

# From Prep to Partnership: A Guide to BIO 2025 Meetings

# Welcome

Hosted by:

Mackensie Vernetti

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.

# Agenda

1. BIO 2025 Updates & Networking
2. Panel Introductions
3. Getting the Meeting
4. Preparing for the Meeting
5. Meeting Tips & Onsite Info
6. Post-Meeting Follow Up
7. Q&A



# Thank you to our 2025 Business Forum Sponsors

## DOUBLE HELIX

**AMGEN**

**Genentech**  
*A Member of the Roche Group*

*Lilly*



**MERCK**



**NOVARTIS**

**sanofi**

## HELIX

**cencora**



**Boehringer  
Ingelheim**



**Johnson & Johnson**

## PREMIER

Daiichi Sankyo • Nxera Pharma • Pfizer  
Servier • Takeda Pharmaceuticals • Thermo Fisher Scientific

## CHAMPION

BioMarin • Catalyst Pharmaceuticals • Cytiva • Labcorp  
BioHub Maryland, Powered by Maryland Tech Council • Organon & Co.  
Otsuka Pharmaceutical • Syneos Health • Vial

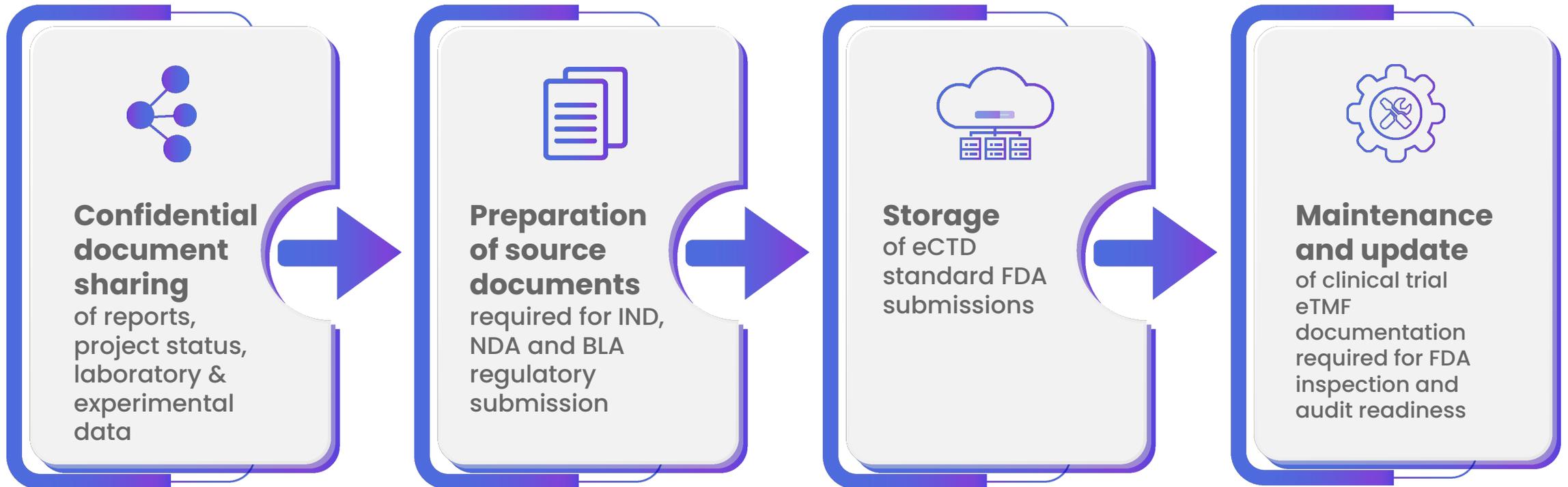
## CONFERENCE

Ailux • AbbVie • Bostal LLC • EVERSANA • Foley Hoag • Kindeva  
Neopharmed Gentili S.p.A. • Scendea • Southern Star Research • Teva

# Is your company considering or on the verge of a capital raise, partnering, or licensing deal?



Determine alignment on project goals with a potential partner while mitigating risks and disputes with ShareVault, the industry's preferred document security and management platform, to streamline collaboration among parties including:



# BIO 2025 Updates

## Start-Up Stadium

Finalists announced, preliminary schedule available



## Company Presentations

Look for **Presenting Company** tag in BIO Partnering, schedule avail in mid May



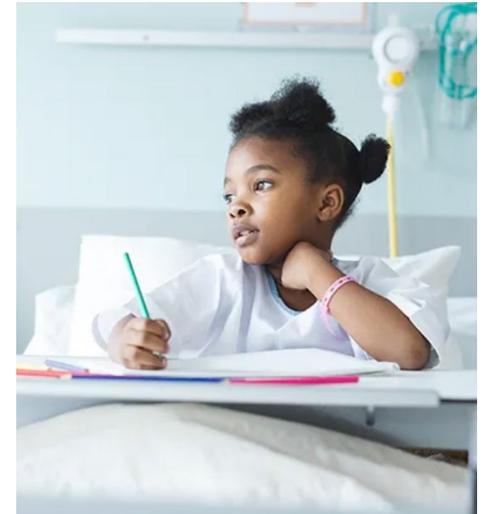
## Academic Campus

Look for orgs with **Academic Campus** tag in BIO Partnering



## BIO Storytelling Stage

Hear inspiring stories from researchers, patients & caregivers and company founders. Schedule announced



# BIO 2025 Networking

## Welcome Reception\*

Monday 7:00-9:00pm

Boston Museum of Fine Arts



## Exhibition Reception



Tuesday 5:00-6:30pm

Exhibit Hall



## Wednesday Party\*

Wednesday 7:00-9:00pm

58 Seaport Boulevard



## Closing Happy Hour



Thursday 3:00-4:00pm

Exhibit Hall



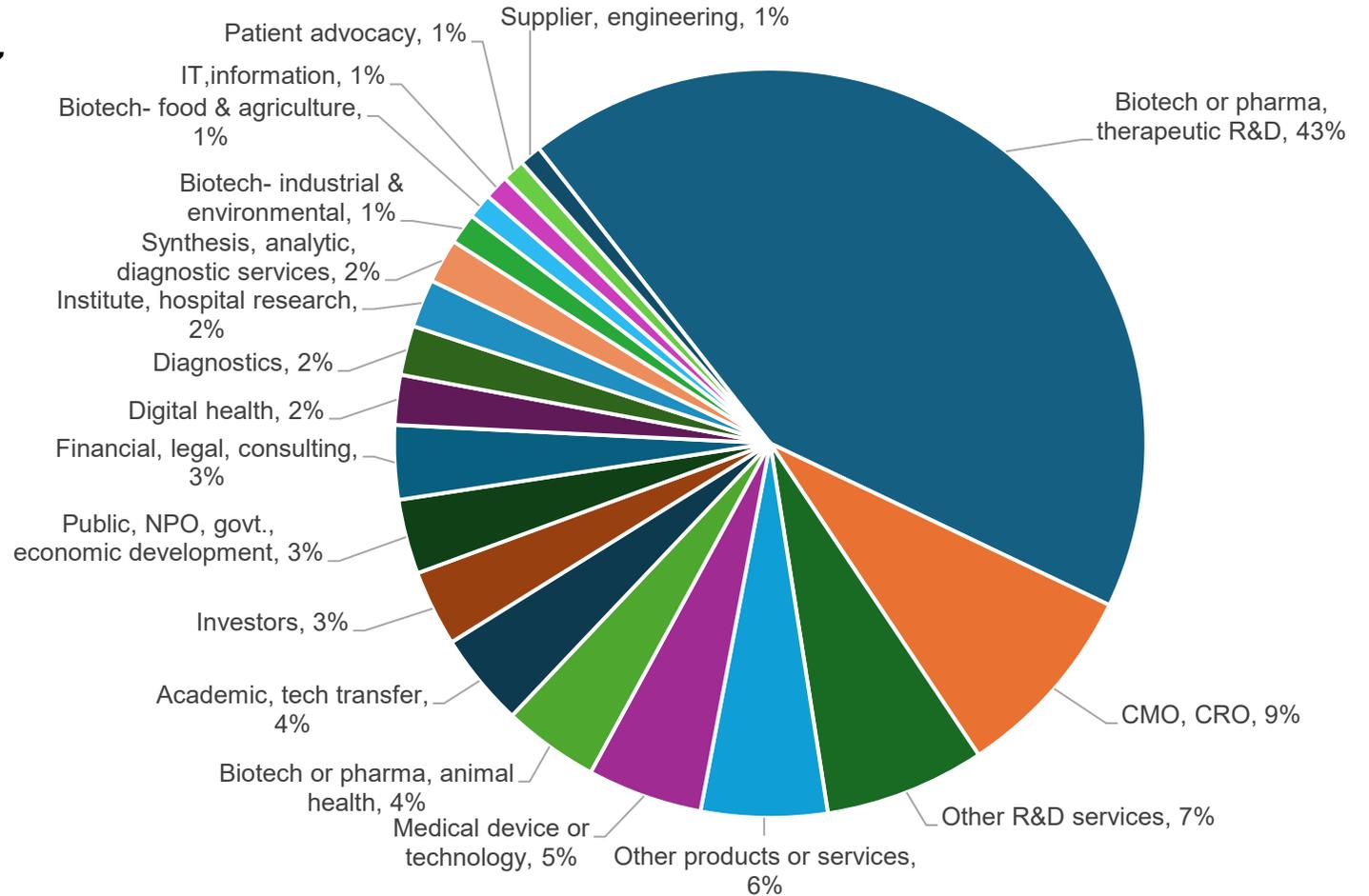
**\*Open to Premier and General Access Registrants**

