



An Introduction to

Partnering™

& Key Strategies for Success

at BIO 2025

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Welcome

Hosted by:
Mackensie Verneti
Vice President, Partnering, BIO



Please submit questions in the Q&A section of Zoom.
Q&A will be held at the end of the webinar.

A recording of this webinar will be distributed within a few days following the webinar.

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Agenda

1. About BIO
2. Introduction to BIO Partnering™
3. Partnering at 2025 BIO International Convention
4. Getting Started
5. New Features
6. Live System Demo
7. Tips & Best Practices
8. BIO Partnering Mobile App
9. What's Next?
10. Q&A

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Who is BIO?

Who is BIO?

- BIO is the world's largest advocacy association representing member companies, state biotechnology groups, academic and research institutions, and related organizations **across the United States and in 30+ countries.**
- BIO is committed to speaking up for the millions of families around the world who depend upon our success. We are helping to drive a revolution that aims to cure patients, protect our climate, and nourish humanity.
- To advocate for our industry, BIO is organized into **4 different sectors** to represent our members and their goals:



Agriculture & Environment



Health



Emerging Companies



International

Introducing: **Partnering™**

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About BIO Partnering

BIO's New & Improved Partnering System!

BIO Partnering™ is the most efficient way to do business in the biotech and pharma industry without traveling all over the world.

Browse/search through participating companies to identify potential partners. Request meetings with licensors, investors and senior executives. Hold your meetings all in one place – at BIO 2025

61,000+ meetings were scheduled at BIO 2024



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Partnering at BIO Convention

Partnering at BIO 2025

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- 25-minute meetings, June 16-19
- Meetings held at the Boston Convention Center
- Pre-arranged through BIO Partnering™
- BIO Schedules accepted meetings based on mutual availability
- **BIO Partnering system opens next week!**
- Scheduling begins last week of May



Once registered for the event with Premier Access, registrants will receive their log-in information from biopartnering@bio.org

Partnering at 2025 BIO International Convention

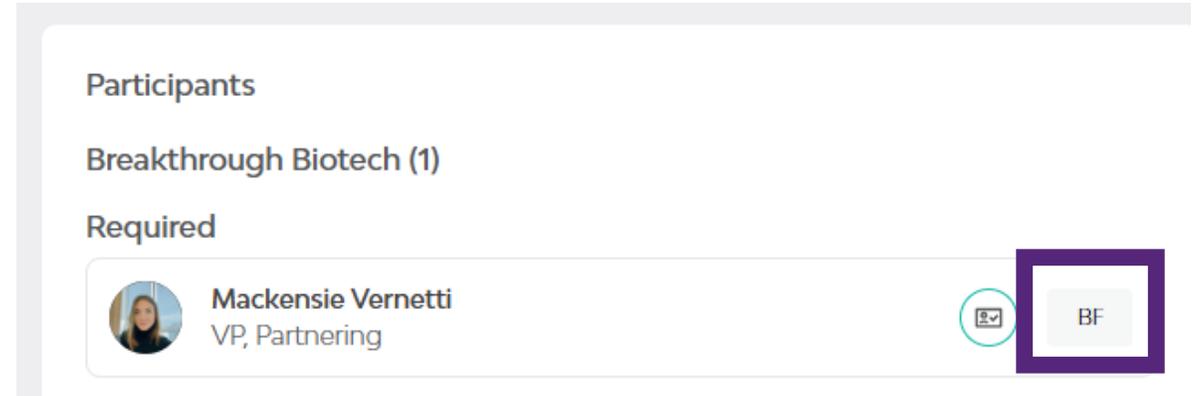
11

Business Forum Partnering

- Separate Location within Exhibit Hall
- 700+ cubicle-like meeting rooms
- Sponsor Court & Meeting Tables

Exhibitor Booth Partnering

- Meetings take place in Exhibit Booths & Pavilions



The screenshot shows a meeting participant card. At the top, it says 'Participants' and 'Breakthrough Biotech (1)'. Below that, it says 'Required'. The participant's name is 'Mackensie Verneti' with the title 'VP, Partnering'. To the right of the name is a small icon of a person with a checkmark. Further right is a purple-bordered box containing the letters 'BF', which is highlighted with a purple border.

