



**Biotechnology**  
Innovation Organization



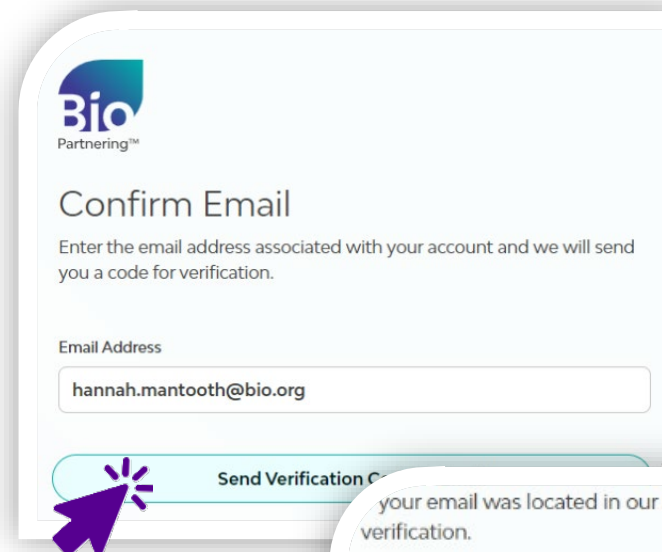
**Partnering™**

**Tutorial**

# Login

## Accessing BIO Partnering™ for the first time

1. Register for the conference & receive the login email from [biopartnering@bio.org](mailto:biopartnering@bio.org)
2. Click the link to the partnering system
3. Verify your email address using the new Multi-Factor Authentication System (MFA)
4. Enter the MFA code
5. Set your password
6. Login using your newly created password
7. Enter the MFA code to verify your new account & enter the partnering system



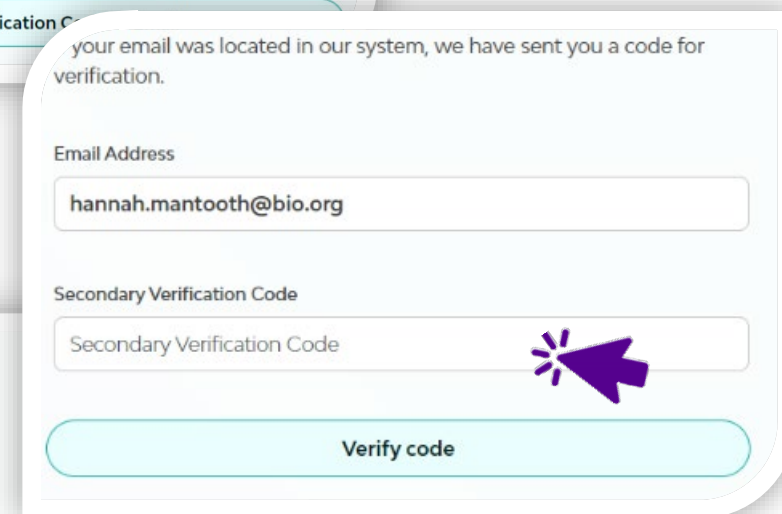
**Bio Partnering™**

### Confirm Email

Enter the email address associated with your account and we will send you a code for verification.

Email Address  
hannah.mantooth@bio.org

Send Verification Code



Your email was located in our system, we have sent you a code for verification.

Email Address  
hannah.mantooth@bio.org

Secondary Verification Code  
Secondary Verification Code

Verify code



← Back

**Bio Partnering™**

### Set Password

Create a new password and confirm.