Global access in one big room

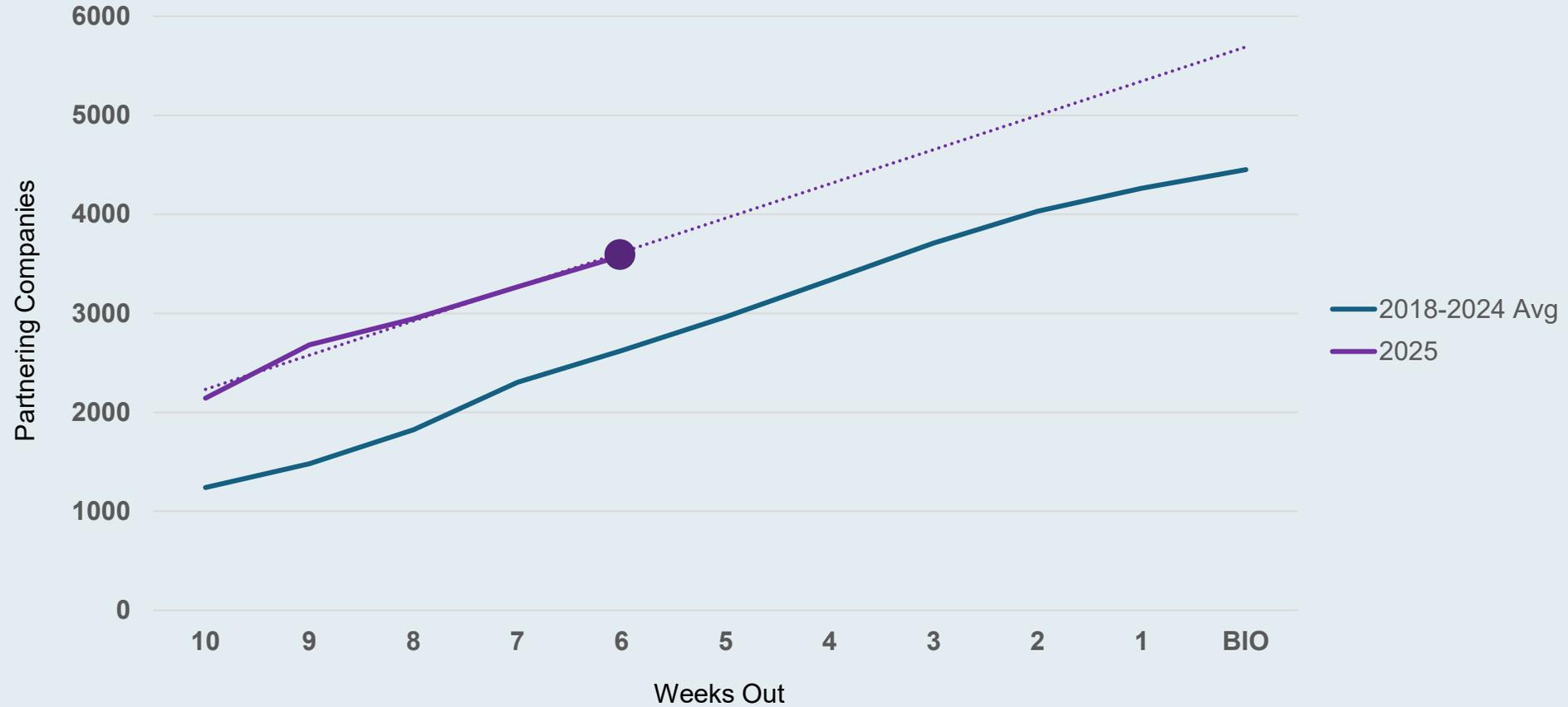
# Who is Partnering at BIO 2025

- 3,700 Companies *as of May 7*
- 70% C-level / BD decision makers
- 55 Countries
- 60,000+ Meetings

**BIO Partnering™ is open!**



# A Marathon, Not a Sprint



**💡 Pro Tip:** Save your search criteria in the partnering system and sign up to receive new matches - daily or weekly – straight to your inbox.

# Today's Panel



Eric Hayes, PhD  
Consultant  
**Pullan Consulting**



Donna LaVoie  
President & CEO  
**LaVoieHealthScience**



Carlos N. Velez, PhD  
Managing Partner  
**Lacerta Bio, Inc.**



James Zanewicz, JD, LLM, RTTP  
Chief Strategy Officer  
**Tulane University School of  
Medicine**



*Hosted by:*  
Mackensie Verneti  
VP, Partnering  
**Biotechnology Innovation Organization (BIO)**