View partnering type for meeting participants.
BF = Business Forum, EX = Exhibitor Partnering

The Partnering Customer Service Desk is located at the entrance of the Business Forum, also accessible from the main Exhibit Hall

Getting Started



Login & MFA

BIO Partnering™ requires multi-factor authentication (MFA).

MFA code will be sent to your email address.

NEW! Guest Access: Invite a guest to help manage your BIO Partnering account.

Guest access does not register the person for the Convention. If your "guest" will be attending BIO 2025 and participating in meetings, they should register at <https://convention.bio.org> and should not be designated as a guest.

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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

BIO Partnering™

Set Password

Create a new password and confirm.

New Password

New Password

Confirm New Password

Confirm New Password

Continue

BIO International Convention

4 Steps to Get Started Quickly

1. Create your profiles

- Include your company description, outline your offerings, add pitch decks and presentations
- Add your headshot, role and contact info

2. Open your calendar availability

- Mark when you're available to meet & add conference programming –your calendar is unavailable by default until you open it
- ***Open more time slots if your accepted meetings have “No Mutual Availability”***

3. Search for potential partners

- Use filters to find the right opportunities and send tailored meeting requests
- Save your search for quick access and favorite those you've identified

4. Manage your Meetings

- Accept or decline incoming requests
- BIO will schedule accepted meetings based on mutual availability, late May



Closer Look: **Bio** Partnering™



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New! Batch responses

Respond to incoming requests more efficiently in batches.

1. Click **Needs Reply**
2. Optional: **Apply other filters**, such as company type or your mentioned requests
3. **Check the box** next to all requests to accept or decline (up to 50 at a time)
4. Replies and participants will apply to all selected requests
5. Click **Accept All** or **Decline All**

Quick Note: Once accepted or declined, the meeting requests will disappear from the screen so you can maintain your Needs reply list and continue responding to other requests.

The screenshot displays the 'Meetings' interface for the Bio International Convention. The left sidebar shows navigation options: Dashboard, My Company, Calendar, Meetings (selected), Favorites, Search, and Help + Support. The main content area shows a list of meeting requests. A purple box highlights the 'Needs Reply 4' filter button at the top. Another purple box highlights the checkbox next to the first request from 'Zenith Healthcare Group [Test Company]'. On the right, a panel titled 'Requests Selected (1/50)' contains radio buttons for 'Accept All Meetings' and 'Decline All Meetings', a text input for 'Add Message', and a button for 'Accept All' at the bottom.

New! Contacts export

Export all shared contact information

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The screenshot displays the 'Meetings' interface for the 'International Convention [DEMO] BIO Partnering 2025 Convention'. The user is Mackensie Vernetti, VP, Partnering. The interface shows a list of meetings on the left and a detailed view of a meeting from 'Silver Investment Group [Test Company]' on the right. The 'Export' dropdown menu is open, showing options for 'Export Meetings' and 'Export Shared Contacts', with the latter being highlighted. The 'Meetings' menu item in the left sidebar is also highlighted.

Meetings | 0/150 ⓘ

Type keyword(s) and press enter 🔍

Mackensie Vernetti
VP, Partnering

All 15 | Needs Reply 12 | Incoming 13 | Outgoing 2 | Unread

Request Meeting

Export ▾

Export Meetings

Export Shared Contacts

Tags (0)

FROM: Silver Investment Group [Test Company]

Interested in funding?

Requested Mar 4, 12:00 PM EST

Accept Meeting Decline Meeting

TO: Xavier Institute of Medicine [Test Company]

Academic, tech transfer

Research Partnership in Immuno-oncology

Jun 16, 5:00 PM - 5:30 PM, BF-C330

Scheduled Mar 4, 10:47 AM EST

TO: Michelin Biotech

Digital health

out-licensing opportunity, foreign markets

Accepted Mar 4, 10:46 AM EST

@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.