New Password  
New Password

Confirm New Password  
Confirm New Password

Continue

# Dashboard

# Dashboard

Access event updates & news

The screenshot shows the Bio Partnering dashboard. At the top left is the Bio Partnering logo and the text 'BIO Partnering™ Conference'. Below this is a 'Request Meeting' button. A navigation bar on the left contains links for 'Dashboard', 'My Company', 'Calendar', 'Meetings', 'Favorites', 'Search', and 'Help + Support'. The main content area features a large banner for 'The BIO Partnering™ Conference' with a welcome message and two links: 'About the Event' and 'View the Conference Program', which are circled in red. Below the banner is a section for 'Biotechnology Innovation Organization' with a 'Company profile 85% complete' status and a 'Delegate Availability (10)' table. On the right, there is a user profile card for Nicholas Zuccaro, Sr. Manager, Partn... with a 'Your profile is 35% complete' status and a 'Complete your profile' link.

**Request Meeting**

**Navigation Bar:**

- Dashboard
- My Company
- Calendar
- Meetings
- Favorites
- Search
- Help + Support

**Main Content:**

Dashboard

Type keyword(s) and press enter

Nicholas Zuccaro  
Sr. Manager, Partn...

The BIO Partnering™ Conference

Welcome! Meeting scheduling begins soon! Start requesting meetings now.

[About the Event](#) [View the Conference Program](#)

**Biotechnology Innovation Organization**

Company profile 85% complete

Add more information to your company profile to increase your company's visibility.

**Delegate Availability (10)**

Barbara Goldstein	Chad Wessel	Denise Bondoc	Eduardo Alvarez	Francis Madrigal
3 openings	0 openings	0 openings	0 openings	0 openings
0% profile completion	10% profile completion	0% profile completion	0% profile completion	0% profile completion

[View all delegates available](#)

**Your profile is 35% complete**

Add more information to your profile to increase your visibility.

[Complete your profile](#)

Quickly request a meeting or switch between events & other pages with the navigation bar.

View profile completion status & meeting availability to maximize scheduling

# Dashboard (Continued)

The screenshot shows a dashboard with two main panels. The left panel, titled 'Meeting Requests', includes a 'Your Overview' section with 4 Mentions, 6 Required, and 2 Optional requests. Below this is a 'Company Overview' section with a list of responses: 1 Needs reply, 3 Declined, 2 Accepted, to be scheduled, and 1 Accepted, no availability. The right panel, titled 'Meeting Request Updates', shows a chronological list of updates from various companies like Unity Pharma, Carl's Clinical & Legal Services, Opal Biosciences, Falcon Investments, Summit Biotech, and BlueSky Pharmaceuticals, with timestamps ranging from 03:35 PM to 06:41 AM. A teal arrow points from the 'Search for partners' link to a callout box. Another teal box points to the 'Needs reply' status in the company overview. A third teal box points to the 'Meeting Request Updates' panel.

**Meeting Requests** →

Your Overview

4 Mentions | 6 Required | 2 Optional

Get started by using search to find your partners and send meeting requests.

[Search for partners](#)

**Incoming Requests** | Outgoing Requests

Company Overview

- 1 Needs reply
- 3 Declined
- 2 Accepted, to be scheduled
- 1 Accepted, no availability

**Meeting Request Updates** →

- Nov 04, 2024 03:35 PM  
Unity Pharma  
Mackensie sent a message
- Nov 04, 2024 11:51 AM  
Carl's Clinical & Legal Services  
Barbara Requested the meeting
- Nov 03, 2024 06:54 AM  
Opal Biosciences  
Mackensie Un-canceled the meeting
- Nov 03, 2024 06:48 AM  
Falcon Investments  
Mackensie Accepted the meeting and sent a message
- Nov 03, 2024 06:42 AM  
Summit Biotech  
Mackensie Requested the meeting and sent a message
- Nov 03, 2024 06:41 AM  
BlueSky Pharmaceuticals  
Mackensie Requested the meeting and sent a message

Multiple ways to quickly search

Take quick action with insightful meeting overview.

Keep track of meeting request responses

See who is awaiting a reply & who has accepted or declined your request.

# My Company

# My Company (continued)

My Company

Type keyword(s) and press enter

Nicholas Zuccaro  
Sr. Manager, Partn...

