company's Pipeline	ACCEPTED
From Xavier Institute of Medicine	last update 32 minutes ago	Investor Meeting Request	ACCEPTED
To Umbrella Consulting	last update 3 hours ago	Financial, legal, consulting Meeting at BIO 2022	SCHEDULED

Jun 14, 11:30 AM - 12:00 PM
BF-X328

Sending Meeting Requests

NOTE: Meeting requests are sent **company-to-company** rather than **between individuals**. The receiving company will determine which of their participants to add to the meeting

1. Click **New Request** at the top of any page, or the New Request button to the right of a search result
2. Begin typing in the name of the company you'd like to meet in the **To** field
3. Add a **Title** and **Message**
4. Add a **linked resource** from your profile if applicable and/or update meeting participants from your company if needed
5. Click **Send Request**

New meeting request

To

ZZZ Aquarium

Request subject and message

Title

Message

Linked resources

Choose

No assets, market products, services or content are linked yet

Participants

Delegate

You
Coordinator, Partnering Operations

Cancel

Send request

Pick participants

Save Cancel

Filter company delegates here

Lorenzo Tucker
No free timeslot
[View calendar](#)

Mackensie Verneti
1 free timeslot
[Click to add as participant](#) [View calendar](#)

Nick Zuccaro
2 free timeslots
Required
[Click to remove as participant](#) [View calendar](#)

Ryan Lowry
No free timeslot
[View calendar](#)

Responding to Meeting Requests

Accept a Meeting Request

1. Click **Accept Request**
2. Include a message (optional)
3. Click **Accept Request**

Decline a Meeting Request

1. Click **Decline Request**
2. Include a message (optional)
3. Click **Decline Request**

“Reply Only”

Click “Reply Only” to continue a conversation, ask a question, or follow-up on an existing meeting request. This allows you to add an additional comment or question, or respond to the thread without changing the request’s status

The screenshot shows a meeting request from 'Biotechnology Innovation Organization - (BF)' to 'Indigo Pharmaceuticals - (BF)'. The status is 'REQUESTED'. At the top right is a 'Reply only' button. Below the header, there are two buttons: 'Accept request' (green) and 'Decline request' (red). A blue arrow points from the 'Accept request' button to the 'Accept Request' dialog box on the right. Below these buttons, there are sections for 'Biotechnology Innovation Organization Participants' and 'Indigo Pharmaceuticals Participants', each with 'Required participants' and 'Optional participants' lists. At the bottom, there are sections for 'Biotechnology Innovation Organization linked resources' and 'Indigo Pharmaceuticals linked resources'. At the very bottom, there is a 'Meeting' section with a 'Share my contact information' button and a 'Reply only' button. A blue arrow points from the 'Share my contact information' button to a callout box.

The 'Accept Request' dialog box shows the meeting details, including the 'From' field with the Biotechnology Innovation Organization logo. It has a 'Your Message' text area. Below the message area are sections for 'Linked resources' and 'Participants', each with a 'Choose' button. At the bottom, there are 'Cancel' and 'Accept Request' buttons.

Share your contact information directly with a specific company.

Updating Meetings

Request a meeting be rescheduled in the Message Center by clicking on “Request Reschedule”

Edit the required and optional meeting participants from your company

Link topical content from your Company Profile

Click **Share my contact information** to provide your personal contact details with this specific company

The system will be open for 1 year after the conference for your **follow up and data review/collection**

The screenshot displays the 'TAGS AND TAGGED DELEGATES' interface. At the top, it shows 'Biotechnology Innovation Organization Biotech - Association' with an 'Incoming' status. A callout points to the meeting time 'Monday, June 05 4:30 PM to 5:00 PM' and location 'BF-A333', stating 'Displayed meeting time is in the conference time zone'. Another callout points to the location 'BF-A333', stating 'Meeting location'. Below this, there are two columns for participants. The left column is for 'Biotechnology Innovation Organization Participants' and the right is for 'Indigo Pharmaceuticals Participants'. Each column has a 'Required participants' section with a list of names (Nick Zuccaro and Mackensie Vernetti for Biotech; Indra Indigo for Indigo) and an 'Optional participants' section. There are 'Edit' buttons next to each participant list. At the bottom, there are buttons for 'Share my contact information' and 'Reply only'. A callout points to the 'Reply only' button, stating 'Click Reply Only to send a message to the other company within the meeting request'. The interface also includes a 'Request reschedule' button, a 'Cancel meeting' button, and a 'SCHEDULED' status indicator.

NEW: Optional Meeting Participants

You can now mark a meeting participant as optional on your meeting requests, allowing you to prioritize meeting attendance and get more meetings scheduled.

This is especially helpful for groups and those with busy colleagues and limited availability for meetings.

1. Click "Edit" in the participants section on a meeting request
2. Select a colleague (or yourself) and their participation type specific to that meeting - Required or Optional
3. Click "Save"

The screenshot displays the 'TAGS AND TAGGED DELEGATES' interface. At the top, a meeting request for 'Indigo Pharmaceuticals' is shown with details: 'Outgoing', 'SCHEDULED', 'Monday, June 05', '4:30 PM to 5:00 PM', and 'BF-A333'. Below this, there are buttons for 'Request reschedule', 'Cancel meeting', and 'Reply only'. A large blue arrow labeled '1.' points to the 'Edit' button in the 'Indigo Pharmaceuticals Participants' section.

