

Inova One-on-One Partnering Tutorial



COVID-19 Partnering Conference

Contents



Register, login and network

Create your profile **Mark** your availability and set your time zone Search for companies to meet with Send meeting requests Schedule accepted meetings Attend your meetings





1. Register & Log-in



1 Register & Login •••• 2 3 4 5 6 7

Registration Key Dates

- Once your registration has been approved, you will receive a confirmation email from <u>partnering@virtual-partnering.com</u>.
- Once the partnering platform opens you will receive login instructions from <u>partnering@virtual-partnering.com</u>.
- Start self-scheduling your meetings as soon as they are accepted. Partnering meetings will take place during the conference.



1 Register & Login • • • • 2 3 4 5 6 7

Logging in

If you have already used the partnering system at a previous event, you may use the same password. The email will also contain a link to reset your password in case you have forgotten it.

If this is your first time using Inova's partnering system, you will need to reset your password using the link provided in the email.

	S inova	
- Fm	ail address	
Passwe	ord	
	Log in	
	Forgot password?	
c here to rese	T et your password	

1 Register & Login • • • • • 2 3 4 5 6 7

Overview of the home page



Partnering Feed Network with other companies using the hashtag #PartneringAgainstCovid19

inovo

1 Register & Login • • • • 2 3 4 5 6 7

Network through social media & the partnering feed

Use your social networks to collaborate.

Post on Twitter and LinkedIn using the hashtag **#PartneringAgainstCovid19** to share your research and collaboration ideas.

Your posts will appear on the partnering feed on the homepage.







2. Create your profile





Create your profile

ОЮЕ номе	profile 🔎 search 🖼 calendar 🖾 N	IESSAGE CENTER New request	★ BOOKMARKS
Balsa ⁺ Balsa Pharma		COVID-19 Virtual Partnering Welcome to COVID-19 Virtual Partnering	THIS EVENT WAS MADE POSSIBLE BY: Evaluate Evaluate Finovo
	6 complete	Search for companies and start sending requests Search Post on LinkedIn and Twitter to share your research and collaboration ideas and find partners	FIVE STEPS TO SUCCCESS 1. Set your time zone. Click PROFILE on the Menu and update your delegate profile.
All Inco Requested Accepted,	NG REQUESTS ming Outgoing 1 to be scheduled 0 no availability 0	Image: Control of the second secon	 Update your company profile. Click PROFILE on the Menu. Make sure you add your assets, Products and Services Set your availability to take meetings. Click CALENDAR on the Menu. Search for potential partners and request meetings with them. Click SEARCH on the Menu.



1 2 Create your profile • • • • • 3 4 5 6 7

Company profile

- 1. Complete all applicable fields, especially those in the Description, Areas of Interest, Financials, and Contact Information sections
- 2. Add Assets, Services, and Market Products if applicable
- 3. Upload your company's logo
- 4. Upload documents, graphics, and videos

TIP: All company and delegate profiles will be pre-populated with information from the registration form. However, it is important to complete your profiles as much as possible.



1 2 Create your profile •••• **3 4 5 6 7**

Assets, Services, and Market Products

- 1. Click Manage drug assets, services, or market products
- 2. Type in the item's name to add a new name, or click Add to re-add existing item
- 3. Click Create
- 4. Complete all applicable fields, especially those found under Description and Classification
- 5. Upload supporting documents, graphics, and videos





2 Create your profile •••• ③ ④ ⑤ ⑥ ⑦

Delegate profile

- 1. Complete all applicable fields, especially Job Title, Professional Background, and Area of Expertise
- 2. Upload your photo
- 3. Set your time zone. This will be added to your calendar, making it easier to schedule meetings during your business hours.

TIP: As with your Company Profile, there are no required fields, but all information is searchable. The more you fill out, the easier you will be for potential partners to find.





Set your notification preferences here.





Notification Preferences

Tailor your notification preferences from your profile.

Access your notifications preferences

Edit your notifications

TIP: To CC an additional recipient on your email notifications (e.g. an assistant or colleague helping to manage your meeting activity), click here.







3. Mark your availability





Mark your Availability

0 NE	Home 📃 Profile 🔎 Search 📓 Calendar	MESSAGE CENTER New request	★ BOOKMARKS	
111	Balsa Pharma	COVID-19 Virtual Partnering Welcome to COVID-19 Virtual Partnering	THIS EVENT WAS MADE POSSIBLE BY: LYON BIOPOLE Evaluate Thorogona	
	COMPANY PROFILE	PANY PROFILE Search for companies and start sending requests Search		
	Profile 70% complete Visible	Post on LinkedIn and Twitter to share your research and collaboration ideas and find partners	FIVE STEPS TO SUCCCESS 1. Set your time zone. Click PROFILE on the Menu and update your delegate profile.	
MEETING REQUESTS All Incoming Outgoing			 Update your company profile. Click PROFILE on the Menu. Make sure you add your assets, Products and Services 	
	Requested 1	#PartneringAgainstCOVID19 in COVID-19	 Set your availability to take meetings, Click CALENDAR on the Menu. 	
	Accepted, to be scheduled 0 Accepted, no availability 0	Free Virtual Partnering Event: 20 April – 6 May 2020	4. Search for potential partners and request meetings with them. Click SEARCH on the Menu.	