**Bio Partnering**

BIO Partnering™  
Conference

Request Meeting

Dashboard

My Company

Calendar

Meetings

Favorites

Search

**Bio** Biotechnology Innovation Organization

Public, NPO, govt., economic development  
Washington, District of Columbia • United States

Profile Visible

Assets, Services & Market Products Leadership & Dele

Assets (0)

Services Offered (3)

Membership

**Bio Partnering**

Sponsored by: **Bio Partnering**

**Brief Description**  
BIO is the primary advocacy organization for the biotechnology industry.

**Description**  
The Biotechnology Innovation Organization (BIO) represents biotechnology companies, academic institutions, state biotechnology centers and related

Maximize your searchability & visibility with a complete profile.

Update & add to your company profile at any time.


Include a brief company description that displays in search results.

# My Company (continued)



Edit Company Profile

Edit Background

 **Biotechnology Innovation Organization**

Public, NPO, govt., economic development  
Washington, District of Columbia • United States

Profile Visible >

Company Leadership & Delegates Assets Services Market Produc

Customize your company background & logo to standout!

Your company profile is visible by default.  If hidden, your company is invisible to others & unable to receive meeting requests



# My Company (continued)

As one of the most searched criteria, Country input is a requirement to maximize visibility

List multiple Geographic Areas of Interest for added visibility

Geographic Areas of Interest

Choose Geographic Areas of Interest ▼

Brazil × Germany × Japan × South Africa × Taiwan × Turkey ×

United Kingdom × South Korea ×

Add multiple company addresses

Company Addresses

Primary Address

Address 1: 1201 New York Avenue NW

Address 2: Ste 1300

\* Country: United States ▼ State: District of Columbia × ▼

City: Washington Zip Code: 20005

Secondary Address ⊘ Remove

\* Country: Choose Country ▼ State: Enter State

City: Enter City

+ Add Address

# Assets, Market Products, & Services

Make it easy for the right partners to find you with Asset, Service & Market Product information.

The screenshot shows a user profile for 'Biotechnology Innovation Organization'. The profile includes a bio: 'Public, NPO, gov., economic development Washington, District of Columbia • United States'. Below the bio is a 'Profile Visible' toggle. A navigation bar at the bottom of the profile has tabs for 'Leadership & Delegates', 'Assets', 'Services', and 'Market Products'. The 'Assets' tab is circled in teal. Below the navigation bar is a 'Create New Asset' button with an 'Add Asset' sub-button, also circled in teal. Below that is a section titled 'Assets (0)' with the text 'No Assets Available'.

The screenshot shows the 'Create New Asset' form. The title 'Create New Asset' is circled in teal. The form contains the following fields:

- \* Asset Name**: A text input field with the placeholder 'Enter Asset Name'.
- Asset Type**: A dropdown menu with the placeholder 'Choose Asset Type'.
- Asset Partnered**: A dropdown menu with the selected option 'Not Partnered'.
- Company Website**: A text input field with the placeholder 'Enter Company Website'.
- Keywords**: A text input field with the placeholder 'Enter Keywords' and an 'Add' button.
- Description**: A rich text editor with a toolbar containing icons for bold (B), italic (I), underline (U), list (bulleted), list (numbered), and link (🔗).
- Highest Development Phase**: A dropdown menu with the placeholder 'Choose Development Phase'.
- Clinical Indication**: A dropdown menu with the placeholder 'Choose Clinical Indication'.
- Mechanism of Action**: A dropdown menu with the placeholder 'Choose Mechanism of Action'.
- Technologies**: A section with no visible input fields.

At the bottom right of the form are 'Cancel' and 'Save' buttons.

