



## Hybrid Partnering Quick Start Guide



### 1. Create your company profile

*Your company profile is your key to being found by potential partners. Create a robust profile to enhance your ROI.*

- Be sure to fill out your company description, company type, and country—these fields are frequently searched by others.
- Clearly outline your offerings, assets, licensing objectives, and intentions for the conference.
- List your company's therapeutic areas of interest, financials, and location.
- Add pitch decks, presentations, YouTube videos, and other content to your profile. You can attach uploaded content as Linked Resources on meeting requests.
- IMPORTANT: The partnering system will automatically detect your time zone. If you wish to view your calendar in another time zone, please select your time zone in your Delegate Profile.



#### PRO TIPS:

- BIO automatically imports your most recent company profile for your convenience, so review it to ensure the most updated information is on display.
- Your "Brief Description" will appear in search results.
- Your company profile is automatically published to maximize your visibility.
- Add assets, market products, and services. You can attach these items as Linked Resources on meeting requests.



### 2. Set your calendar availability

*More available timeslots means more possible meetings*

- Your partnering calendar will display both the conference time zone and your local time zone.
- Your calendar is unavailable by default. To arrange meetings, you must mark timeslots in your partnering system calendar as "available."
- Once a meeting has been Accepted, you can view the mutually available timeslots between your calendar and other meeting participants' calendars.



#### PRO TIPS:

- If you have arranged meetings outside of the partnering system, make sure to block your partnering calendar during those times to avoid being double-booked.
- As you build out your conference plans, revisit your calendar to update your availability.

# BIO One-on-One Partnering™



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today.  
Partner  
for life.



## 3. Search for partners

*Use the powerful search tools to identify companies that are the best targets.*

- Search through companies, delegates, assets, market products, and services.
- Advanced Search lets you filter by licensing objectives, therapeutic area, asset development phase, clinical indication, and more.
- Save your frequently-used searches for quick access.



## 4. Schedule your meetings

*Schedule your meetings using BIO One-On-One Partnering's virtual meeting links, BIO's in-person meeting points at the San Francisco Marriot Marquis, or your own virtual or physical meeting location(s).*

- You and your registered colleagues can schedule and reschedule meetings using a 24-hour calendar that displays your time zone and the conference time zone.
- Accepted meetings can be scheduled by any delegate from the participating companies.
- Select the "Schedule" button on the accepted meeting request in your Message Center. The system will guide you to choose a mutually available time and enter details for your preferred meeting location(s).
- Accepted meeting requests with no mutual availability will show a red "No mutual availability" indicator.



### PRO TIP:

- Scheduled meetings are automatically pushed to your Outlook calendar. You can also export your calendar in PDF or Excel format.