1 2 3 Mark your availability • • • • • 4 5 6 7

Calendar: Updating Your Availability

- 1. Select the appropriate delegate from the top left drop-menu
- 2. Update your availability
 - A. Select the correct day of the week
 - B. Click Change availability
 - C. Mark the timeslots available (or unavailable) by clicking Change, or update the entire day
 - D. Click Save and return to calendar

PLEASE NOTE: Your Calendar is unavailable by default. You must have at least one available timeslot in order to send and accept meeting requests.

Save time by first updating the entire day and then updating individual timeslots as necessary. WED TUE Dianna Ross -04 05 06 CEST (+02:00) EDT (-04:00) Calendar 3 Meetings that day Save and return to calendar New personal event Cancel Update entire day This time slot is NOT available for meetings 06 Not Available 12 change This time slot is NOT available for meetings Not Available change This time slot is NOT available for meetings Not Available 13 07 change This time slot is NOT available for meetings Not Available change 08 **Available** 14 **Available** 15 09 Available **Available** This time slot is available for meetings 10 **Available** 16 This time slot is available for meetings Available



1 2 3 Mark your availability • • • • • **4 5 6 7**

Calendar: Viewing & Exporting Your Schedule

In the calendar, you are also able to:

- 1. View your scheduled partnering meetings
- 2. Export your individual and/or combined company schedule

PLEASE NOTE: Delegates schedule their own meetings. Once a meeting has been accepted, you can selfschedule it immediately.







4. Search for companies to meet with





Search for companies to meet with

Get started with the search feature either by clicking on search in the menu or starting your search directly in the search bar on the home page.





Search for companies to meet with •••• (5) (6) (7) **Export your specific** search results into Excel Search Save specific search criteria and monitor results Search by Companies, **Delegates, Assets, Market Products, or Services** Search tips Saved searches Search history Export \mathcal{P} Type text here to search the directory Advanced search Modification date -Filters (0) Modification date Sort your A-Z Companies (7) Lelegates (9) Assets (3) Products (2) Services (2) search results Relevancy GOLDDEX Biotech Japan view website 1 prior meeting 0 notes Lorem ipsum dolor sit amet, consectetur adipiscing elit, sed do eiusmod tempor incididunt ut labore et dolore magna aliqua. Ut enim ad minim veniam, quis nostrud exercitation Nake a note ullamco laboris nisi ut aliquip ex ea commodo consequat. Duis aute irure dolor i LEXIQVOLAX Financing / Investors / Research grants France view website NEW REQUEST Lorem ipsum dolor sit amet, consectetur adipiscing elit, sed do eiusmod tempor incididunt ut labore et dolore magna aliqua. Ut enim ad minim veniam, quis nostrud exercitation Nake a note ullamco laboris nisi ut aliquip ex ea commodo conseguat. Duis aute irure dolor i Send meeting TREEQUOTE Applicable Software Technology Company United States view website requests Nake a note ididunt ut labore et dolore magna aliqua. Ut enim ad minim veniam, quis nostrud exercitation **PLEASE NOTE:** When viewing your own company in search results, you will not Germany view website NEW REQUEST see "New Request" and Bookmark ididunt ut labore et dolore magna aliqua. Ut enim ad minim veniam, quis nostrud exercitation N Make a note buttons. However, other companies will see these buttons next to your company.

1 2 3 4 Search for companies to meet with • • • • • **5 6 7**





1 2 3 4 Search for companies to meet with •••• **5 6 7**

Prior meetings

Quickly confirm if you have met with or had a meeting request with a company at a previous One-on-One conference by clicking on their profile.

				Search tips S	aved searches	Search history	Export
	$\mathcal P$ Type text here to search the dire	ctory		Search	Advanced search	ी। Modificatio	on date -
	Filters (0)	Assets (3)	Services (2)				
E Cor	Delegates (9)	V Assets (3) III Products (2)	Services (2)				Start with
	INOVA CSM 2 prior meetings 0 notes					Make a	net 🖈
®	GOLDDEX 1 prior meeting O notes Lorem ipsum dolor sit amet, consectetuu ullamco laboris nisi ut aliquip ex ea com	Biotech r adipiscing elit, sed do eiusmod tempor incid modo consequat. Duis aute irure dolor i	Japan idunt ut labore et dolore magna aliqua	. Ut enim ad minim veniam, quis no	view weessite	SCHED	
۱Ŋ	LEXIQVOLAX O notes Lorem ipsum dolor sit amet, consectetur ullamco laboris nisi ut aliquip ex ea comu	Financing / Investors / Resear r adipiscing elit, sed do eiusmod tempor incid modo consequat. Duis aute irure dolor i		. Ut enim ad minim veniam, quis no	view website	NEW R	-







5. Send meeting requests



1 2 3 4 5 Send meeting requests • • • • 6 7

Message Center

The Message Center is set up at a company level. The same content will be displayed for all members of your company attending the conference.