No mentioned participants added

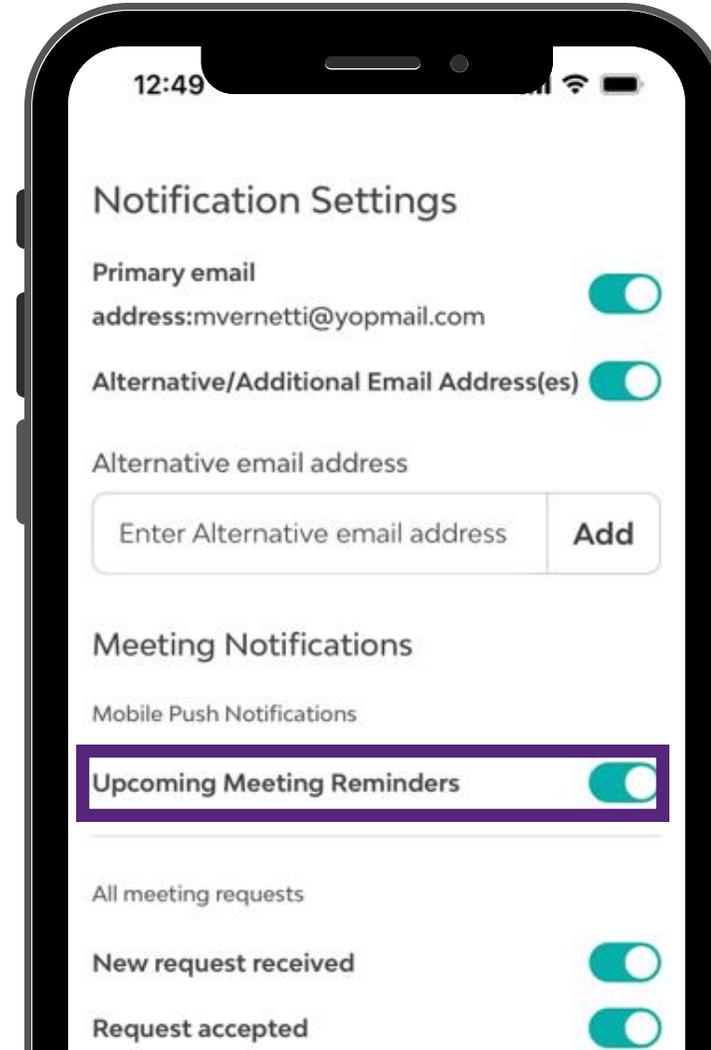
Silver Investment Group [Test Company] (1)

New! Mobile push notifications

Upcoming meeting info pushed directly to your mobile device

1. Download the mobile app
2. Click on photo/vignette in bottom right
3. Select **Edit Profile**
4. Select **Preferences**
5. Manage **Upcoming Meeting Reminders**

Quick Note: Push notifications are enabled by default, if you've downloaded the mobile app