# Assets, Market Products, & Services

(Continued)

Biotechnology Innovation Organization  
Washington, District of Columbia · United States

Profile Visible >

Company Leadership & Delegates **Assets** Services Market Products

Create New Service

Add Services

Services (3)

- Membership (Type: Other) Show
- BIO Partnering (Type: Information Technology) Show
- BIO Business Solutions (Type: Other) Show

Services (3)

- Membership Show
- BIO Partnering Show

Edit Delete

Edit & Delete by Clicking the vertical ellipsis

Highlight each asset, market product or service with a unique logo

Membership

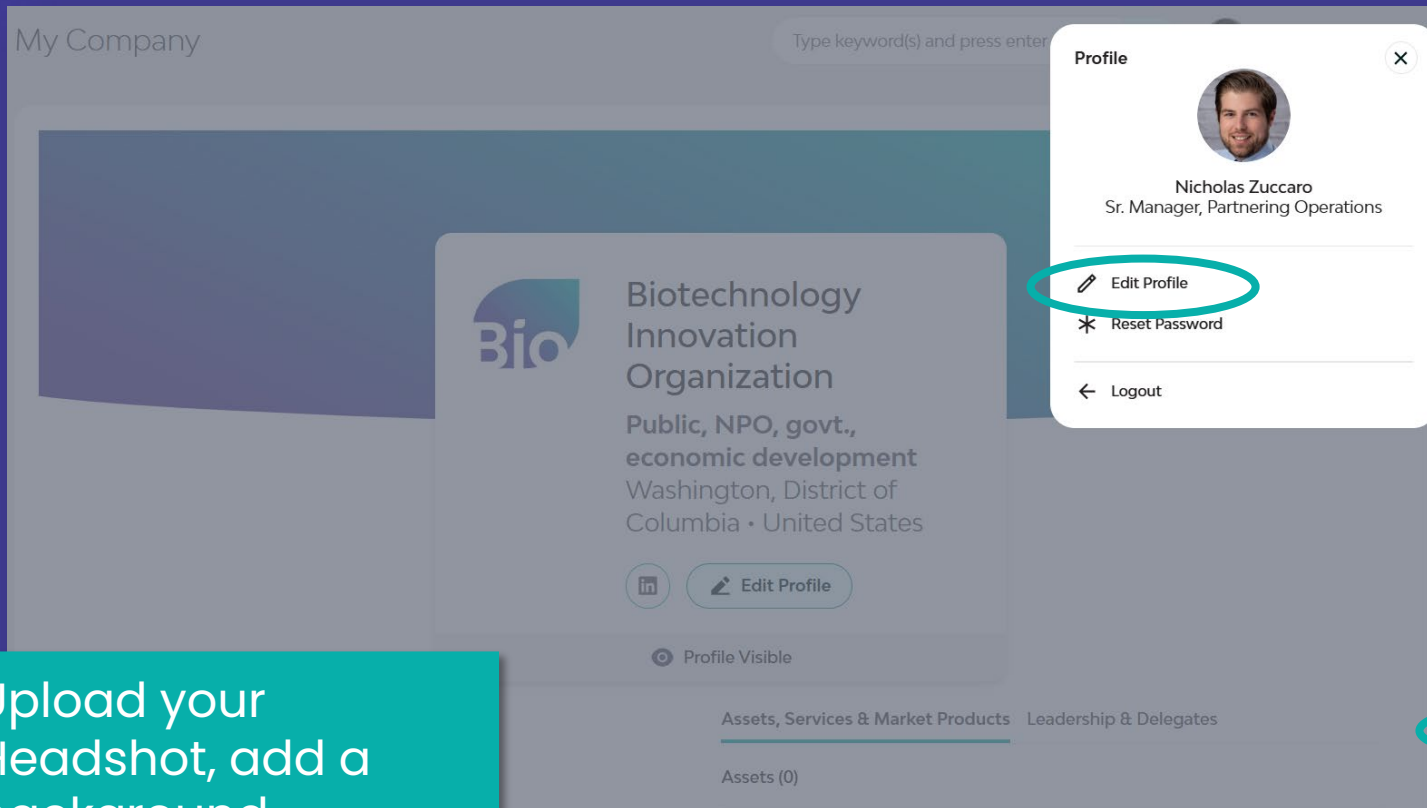
\* Service Name

Membership

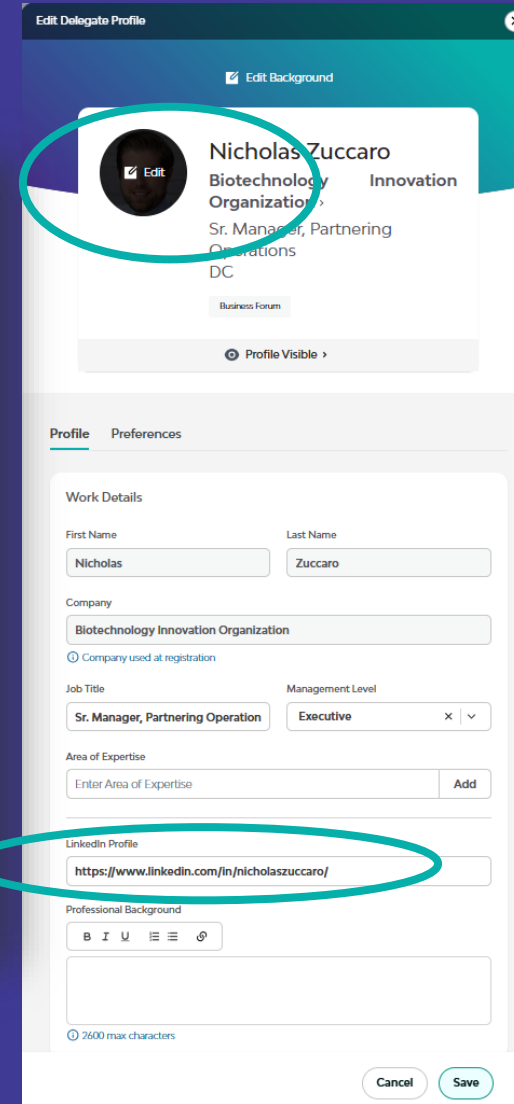
Service Type

Other

# Delegate Profile



Upload your Headshot, add a background & add a link to your LinkedIn profile



# Delegate Profile (Continued)

Professional Interests

Keywords  
Enter Keywords  Add

Conference Goals/Objectives  
Enter Conference Goals/Objectives  Add

[Ensure success of attendees x](#)

Addresses

Use Company Address

Primary Address

Address 1  Address 2

1201 New York Avenue NW Ste 1300

Country  State

United States x | v District of Columbia v

City  Zip Code

Washington 20005

[Add Address](#)

Tailor your notification settings so you're receiving alerts that are most important to you.

