



Networking tools to enhance  
your meeting productivity.



# Tutorial

## About the New One-on-One System

The new BIO One-on-One Partnering System is an online intelligence and communications system, developed by BIO, to meet the unique needs of the life science business development, licensing, and research communities. It features customized tools that enable attendees to promote their companies and licensing opportunities, conduct detailed searches to identify prospective partners, and communicate with parties of interest to pre-schedule meetings for BIO's partnering conference(s).

## New Features

The new and enhanced One-on-One system has been designed to maximize efficiency and facilitate the ease of the One-on-One system. Some of the new features include:

- **Deadline notifications**
- **More in-depth search capabilities**
- **User-friendly Message center**
- **Email Alert option to reflect meeting schedule changes**

# Launching the New One-on-One System

The new One-on-One Partnering System will be launched in two phases:

## **Phase I**

Delegates can login into their partnering account, create a profile for their company and delegates, and add licensing projects.

## **Phase II**

Delegates can start setting availability, requesting meetings, and communicating between companies.

***Expected launch date: Mid December 2008.***

# The One-on-One Process

The BIO One-on-One System is comprised of five sections or components:

Partnering Home

Profile

**Schedule**

**Search**

**Message**



**Phase II**

An FAQ is available on the website in the Partnering section, visit [Partnering FAQ](#) .  
The FAQ was designed to highlight the important features and questions that pertain to each section.

# Login

## Login link:

[http://  
oneononepartnering.bio.org/  
BIOAsia/Login.aspx](http://oneononepartnering.bio.org/BIOAsia/Login.aspx)

Username: email address

Password: #####

You will need your username  
and password combination to  
login.

If you do not know your  
password, you may click here  
for a reminder or email  
[biopartnering@bio.org](mailto:biopartnering@bio.org)



**BioAsia** PARTNERING  
CONFERENCE

Welcome to BIO's new state-of-the-art partnering software. Please complete your profile to access your schedule, messages and to search for other participants within One-on-One Partnering.

Your login credentials were sent to the email provided in your registration record. Please email [biopartnering@bio.org](mailto:biopartnering@bio.org) for any questions or concerns.

**Bio on One**  
PARTNERING

Email:

Password:

**Sign In**

Forgot your password? [Click here](#) to request a reminder via e-mail.

Copyright 2008, Biotechnology Industry Organization [Contact Us](#)

# Partnering Home

Partnering Home provides a dashboard view of the partnering system. It is divided into 4 sections:

- Profiles
- Schedule
- Search
- Messages



The screenshot shows the 'Partnering Home' dashboard. At the top, there is a red header bar with the 'BioAsia' logo, a 'PARTNERING CONFERENCE' logo, and navigation links for 'Help', 'Edit Account', and 'Sign Out'. Below the header, the main content area features a vertical stack of four circular icons, each labeled with a function: 'PROFILES' (a blue and green sphere), 'SCHEDULE' (a grey sphere), 'SEARCH' (a grey sphere), and 'MESSAGES' (a grey sphere). To the right of these icons is the 'Bio One PARTNERING' logo. Below the logo, a welcome message reads: 'Welcome to BIO's new state-of-the-art partnering software. Please complete your profile to access your schedule, messages and to search for other participants within One-on-One Partnering.' At the bottom of the dashboard, there is a copyright notice: 'Copyright 2008, Biotechnology Industry Organization' and a 'Contact Us' link.

# Profile

Profile section is comprised of all company information that is required in order to participate in partnering.

1. **Company Profile**
2. **Delegate Profile**
3. **Licensing Projects**

This page also includes deadlines relevant to the partnering profiles.

**BioAsia** PARTNERING CONFERENCE [Help](#) [Edit Account](#) [Sign Out](#)  
Welcome, Ansa Steenrod of Biotechnology Industry Organization

**Bio One** PARTNERING

PROFILES SCHEDULE SEARCH MESSAGES

**PROFILES**

**Company Profile** **Delegate Profiles** **Licensing Projects**

**Description of how to publish profiles**

**Profile has been published.**

To publish your company profile on the partnering web site and on the CD-ROM, select "Yes" below. You may undo this action later and you may continue to revise your profile after publication on the Web site.

Changes made after 12/17/08 will not be reflected on printed material (i.e. handbook) distributed at the conference.

**Deadlines**

12/17/08 Deadline to submit your profile to be included into the conference program

**Publish Now**

Publish to Partnering Website & CD-ROM?  
 Yes  No

**Save**

Copyright 2008, Biotechnology Industry Organization [Contact Us](#)



# Profile

## 1. Complete Company Profile

The Company Profile consists of the following:

- Company Information
- Company Background
- Products
- Corporate Highlights
- Financing History (Private Co's)
- Investors (Private Co's)
- Senior Management
- Board of Directors
- Scientific Advisory Board

**BioAsia** PARTNERING CONFERENCE [Help](#) [Edit Account](#) [Sign Out](#)  
Welcome, Anna Steenrod of Biotechnology Industry Organization

**Bio One** PARTNERING [PROFILES](#) [SCHEDULE](#) [SEARCH](#) [MESSAGES](#)

**PROFILES** **Company Profile**

**Company Profile**

Click on **Company Information** to update your company profile. Use the **Next** and **Back** buttons to navigate the steps. Please complete all sections. You may edit your company profile at any time prior to the conference.