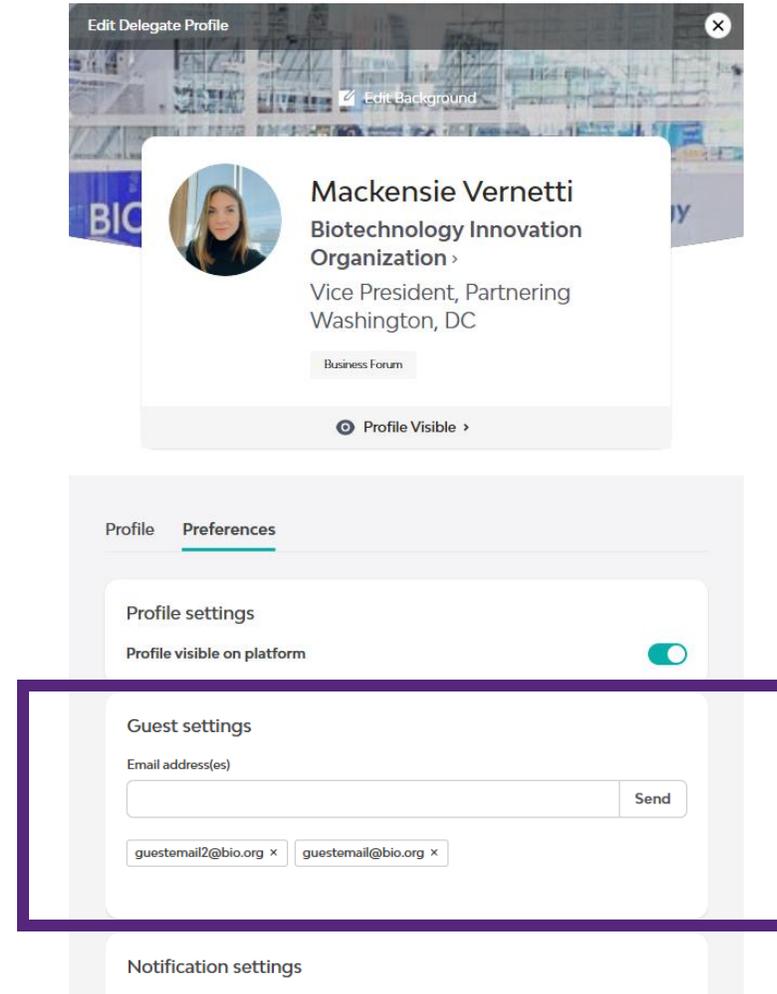


New! Invite a guest

Rally the troops and stay on top of your partnering account activity by inviting a guest

1. Click “Preferences” from your delegate profile
2. Under Guest Settings, add email address of your guest
3. Click “Send”
4. Repeat to add additional guests

Quick Note: **Guest access does not register the person for the Convention.** If your "guest" will be attending BIO 2025 and participating in meetings, they should register at <https://convention.bio.org> and should not be designated as a guest.

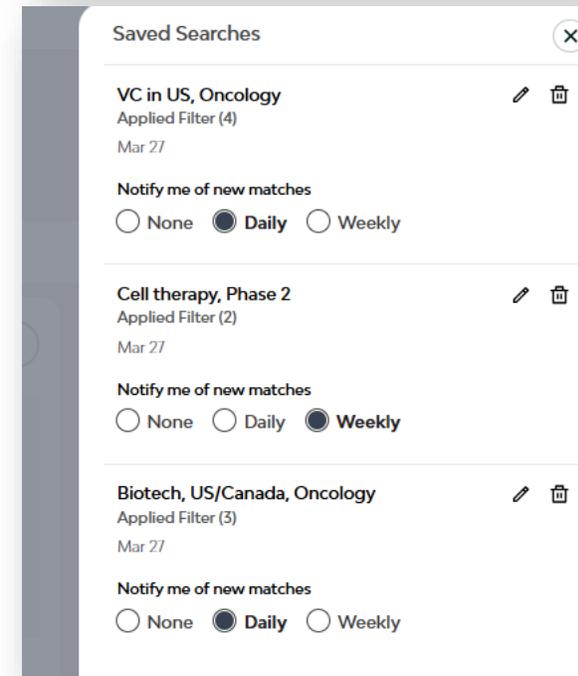
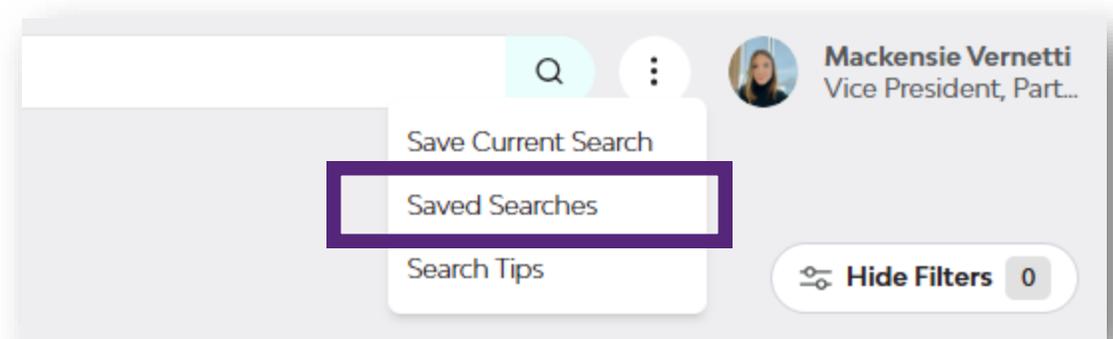