Easily share your contact information directly within your meeting request

Contact Info

Email

nzuccaro@bio.org

Phone Country Code  Phone Number

Choose Country Code v Enter Phone Number

Your delegate contact information is private to you and is only shared with another company when you choose share your contact information on a meeting request.

Receive instant meeting updates with ICS/ical notifications

Profile Preferences

Profile settings

Profile visible on platform

Notification settings

Primary email address: nzuccaro@bio.org

Alternative/Additional Email Address(es)

Alternative email address  Add

Meeting notifications

All meeting requests

New request received

Request accepted

Request declined

Meetings in which you are a participant

Meeting scheduled

Meeting cancelled

Meeting messages

Request Reschedule

Calendar updates (Ics)

Your company's meetings

Meeting scheduled

Meeting cancelled

Meeting messages

Meeting pending reschedule

Add an alternate email address so you never miss an update

# Calendar

Manage your schedule & set your partnering availability

- Nicholas Zuccaro (...)
- Francis Madrigal
- Jeff Vallerga
- Mackensie Vernetti
- Michael Weisenburg
- Nicholas Zuccaro (Me)

View colleagues' calendars

- Export
- Event
- Individual calendar (PDF)
- Individual calendar (Excel)
- Company calendar (PDF)
- Company calendar (Excel)
- Universal calendar file (ICS)