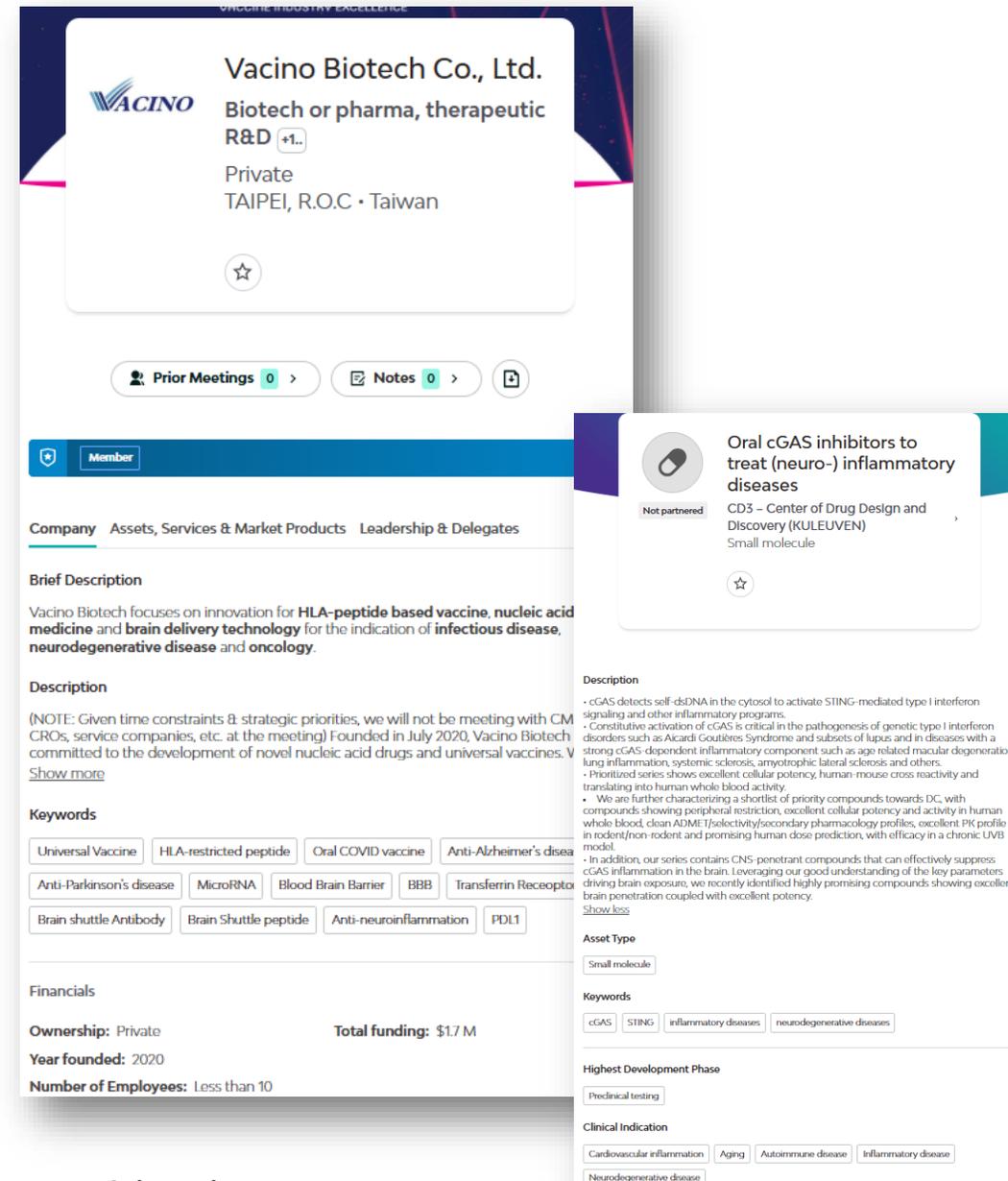
# Getting the Meeting

How you're found & how you're vetted

# Company Profile

- Basics: company type, location, website
- Brief description displays on company directory / search page
- Therapeutic areas
- Geographic areas of interest **NEW!**
- List specific assets, services, products
- Drug asset type, phase, indication
- Financials: ownership, last round of funding, total funding
- Upload content – non-confidential deck, one-pager, embed video
- Use rich text formatting & include links

 **Pro Tip:** All text is searchable. Fill out all descriptions, news, objectives



**Vacino Biotech Co., Ltd.**  
Biotech or pharma, therapeutic R&D +1..  
Private  
TAIPEI, R.O.C • Taiwan

Member

Company Assets, Services & Market Products Leadership & Delegates

**Brief Description**  
Vacino Biotech focuses on innovation for **HLA-peptide based vaccine, nucleic acid medicine and brain delivery technology** for the indication of **infectious disease, neurodegenerative disease and oncology.**

**Description**  
(NOTE: Given time constraints & strategic priorities, we will not be meeting with CM CROs, service companies, etc. at the meeting) Founded in July 2020, Vacino Biotech committed to the development of novel nucleic acid drugs and universal vaccines. [Show more](#)

**Keywords**  
Universal Vaccine HLA-restricted peptide Oral COVID vaccine Anti-Alzheimer's disease  
Anti-Parkinson's disease MicroRNA Blood Brain Barrier BBB Transferrin Receptor  
Brain shuttle Antibody Brain Shuttle peptide Anti-neuroinflammation PDL1

**Financials**  
**Ownership:** Private **Total funding:** \$1.7 M  
**Year founded:** 2020  
**Number of Employees:** Less than 10

**Oral cGAS inhibitors to treat (neuro-) inflammatory diseases**  
Not partnered  
CD3 - Center of Drug Design and Discovery (KULEUVEN)  
Small molecule