New! New matches for Saved Search

Save a search and get notified of new matches

1. Perform a search
2. Save your search
3. Select daily or weekly updates

Quick Note: You can be notified on new matches for multiple saved searches. Updates are either new companies or companies that have newly added the data that matches your selected criteria



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BIO Partnering™ Live Demo

Important Features

- Dashboard activity feed and key updates on personal and company meeting data
- Sort or filter by registration date to find new opportunities fast
- Easily identify if a meeting request includes tags, mentions or attachments, or "Needs reply"
- Quickly respond to incoming meeting requests in batches
- New matches for your Saved Searches sent straight to your inbox
- Customize profiles with logos and background images; logos also supported for assets, services, market products; more data fields for company and delegate profiles
- Emphasize important details using rich text formatting in profiles and meeting requests
- Mobile app push notifications for your upcoming meetings
- Easily export shared contact information

Dashboard

- Log in w/multi factor authentication
- Dashboard with insightful action-oriented data
- Important conference updates & news
- Personal & company meeting data breakdown
- Meeting activity updates feed
- Help + Support resources

International Convention

[DEMO] BIO Partnering 2025 Convention

Dashboard

Type keyword(s) and press enter

Hannah Mantooth (Admin)

June 16-19 | Boston, MA

Welcome to BIO Partnering™

Meeting scheduling begins late May. Don't wait - start sending and accepting meetings now.

[About the Event](#) [Get Ready with our Webinar](#)

Dashboard

My Company

Calendar

Meetings

Favorites

Search

Help + Support

Sponsored by: **International Convention**

Biotechnology Innovation Organization - Admins

Company profile 15% complete

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

Delegate Availability (3)

Your profile is 25% complete

Add more information to your profile to increase your visibility.

Company & Personal Profiles

The screenshot displays the Bio Partnering web application. On the left is a navigation sidebar with options: Request Meeting, Dashboard, My Company (selected), Calendar, Meetings, Favorites, Search, and Help + Support. The main content area is titled 'My Company' and features a search bar. A central card displays the 'Biotechnology Innovation Organization' profile, including its logo, name, and location (Washington, District of Columbia). Below this card are sections for 'Brief Description', 'Description', 'Keywords', 'Assets, Services & Market Products', and 'Leadership & Delegates'. A 'Profile Visible' indicator is present. On the right, a larger view of a personal profile for 'Mackensie Verneti' is shown, including her photo, name, title ('Vice President, Partnering'), location, and a list of keywords like 'Partnering', 'Business Strategy', 'business development', and 'software'. Other sections for her profile include 'Professional Background', 'Management Level', 'Area of Expertise', and 'Conference goals/objectives'.

- Profile & meeting data from prior conferences
- Highlight your BD interests & objectives
- Customize w/logos, backgrounds & rich text
- Easy updates to attachments & linked content on meeting requests

Calendar

Calendar

BIO Partnering™ Conference February 10 - 11, 2025 New York, NY

Mackensie Vernetti... America/New York (U... Mon 10 Tue 11

(1) Meetings Monday, February 10

Export + Event Availability

Education Sessions (16) Topics
Conference Program

7:00 am 7:00 - 9:00 Gold Ballroom
Networking Breakfast (Day 1)
Conference Program