Export in a variety of view formats

The screenshot displays the Bio Partnering calendar interface. At the top, the user is identified as Nicholas Zuccaro, Sr. Manager, Partn... The main heading is "Calendar" for the "BIO Partnering™ Conference" on February 10 - 11, 2025, in New York, NY. The interface includes a navigation sidebar on the left with options like "Request Meeting", "Dashboard", "My Company", "Calendar", "Meetings", "Favorites", "Search", and "Help + Support". The main calendar view shows a grid for Monday, February 10, with a time slot from 7:30 am to 8:00 am highlighted in orange for a "Pre-Conference Team Meeting" at the Coffee Shop. Other events include "Opal Biosciences - Partnering Opportunity for New Oncology Asset" (8:30-9:00 am), "Unity Pharma - Membership Discussion for Our Trade Association" (9:30-10:00 am), and "Opportunities for Financing Your Company Through Series B and Beyond" (10:00-10:50 am). A "Networking Breakfast (Day 1)" is also visible on the right side of the calendar. The "Export" button is circled in blue, and a callout box provides options for exporting the calendar in various formats: Individual calendar (PDF), Individual calendar (Excel), Company calendar (PDF), Company calendar (Excel), and Universal calendar file (ICS).

# Calendar (continued)

Personalize your time zone  
(virtual or hybrid events)

The screenshot shows the Bio Partnering calendar interface for the BIO Partnering™ Conference on February 10-11, 2025, in New York, NY. The user is Nicholas Zuccaro, Sr. Manager, Partnering. The interface includes a search bar, a navigation menu on the left, and a main calendar view. A callout points to the time zone dropdown menu, which is currently set to 'America/New York (U...)'. Another callout points to the event list, highlighting different event types and attendance options. The event list includes:

- Your Personal Event:** Pre-Conference Team Meeting (7:30 - 8:00) at the Coffee Shop. This event is highlighted with a yellow background and a 'Your Personal Event' callout.
- Optional Meeting:** Opal Biosciences - Partnering Opportunity for New Oncology Asset (8:30 - 9:00 Table 1). This event has an 'Attendance Optional' toggle.
- Required Meeting:** Unity Pharma - Membership Discussion for Our Trade Association (9:30 - 10:00 Table 3). This event has a 'Required Meeting' callout.
- Event Programming:** Opportunities for Financing Your Company Through Series B and Beyond (10:00 - 10:50 Gold Ballroom). This event is part of the 'Event Programming' category.

Other events shown include 'Networking Breakfast (Day 1)' (7:00 - 9:00 BF Gold Ballroom) and 'Opportunities for Financing Your Company Through Series B and Beyond' (10:00 - 10:50 BF Gold Ballroom). The interface also features a 'Request Meeting' button, 'Export', '+ Event', and 'Availability' options, and a 'Conference Program' dropdown menu.

Easily distinguish event  
& attendance type

# Search

The screenshot shows the Bio Partnering search interface. At the top, there is a search bar with the placeholder text 'Type keyword(s) and press enter'. To the right of the search bar, there is a user profile for 'Nicholas Zuccaro, Sr. Manager, Partn...'. Below the search bar, the results are displayed as '144 Results'. A navigation bar shows categories: 'Companies 52', 'Delegates 62', 'Assets 11', 'Market Products 9', and 'Services 10'. Below this, there are tabs for 'All Companies' and 'Investors 6'. A dropdown menu is open, showing 'Recently Updated' as the selected option, with an 'Export' button next to it. The search results list two companies: 'Diamond Biopharma' and 'Solar Biotech'. Each company entry includes a logo, a star icon, a 'Request Meeting' button, and a brief description. The 'Diamond Biopharma' entry is highlighted with a red box. Below the search results, there is a pagination bar showing '1 of 3' and a 'Per page: 25' dropdown. On the right side, there is a 'All filters' panel with various filter options: 'Company Filters', 'Company Name', 'Include Company Type(s)', 'Exclude Company Type(s)', 'Licensing/Funding Objectives', 'Primary Therapeutic Areas', and 'Secondary Therapeutic Areas'. A dropdown menu is open over the 'All filters' panel, showing 'Recently Updated' as the selected option, with 'A-Z' and 'Registration Date' as other options.