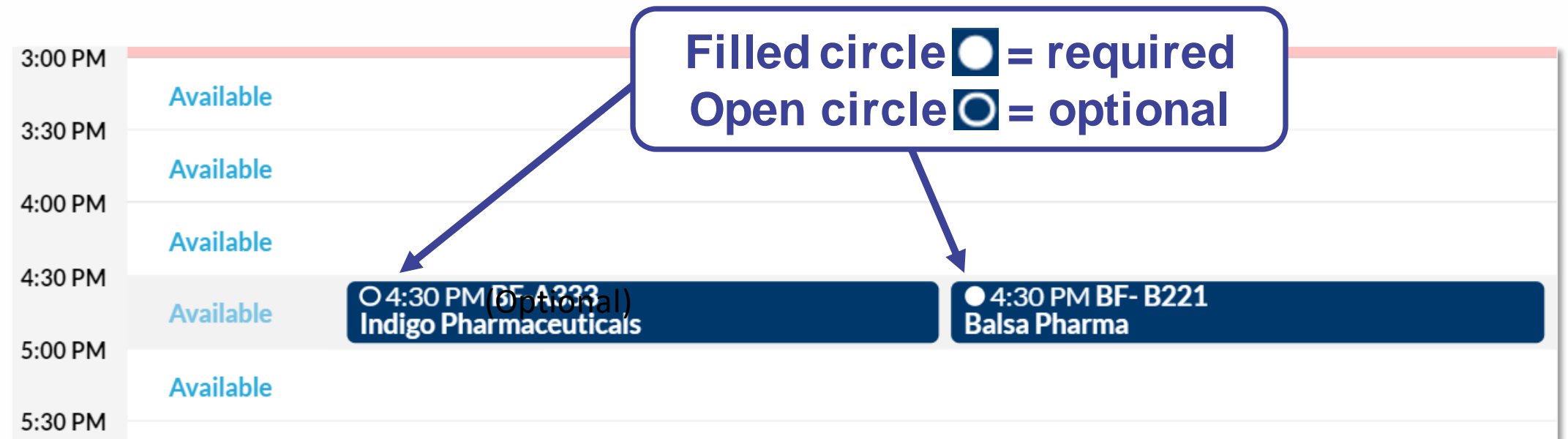
The 'Indigo Pharmaceuticals Participants' section shows two columns of participants. The first column, 'Biotechnology Innovation Organization Part...', lists 'Required participants' (Nick Zuccaro) and 'Optional participants' (Mackensie Verneti). The second column, 'Indigo Pharmaceuticals Participants', lists 'Required participants' (Indra Indigo). A large blue arrow labeled '3.' points to the 'Save' button in the 'Pick participants' modal.

The 'Pick participants' modal is open, showing a search bar 'Filter company delegates here'. Below the search bar, there are three participant cards. The first card is for 'Lorenzo Tucker' with 'No free timeslot' and a 'View calendar' link. The second card is for 'Mackensie Verneti' with '1 free timeslot' and a note 'This delegate is unavailable or may have another meeting at this time.' It has a dropdown menu set to 'Optional' and a 'View calendar' link. The third card is for 'Nick Zuccaro' with '2 free timeslots' and a 'View calendar' link. A large blue arrow labeled '2.' points to the dropdown menu for Nick Zuccaro, which is open showing 'Required' and 'Optional' options.

NEW: Optional Meeting Participants (Cont.)

Meetings display on your Calendar with a Required/Optional indicator.

It is possible to have more than one meeting on your calendar at the same time if you are marked as optional. **There will be only one required meeting on your calendar at any one timeslot.**



A few more details about this new feature:

- Optional participants receive all of the scheduling notifications for the meeting, including the Outlook email invitations
- Scheduling will reference the mutual availability of the required participants only, cutting down on unschedule-able meetings without mutual availability
- Required v. optional is also noted on your schedule printout and outlook/email calendar invitations

Attend Your Meetings

When on site at the conference, there are a few different ways to locate your meeting information and **get your partnering schedule**:

1. Find the meeting invitation in your personal calendar (Outlook, Google, etc.)
2. Download the BIO One-On-One Partnering mobile app, on the Apple App Store or Google Play Store, to see your most up-to-date partnering calendar
3. Use the terminal computers near the partnering customer service desk to get a schedule printout
4. You can always reference your calendar by logging into the partnering system on your computer

The screenshot displays a web-based calendar interface for a user named Jonathan Smith. At the top, there is a header bar with a profile icon, the name 'Jonathan Smith', and a navigation bar showing the days of the week (MON 05, TUE 06, WED 07, THU 08). Below the header, the word 'Calendar' is displayed, followed by '2 Meetings that day'. Two buttons are visible: 'Change availability' (orange) and 'New personal event' (teal). The main area is a calendar grid with time slots from 9:30 AM to 3:00 PM. The grid shows availability status (Available or Not Available) and meeting events. A callout box labeled 'Meeting Information' points to a meeting event titled '11:30 AM BF-X328 - This is a test location for the Business Forum. Umbrella Consulting'.

Time	Availability	Meeting Information
9:30 AM	Not Available	
10:00 AM	Available	
10:30 AM	Available	10:30 AM BF-A256 - This is a test location for the Business Forum. Lakeside Oncology
11:00 AM	Available	11:00 AM - 11:30 AM Coffee Break Meet colleagues in Lobby
11:30 AM	Available	11:30 AM BF-X328 - This is a test location for the Business Forum. Umbrella Consulting
12:00 PM	Not Available	
12:30 PM	Not Available	12:30 PM - 1:30 PM Grand Au Covid-19 Boosters in 2022 Pr
1:00 PM	Not Available	
1:30 PM	Not Available	
2:00 PM	Not Available	
2:30 PM	Not Available	
3:00 PM	Not Available	

Contact Information



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