7:30 am

8:00 am

8:30 am

9:00 am 9:00 - 9:30 Table 1
Carl's Clinical & Legal Services - Meet and Potatoes

9:30 am

10:00 am 10:15 - 10:30 BD Team Check In @ Marriott

10:30 am

11:00 am 11:00 - 11:50 Grand Ballroom
Genetic Medicines' Path to Scalability for Patients and Investors
Conference Program

11:30 am

Sponsored by: Bio Partnering

- Manage your full ²⁵ conference schedule
- View and add conference program
- Required & optional meetings
- iCal notifications bring meetings to your email calendar
- Include personal events to keep an all-in-one schedule

Directory & Search

- View directory of companies, participants, etc.
- Apply filters to prioritize your best opportunities
- Keep tabs on key prospects with saved searches & favorites
- Sort by recently updated, recently added to see who's new
- View prior meetings and prior requests per company

The screenshot displays the Bio Partnering search interface. At the top, there is a search bar with the placeholder text "Type keyword(s) and press enter". Below the search bar, the results are categorized into "137 Results" with sub-counts for "Companies 52", "Delegates 55", "Assets 11", "Market Products 9", and "Services 10". The interface includes a sidebar with navigation options: Dashboard, My Company, Calendar, Meetings, Favorites, Search, Help + Support, and Admin. The main content area shows a list of companies with details for each, including their logo, name, update status, and a brief description. The companies listed are Spire Medical Solutions, Maple Health Partners, Nexus Medical Technologies, and Falcon Investments. Each company entry includes a "Member" or "Presenting Company" status, a "Website" link, and "Prior Meetings" and "Notes" counts. The interface also features a "Recently Updated" dropdown menu, an "Export" button, and a "Filters" sidebar on the right with categories like Company Filters, Delegate Filters, Investor Filters, Asset Filters, Market Products Filters, and Services Filters. At the bottom of the search results, there is a pagination control showing "1 of 5" and a "Per page: 25" dropdown.

Meetings

- Collaborate w/colleagues attending within one inbox
- Quick filters for easy meeting management, including unread messages
- Personalize requests w/mentioned participants
- Visible count of outstanding outgoing requests
- Easily see which requests have tags, mentions, attachments
- Quickly view new incoming requests with "Needs Reply" status filter
- Business card-like contact info sharing

The screenshot displays the 'Bio Partnering' Meetings interface. The top navigation bar shows 'Meetings | 2/150' and a search bar. Below the navigation, there are filter buttons for 'All 6', 'Needs Reply 1', 'Incoming 3', 'Outgoing 3', and 'Unread'. The main content area is divided into two columns. The left column shows a list of meeting requests, each with a 'TO' or 'FROM' field, a subject line, and a status (e.g., 'Requested', 'Accepted', 'Scheduled'). The right column shows a detailed view of a meeting request from 'BlueSky Pharmaceuticals' with the subject 'out-licensing opportunity, foreign markets'. This view includes a 'Cancel Meeting' button, a 'Linked Resources' section, an '@Mentioned' section with a 'Manage Mentioned' button, and a 'Participants' section with 'Required' and 'Optional' fields.

Tips & Best Practices

BIO Partnering opens next week.

What do I do first?

Complete your company profile.

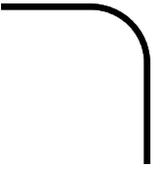
Your company and your assets can only be found based on the information you provide about them.

Licensors are looking for their next opportunity. Get on their list.

Here's how:

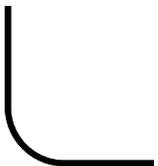
- Update descriptions, development phases, fundraising, logos
- Add your assets. The name is not enough. Specify indication, phase, mechanism of action...
- Use rich text formatting for important points and updates, especially financials and key updates in your descriptions.
- More is usually not better. Text heavy descriptions are often overlooked. Be precise and focus on differentiation.