Sort by recently added & updated companies

Segment your search further by using these headers

Apply filters & save your search to use again & again!



# Favorites

Easily export your list.

View personal, colleague & company-wide favorites

Manage & favorite companies, delegates, & assets.



BIO Partnering™ Conference

Request Meeting

- Dashboard
- My Company
- Calendar
- Meetings
- Favorites**
- Search
- Help + Support

Favorites

14 Results

Companies 4 Delegates 4 Assets 3 Market Products 1 Services 2

All Companies

Investors 1

Search Favorites



Ascending (A-Z)

Export



Diamond Biopharma

Updated yesterday

Website -

Diamond Biopharma is focused on developing targeted therapies for oncology. Our research teams work to understand tumor biology and create innovative treatment options that offer hope to cancer patients, emphasizing personalized medicine and collaborative approaches in clinical development.

Biotech or pharma, therapeutic R&D Private United States



Request Meeting



Horizon Medical Devices

Updated a week ago

Sponsor

Website -

Horizon Medical Devices designs and manufactures state-of-the-art medical instruments aimed at improving surgical outcomes. Our products range from minimally invasive tools to comprehensive diagnostic equipment, ensuring that healthcare providers have access to reliable and effective solutions in patient care.



Request Meeting

1 of 1

Per page: 25

Sponsored by: Bio Partnering

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# Meetings

# Meetings

Use quick filters like "Needs Reply" to act fast

The screenshot shows the Bio Partnering Meetings interface. At the top, there's a search bar and a user profile for Nicholas Zuccaro. Below the search bar, there are filter buttons: "All 7", "Needs Reply 0", "Incoming 3", "Outgoing 4", and "Unread". A "Request Meeting" button is also visible. The main content area shows a list of meetings. The first meeting is from Opal Biosciences, titled "Partnering Opportunity for New Oncology Asset", scheduled for Feb 10, 8:30 AM - 9:00 AM. Below this, there are buttons for "Request Reschedule" and "Cancel Meeting". The second meeting is to Unity Pharma, titled "Membership Discussion for Our Trade Association", scheduled for Feb 10, 9:30 AM - 10:00 AM. Below this, there's a "Linked Resources (0)" button. The interface also shows a "@Mentioned" section with a message from Mackensie Verneti, Vice President, Partnering. At the bottom, there's a "Participants" section showing Opal Biosciences (1) and a "Required" section.

Request Meeting

Request Meeting

View linked content

Mention specific delegates for preferred attention

Quickly Request a Meeting in many views

Request Meeting

# Meetings (continued)



BIO Partnering™  
Conference

- Dashboard
- My Company
- Calendar
- Meetings**
- Favorites
- Search
- Help + Support
- Admin

Meetings | 0/100

Type keyword(s) and press enter

Hannah Mantooth (Admin)  
Dir. Partnering Initi...

**Requested** Nov 15, 11:27 AM EST

**Biotechnology Innovation Organization**  
Summit Biotech

meeting test

**Requested** Nov 13, 10:11 AM EST

**Opal Biosciences**  
Biotechnology Innovation Organization

Partnering Opportunity for New Oncology Asset

Feb 10, 5:30 PM - 6:00 PM, Table 1

**Scheduled** Nov 13, 9:40 AM EST

**Biotechnology Innovation Organization**  
Carl's Clinical & Legal Services

New potato peeling technology

**Requested** Nov 13, 11:51 AM EST

**Biotechnology Innovation Organization**  
BlueSky Pharmaceuticals

out-licensing opportunity, foreign markets

**Requested** Nov 3, 6:58 AM EST

**Falcon Investments**  
Biotechnology Innovation Organization

Phase 2 Fundraising

**Accepted** Nov 3, 6:57 AM EST

**Opal Biosciences**  
TO Biotechnology Innovation Organization

Partnering Opportunity for New Oncology Asset

Monday, Feb 10  
5:30 PM - 6:00 PM  
Table 1

**Request Reschedule** **Reschedule** **Cancel Meeting**

**Linked Resources (0)**

@Mentioned **Manage Mentioned**

The company sending the meeting request can mention specific delegates from the receiving company. Mentioned delegates can only be selected from the company receiving the meeting request.