**Description**  
• cGAS detects self-dsDNA in the cytosol to activate STING-mediated type I interferon signaling and other inflammatory programs.  
• Constitutive activation of cGAS is critical in the pathogenesis of genetic type I interferon disorders such as Aicardi-Goutières Syndrome and subsets of lupus and in diseases with a strong cGAS-dependent inflammatory component such as age-related macular degeneration, lung inflammation, systemic sclerosis, amyotrophic lateral sclerosis and others.  
• Prioritized series shows excellent cellular potency, human-mouse cross reactivity and translating into human whole blood activity.  
• We are further characterizing a shortlist of priority compounds towards DC, with compounds showing peripheral restriction, excellent cellular potency and activity in human whole blood, clean ADME/Tox/selectivity/secondary pharmacology profiles, excellent PK profile in rodent/non-rodent and promising human dose prediction, with efficacy in a chronic UVB model.  
• In addition, our series contains CNS-penetrant compounds that can effectively suppress cGAS inflammation in the brain. Leveraging our good understanding of the key parameters driving brain exposure, we recently identified highly promising compounds showing excellent brain penetration coupled with excellent potency. [Show less](#)

**Asset Type**  
Small molecule

**Keywords**  
cGAS STING inflammatory diseases neurodegenerative diseases

**Highest Development Phase**  
Preclinical testing

**Clinical Indication**  
Cardiovascular inflammation Aging Autoimmune disease Inflammatory disease  
Neurodegenerative disease

# Search For & Prioritize Partners

- Use search filters
- Save multiple searches
- Subscribe to receive new matches **NEW!**
- Leverage your Favorites list
  - Use as a send list / to-do list
  - Flag & triage within your team

**Biotech / US or Canada / Cell or Gene Therapy**    
Asset [MV Search]  
Applied Filter (3)  
Apr 4

Notify me of new matches  
 None  Daily  Weekly

---

**Co Type: Biotech Pharma R&D** [MV Search]    
Applied Filter (1)  
Apr 4

Notify me of new matches  
 None  Daily  Weekly

All filters Clear All Apply

**Company Filters** ^

Company Name

Include Company Type(s)  
  ^

Exclude Company Type(s)  
 ^

Licensing/Funding Objectives  
 ^

Primary Therapeutic Areas  
 ^

Secondary Therapeutic Areas  
  ^

Company Size  
  ^

Company Favorited  
 ^

Previously Contacted Company  
 ^

Company Registration Dates  
 ^

# Request Meetings

- Specific, clear subject line to stand out
  - Do not use "Meeting Request" or "Meet with [Company]" etc as your subject line*
- Communicate **relevancy** (phase, modality, geography) and **differentiation**
- Include your contact information
- Attach content from your company profile, if applicable
- Mention specific participants **only** if you've identified a particularly good fit
- Send a follow-up reply after a few days to encourage responses

## Pro Tips:

- Use rich text formatting to highlight important points; embed links to documents or reports
- Attach content from your company profile to meeting requests

# Respond to Meeting Requests

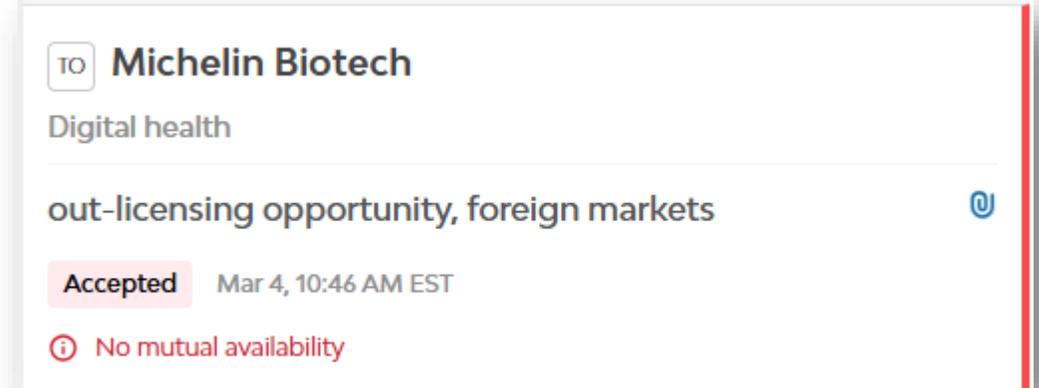
- Filter requests by company type, mentions, etc to triage more efficiently
- Add tags to track priority level or portfolio
- Respond to up to 50 requests at a time **NEW!**