1. [Company Information](#) **\*\* Start Here \*\***
2. [Company Background](#)
3. [Products](#)
4. [Corporate Highlights](#)
5. [Financing History \(Private Companies Only\)](#)
6. [Investors \(Private Companies Only\)](#)
7. [Senior Management](#)
8. [Board of Directors](#)
9. [Scientific Advisory Board](#)
10. [Publish/Save Profile](#)

[Preview](#) [Next >](#)

**Delegate Profiles**  
**Licensing Projects**

Copyright 2008, Biotechnology Industry Organization [Contact Us](#)

**\*\*PUBLISH YOUR PROFILE\*\***

# Profile

## 2. Complete Delegate Profile

- Confirm the profile of all delegates
- Designate primary contact

**BioAsia** PARTNERING CONFERENCE [Help](#) [Edit Account](#) [Sign Out](#)  
Welcome, Anna Steenrod of Biotechnology Industry Organization

**Bio One** PARTNERING [PROFILES](#) [SCHEDULE](#) [SEARCH](#) [MESSAGES](#)

**PROFILES**

- Company Profile
- Delegate Profiles
- Licensing Projects

### Designate Primary Contact

Please identify your organization's **primary contact**. Doing so will ensure that we are able to reach the appropriate member of your organization with important information regarding your participation in the conference.

Primary Contact:

[Update Primary Contact](#)

### Manage Accounts

Use the links below to edit your organization's accounts.

1. <a href="#">Amy Nguyen</a>	Manager
2. <a href="#">Anna Steenrod</a>	CEO
3. <a href="#">Bernadette J Blake</a>	IT consultant1234
4. <a href="#">Carolyn Horn</a>	IT Manager
5. <a href="#">Chris Love</a>	IT Officer
6. <a href="#">Elizabeth Gaskins</a>	IT Officer
7. <a href="#">Erin M Lee</a>	IT Manager
8. <a href="#">Ginger Schultz</a>	Chief officer
9. <a href="#">Jason Rupp</a>	
10. <a href="#">Jayna Cardetti</a>	
11. <a href="#">Julie Daniel</a>	
12. <a href="#">Kevin Murray</a>	
13. <a href="#">Rena'e Grant</a>	Manager, Partnering & Investor Outreach
14. <a href="#">Rob Silverman</a>	
15. <a href="#">Susanna Ling</a>	
16. <a href="#">Wes Triplett</a>	Delegate Profile

Copyright 2008, Biotechnology Industry Organization [Contact Us](#)

# Profile

## 3. Add Licensing Projects

- Import a pre-existing project
- Add a New Project
  - Name
  - Brief Description
  - Type
  - Project interest:
    - In-license
    - Out-license



BioAsia PARTNERING CONFERENCE [Help](#) [Edit Account](#) [Sign Out](#)  
Welcome, Anna Steenrod of Biotechnology Industry Organization

Bio One PARTNERING [PROFILES](#) [SCHEDULE](#) [SEARCH](#) [MESSAGES](#)

**PROFILES**

- Company Profile
- Delegate Profiles →
- Licensing Projects** →  
[View Project Listing](#)

### Licensing Project Details

Clicking on Next will automatically save all information.

Import Licensing Projects published at other BIO Partnering events. [Click here to see the list of importable projects.](#)

**Name of the Licensing Project:**  
(e.g., the brand name). The name must be no more than 128 characters.

**Brief Licensing Project Description:**  
Short description of the project being sought (in-licensed) or sold (out-licensed). Please under 1000 characters (about 200 words). There will be an opportunity to enter more information later.

**Type of project you are interested in buying or selling:**  
--Select --

**Please tell us whether you want:**  
 In License  Out License

[Next >](#)

Copyright 2008, Biotechnology Industry Organization [Contact Us](#)

## Phase II

This part of the One-on-One partnering system will be launched in mid-December. At that time the second part of the partnering tutorial will become available and delegates can begin setting their availability, requesting partnering meetings, and communicating between companies.

# Glossary

**Profiles** - the partnering profile is the first step in maximizing your company's participation in partnering at the conference. The profile consists of the company profile, delegate profiles, delegate availability for meetings and licensing projects that your company would like to buy and/or sell. Participants decide which companies to meet with based on this key information. Potential partners will not be able to "search" or "request" a meeting with your company until this information is completed.

**Company Profile** - this section of the partnering system is designed to highlight key information about each company in order to help optimize partnering with other life science companies or investors. The company profile is comprised of 9 different sections (see website).

**Delegate Profile** - the delegate profile permits each delegate within a company to create an individual profile and select a primary delegate. This allows for distinctions between company delegates when requesting meetings. Also, selecting a primary delegate will ensure that the appropriate member of your organization can be reached about important information regarding your participation in the conference

**Publish Now** - this feature enables your company profile to be published in the conference handbook that is received onsite. This will help optimize partnering by allowing investors and life science companies to learn about you company and benefit onsite contacts made at the conference.

**Licensing Projects** - Adding a licensing projects Adding or importing a project will help maximize company relations by enabling other companies and investors to research the companies projects. To add a licensing project select "Licensing Project" from the left-side menu and complete the online form by following the step-by-step instructions. A separate form must be completed for each licensing project. You have the opportunity to submit as many licensing projects as you wish.



Networking tools to enhance  
your meeting productivity.

## Contact

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

**Phone:** 866.356.5155, +1.202.962.6666