**Mackensie Vernetti**  
Vico President, Partnering

**Participants**

Opal Biosciences (1)

**Required**

**Joseph Thompson**  
Head of Clinical Operations

**Optional**  
No one added yet

**Scheduled**

Identify meeting status & take quick action

View & Manage Required & Optional Participants at any time.



# Meetings (continued)



BIO Partnering™  
Conference

- Dashboard
- My Company
- Calendar
- Meetings
- Favorites
- Search
- Help + Support
- Admin

Meetings | 0/100

Type keyword(s) and press enter



Hannah Mantooth  
(Admin)  
Dir. Partnering Initi...

- Requested Nov 15, 11:27 AM EST  
Biotechnology Innovation Organization  
Summit Biotech  
meeting test
- Requested Nov 13, 10:11 AM EST  
Opal Biosciences  
Biotechnology Innovation Organization  
Partnering Opportunity for New Oncology Asset  
Feb 10, 5:30 PM - 6:00 PM, Table 1  
Scheduled Nov 13, 9:49 AM EST
- Biotechnology Innovation Organization  
Carl's Clinical & Legal Services  
New potato peeling technology
- Requested Nov 4, 11:51 AM EST
- Biotechnology Innovation Organization  
BlueSky Pharmaceuticals  
out-licensing opportunity, foreign markets

Opal Biosciences  
TO Biotechnology Innovation Organization

Scheduled

Partnering Opportunity for New Oncology Asset

Tags (0)

Monday, Feb 10  
5:30 PM - 6:00 PM  
Table 1

Request Reschedule

Reschedule

Meeting Activity

View: All Activity



B I U

Send a message...

Share

Send

@Mentioned

The company sending the meeting request.

Mackensie Vernetti  
Vice President, Part...

Participants

Opal Biosciences (1)

Joseph Thompson  
Head of Clinical Op...

Optional  
No one added yet

Admin scheduled the meeting

Nov 5, 9:12 AM

Meeting Scheduled by Admin

Admin scheduled the meeting

Nov 5, 9:12 AM

Meeting Scheduled by Admin

Admin accepted the meeting request

Nov 5, 9:10 AM



Mackensie Vernetti un-canceled the meeting

Nov 3, 6:54 AM

Quickly send messages, include your contact information & view history & recent activity



# Help + Support

Get additional help with conference specific FAQs, tips & other resources for getting started.

**Bio Partnering**  
BIO Partnering™ Conference

Request Meeting

Dashboard  
My Company  
Calendar  
Meetings  
Favorites  
Search

**Help + Support**

Help + Support

Type keyword(s) and press enter

Nicholas Zuccaro  
Sr. Manager, Partn...

BIO Partnering Help & Support

FAQs, Tutorials and Steps for Success

[Get started right away with our Quick Start Guide](#)

Getting Started | FAQs | Tutorials

Four Steps for Success

- 1. Complete Your Profile**  
Complete/update your company and personal profile information to make it easier for others to find you. **Remember: information = visibility. Add detail to your profile to show up in more search results.**
- 2. Select Meeting Availability**  
Let us know when you're available to take meetings by opening availability in your partnering calendar.

Sponsored by:  
Bio Partnering

Watch our short video tutorials for step-by-step guides to main functions.

# Contact the Team



Email: [biopartnering@bio.org](mailto:biopartnering@bio.org)

Phone: US 866.356.5155 | Intl. +1.202.962.6666