The screenshot displays a 'Meetings' interface with 1/150 items. At the top, there are filter tabs: 'All 16', 'Needs Reply 6' (highlighted with a purple box), 'Incoming 13', 'Outgoing 3', and 'Unread'. Below the filters, there are options to 'Select All' and 'Clear all Selections'. The main list shows requests from 'Last Week' and 'Older Requests'. The first request is from 'Silver Investment Group [Test Company]' with the subject 'Interested in funding?' and a 'Requested' date of 'Apr 3, 1:39 PM EST'. A purple box highlights the checkmark next to this request. Below it are requests from 'Onyx Therapeutics [Test Company]' (subject: 'Research Partnership in Immuno-oncology', requested Mar 4, 10:21 AM EST), 'Zenith Healthcare Group [Test Company]' (subject: 'What Zenith Can Do For You', requested Mar 4, 10:20 AM EST), and 'New Summit Medical [Test Company]' (subject: 'Partnering Opportunity for New Oncology Asset', requested Mar 4, 10:17 AM EST). On the right side, a panel titled 'Requests Selected (3/50)' contains radio buttons for 'Accept All Meetings' (selected) and 'Decline All Meetings'. Below this is an 'Add Message' section with a rich text editor and a 'Required Participants' section with a 'Choose Required Participants' button. At the bottom of the panel, there is a prominent 'Accept All' button highlighted with a purple box.

# No Mutual Availability?

16

1. Open up more availability on your calendar
2. Open up availability on your colleague's calendars
3. Mark some of the meeting participants from your company as optional
4. Reply to see if the other participants can open more time on their calendars
5. If your calendar is full or you can't make it work, send your contact info and arrange to meet outside partnering hours or after the convention



 **Pro Tip:** The system does not require you to open availability in order to send or accept meeting requests – **so don't forget to open time slots!**

The background is a vibrant, abstract composition of various shades of blue, ranging from deep navy to bright cyan. It features several prominent, curved light trails that sweep across the frame, creating a sense of motion and energy. Scattered throughout the scene are numerous small, bright white and light blue particles, some appearing as sharp points of light and others as soft, glowing halos. The overall effect is that of a dynamic, digital or cosmic environment.

# Meeting Tips

# Prepare for the Meeting

18

- Know your goals, your story and your ask
- Research your partner: review focus areas and news, look for alignment with your assets & capabilities
- Have supporting materials ready, but keep it light
- Be ready for common questions: IP position, differentiation, clinical plan, funding stage, etc.
- Know the logistics: buffer time, meeting locations, mobile app



 **Pro Tip:** Download the BIO Partnering mobile app for your current schedule, walk times and upcoming meeting push notifications



# During the Meeting

19



- Quick introductions and roles
- Focus on *what's in it for them*—connect your objectives to their needs
- Avoid jargon and deep technical dives unless prompted
- Make Your “Ask” Explicit
- Let them talk—listen for signals of interest or misalignment
- Summarize Before You Wrap

*“To recap, we’ll send our deck and set up a call with your BD lead next week—does that sound right?”*

## 💡 Pro Tips:

- Don’t oversell—collaboration starts with trust, not pressure.
- If there's no fit, be courteous and open the door for future engagement.

# Messaging for your role

## Startups / Early-Stage Biotechs

- Lead with the science but simplify—highlight your innovation, differentiation and early traction.
- Be transparent about where you are in development, IP status, and funding needs.
- Prepare to answer tough questions: data strength, competitive landscape, and team experience.
- Focus on *why now*—the urgency and opportunity of partnering with you today.

## Established Biotechs / Mid-Size Companies

- Lead with pipeline and track record—position yourself as a reliable, credible partner.
- Be clear about deal terms you're open to (co-dev, regional licensing, etc.).
- Showcase partnership success stories if you have them.
- Come ready with detailed data for deeper follow-ups.

## Academic Institutions / Tech Transfer Offices

- Highlight novelty, mechanism of action, and potential applications of your discoveries.
- Address early-stage risk upfront; present a clear path to de-risking the science.
- Focus on unmet need, market potential, and publications that support your claims.