More Hot Tips

- **Take your meeting requests seriously.** Customize your subject line and message. Attach relevant assets and documents, use rich text formatting to highlight important points, mention desired meeting participants
- **Apply search filters** to save time & leverage your Favorites list
- **Save your searches for future use** and **NEW!** sign up to receive new results – daily or weekly
- **Respond to all requests.** It's polite and keeps you organized. Use the "Needs reply" quick filter and accept/decline requests in batches
- **Check your accepted meetings for mutual availability.** If not, open more time or remove or make some participants optional



Check out our Resources

Visit the BIO Partnering resource page and share these helpful tools with your team:

- Video & PDF Tutorials
- Quick Start Guide
- Frequently Asked Questions
- Tips & Best Practices



Explore more, log into the system and discover how to get the most of BIO Partnering at LetsPartner.BIO.org

Sending Requests Best Practices

1. Prioritize active companies that meet your partnering criteria

Use advanced search to select the types of companies you want to meet with - "included company types" is a great place to start, and "Primary/secondary therapeutic areas" allow you to get more specific. Sort by recently updated to prioritize most recently active companies.

2. Follow up with companies you met last year

Within Search, filter for "Previously met companies" - this will include any company you or your colleagues have had contact with at any past BIO Event 2019-present.

3. Keep current with Saved Searches

Make sure to save your search criteria, and sort by "Company registration date" to see new companies that meet your criteria.

4. Mention delegates specifically, especially from bigger delegations

If you know with whom specifically you want to meet, using this feature to call out delegates from bigger delegations is a great way to tailor your requests, and typically receive a better response.

5. Include attachments (linked resources)

Share your one-pagers and intro decks; attach specific assets and services in your meeting requests if they are the intended focus of your meeting.



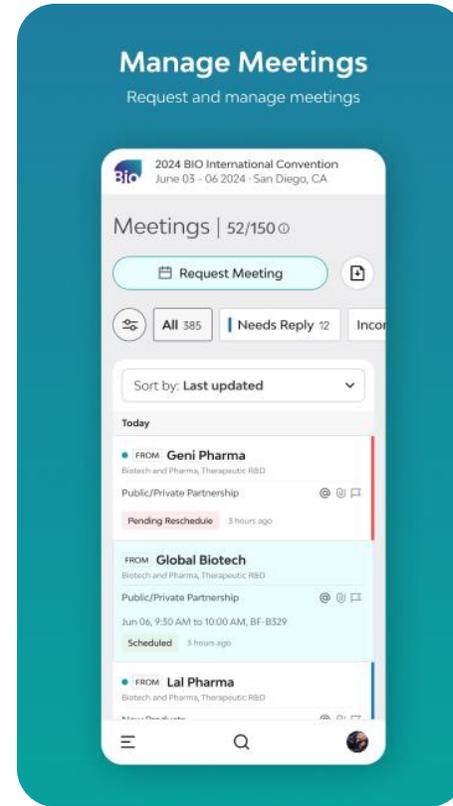
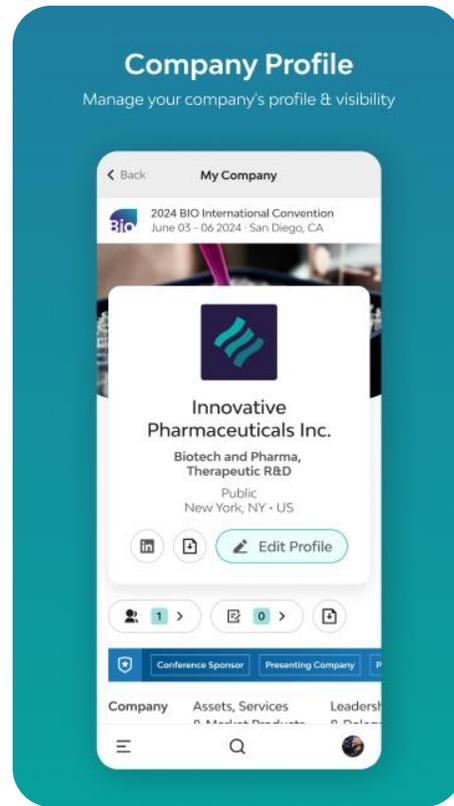
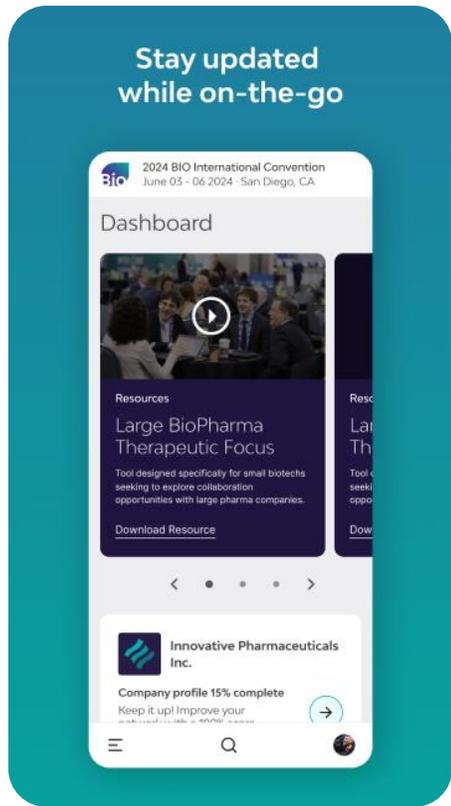
BIO Partnering™ Mobile App