1 2 3 4 5 Send meeting requests ••••• 6 7

Message Center

Filter by meeting requests by:

- 1. Personal Tag
- 2. Unread Messages
- 3. Incoming & Outgoing
- 4. Meeting Status



Export your Message Center

1 2 3 4 5 Send meeting requests •••• **6 7**

Sending meeting requests

- 1. Click New Request at the top of the page, or the envelope in your search results
- 2. Type in the name of the company you'd like to meet with in the To field
- 3. Add a tailored subject and message in the Title and Message fields
- 4. Update meeting participants
- 5. Click Send Request

PLEASE NOTE: Outgoing requests are sent to companies rather than individuals. The receiving company will determine which participants to add to the meeting.



1 2 3 4 5 Send meeting requests • • • • 6 7

"Reply only" to Meeting Requests

Click Reply Only to create or a continue a conversation in an existing meeting request.

This will allow you to add an additional comment or question, or respond to the thread without changing the request's status.

This is useful if you would like more information before accepting a request, or if you would like to follow up with additional details.

TIP: Use "Reply Only" to communicate with companies before, during, and after the event, even if the meeting was never scheduled.

PLEASE NOTE: Clicking "Reply Only" will NOT accept an incoming meeting. Instead, you must click "Accept request." Only meetings with an "Accepted" status will be scheduled.





1 2 3 4 5 Send meeting requests • • • • 6 7

Accepting, Declining, & Canceling Meeting Requests

Accept

- 1. Click Accept Request
- 2. Include an explanation in the Messages field (optional)
- 3. Update meeting participants and availability, if necessary
- 4. Click Accept Request

Decline (not pictured)

- 1. Click Decline Request
- 2. Include an explanation in the Messages field (optional)
- 3. Click Decline Request

PLEASE NOTE: You are the default participant. Don't forget to replace yourself with another participant if you do not intend to attend the meeting or add additional participants, as necessary.



Accept Request

×



6. Scheduling & updating meetings



1 2 3 4 5 6 Scheduling & updating meetings •••• ⑦

Scheduling meetings

Once a meeting has been accepted, it's time to schedule it.

Find the meeting in the Message Center and click the "Schedule" button.

Golddex Biotech	ACCEPTED Schedule Cancel request
i SELF SCHEDULING: This meeting needs	
Solddex Participants	Balsa Pharma Participants
Adela Heath	Dianna Ross CEO
Golddex linked resources	Balsa Pharma linked resou Edit
No linked resources added yet	No linked resources added yet



1 2 3 4 5 6 Scheduling & updating meetings •••• ⑦

Scheduling meetings

Select a mutually available timeslot. The timeslots are color-coded representing the participants' mutual availability:

- **Green**: All participants are available
- **Yellow**: Not open for scheduling because one of the participants has marked the slot as Unavailable
- **Red**: Not available for scheduling because there is a meeting already scheduled at this time.





1 2 3 4 5 6 Scheduling & updating meetings •••• 7

Selecting a meeting location

After selecting the timeslot, add the online conference or video system of your choice, or use one of our virtual rooms.

- If you use your own conference or video call solution, be sure to include all of the links and access codes necessary.
- If you use one of our virtual rooms, the rooms will be assigned on a rolling basis. We will automatically update the meeting and calendar invites with the connection information.

You can update the meeting location later.

Select the location X (L) Monday May 4, 16:30 - 17:00 (UTC+02:00) **Enter meeting location** You may specify a location of your choosing or add a link to your preferred conference or video call solution. Please be sure to include any needed access codes OR Use a virtual room provided by the event Use a secured, dedicated, virtual meeting room. The connection information will be sent shortly after scheduling the meeting and your calendar invites will be updated. Phone numbers will also be provided to connect audio.



1 2 3 4 5 6 Scheduling & updating meetings •••• 7

Update meetings

TIP: If you accidentally decline a meeting, or your change your mind, you will have the option to undecline the meeting. This will revert meeting's status back to "Requested."





View time and location. Please



7. Attend your meetings



1 2 3 4 5 6 7 Attend your meetings

Attend your meetings

When it is time to attend your meetings, there are three different ways to find your connection information:

1. Find your meeting on your calendar. There will be a clickable link to join your virtual room.

OR

2. Go to the Message Center and find your meeting. The connection information will appear in the location.

OR

3. Find the meeting invitation in your personal calendar (Outlook, Google, etc). The location information is included in the invitation.





Help & Support

support@virtual-partnering.com



Leveraging Inova's **Biopharma Partnering Platform**

One-on-One Partnering, the leading biopharma matchmaking platform, facilitates **tens of thousands of faceto-face relevant meetings at dozens of biopharma conferences worldwide** including the BIO International Convention and BIO Asia.





About Inova

Inova Software accelerates partnering for the future of medicine. Over 130 life science companies, including **50% of the top 50 pharmaceutical companies** already use Inova's cloud platform. They secure licensing and collaboration opportunities, accelerate deal making and successfully manage their alliances.

Inova Software also provides **One-on-One Partnering**, **the market leading partnering & matchmaking platform** that facilitates thousands of face-to-face meetings at dozens of biopharma conferences worldwide including the BIO International Convention and BIO Asia.



https://inova-software.com