## Service Providers / CROs / CDMOs

- Focus on customer success stories, unique capabilities, and scalability.
- Position yourself as a problem-solver who enables others to succeed faster.
- Don't hard sell—show how you can *help them get where they want to go*.

# What's in a Meeting Room at BIO 2025?

21

- Table and 4 chairs
- Wifi is available, but sometimes spotty
- No A/V - bring your laptop or printout of slides, if necessary



## **Important:**

- Meetings take place in the Business Forum AND throughout the Exhibit Hall. Pay close attention to all letters and numbers in the meeting location name as shown on your partnering schedule.

## **Pro Tip:** Plan for time efficiency

5 min: intro/context

15 min: pitch + discussion

5 min: Q&A and next steps

5 min: transfer time to next meeting

# Post-Meeting Follow-Up

22

- Send timely & personalized follow-up email
- Include relevant materials (pitch deck, data summaries, case studies, one-pager, whitepapers)
- Connect on LinkedIn. Send a brief, friendly message referencing your meeting
- Offer follow-up meeting

Be specific: *“Would you be open to a deeper technical discussion with our CSO next week?”*

- If no immediate interest, stay on their radar
- Track conversations internally



 **Pro Tip:** Download shared contact information in excel from the partnering system. Go to Meetings and click "Export" in top right corner

# What to Avoid: Before, During and After the Meeting

## Mistake

Unclear goals  
Vague meeting requests  
Lack of research on partner  
Outdated or incomplete profile  
Overloading with detail too soon  
Poor time management  
No clear “ask”  
Talking too much  
Unprepared for common questions  
No or slow follow-up  
Not tracking meeting outcomes  
Giving up after one “no”

## Why It Hurts

Dilutes your message and confuses the meeting purpose  
Reduces chances of securing high-value meetings  
Wastes valuable time and misses alignment opportunities  
Makes your company easy to overlook  
Risks losing your audience before they’re engaged  
Important messages may get cut off  
Leaves the other party unsure how to move forward  
Misses insights from the other side and damages rapport  
Undermines credibility and confidence  
Lets potential opportunities fizzle out  
Creates confusion and lost follow-up chances  
Misses future opportunities when timing improves



**Pro Tip:** *Think of every meeting as the beginning of a relationship—not just a transaction.*

# Download the BIO Partnering Mobile App

24



**Scan the QR code to download**

Available for iPhone & Android

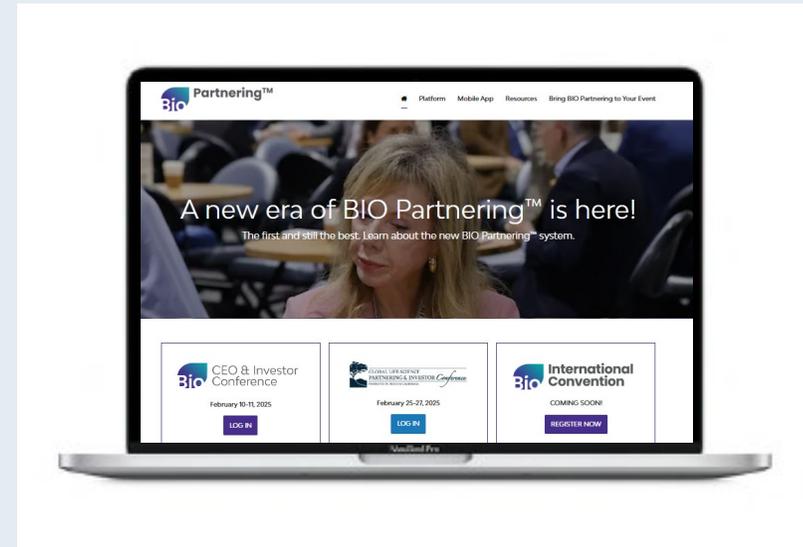


# Check out our Resources

25

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

- ❑ **Webinar Recordings!**
- ❑ 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](https://LetsPartner.BIO.org)

# 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)