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Partner On-The-Go with the Mobile App



- Access to your schedule & Conference Programming
- Quick messaging & contact info sharing
- Manage meetings & rescheduling
- Send meeting requests
- **NEW!** Meeting reminder push notifications

Download the BIO Partnering Mobile App



Scan the QR code to download

Available for iPhone & Android



What's Next?

- ❑ Keep a lookout for more webinars!
- ❑ Registration: Open Now www.Convention.Bio.org/registration
- ❑ Partnering Opens: **Next Week!**
- ❑ Scheduling Begins: Late May
- ❑ Conference Dates: June 16-19, 2025

Social Media Toolkit

Share with your network and let everyone how you will be attending BIO 2025!

Click on one of the social media icons below, then pick which post you'd like to share:

The screenshot displays three social media shareable posts in a mobile app interface. Each post includes a title, a brief description, a 'Read More' link, a 'Learn More and Register Today!' link, and a 'Select social network' dropdown menu with a 'Share on LinkedIn' button and a download icon.

- Post 1:** "I'm Partnering at BIO 2025". Description: "I am partnering at BIO 2025, June 16-19 in Boston! Let's connect through the BIO Partnering™ system and explore how we can drive meaningful..."
- Post 2:** "Let's meet at BIO 2025". Description: "Meet with me at BIO2025, June 16-19 in Boston! Let's collaborate through the BIO Partnering™ system—because the world can't wait. #BIO2025"
- Post 3:** "BIO International Convention | Ju...". Description: "Join Us at the BIO International Convention in Boston, June 16-19, 2025. The largest and most comprehensive event for biotechnology..."

Tell everyone you're partnering at #BIO2025

with our Social Media Toolkit!

<https://convention.bio.org/bio-2025/social-media-toolkit>

Special BIO 2025 offer from AdisInsight



Market Movers of 2025: Upcoming Drug Launches, Patent Expiries, and Pivotal Trials

BIO has teamed up with [AdisInsight](#) to offer a free report and competitive analysis for BIO 2025 Premier Access registrants!

- **Free Early Access to our Market Movers of 2025: Upcoming Drug Launches, Patent Expiries, and Pivotal Trials**
- **Find out how AdisInsight can support you and your team in your preparations for BIO International with a brief one-on-one meeting (prior to BIO 2025) to review a competitive analysis of your lead asset**
- **Scan the QR code to contact Karen Mirabile to redeem this offer**



Questions?

 Adis Insight



Thank You!

A recording of this webinar will be distributed within a few business days to all webinar registrants and will be posted on our website.

For any additional partnering questions, please email us at [**biopartnering@bio.org**](mailto:biopartnering@bio.org)

For registration questions, contact [**customer care@bio.org**](mailto:customer care@bio.org)