

One-on-One Partnering Tutorial

Updated: February 2024

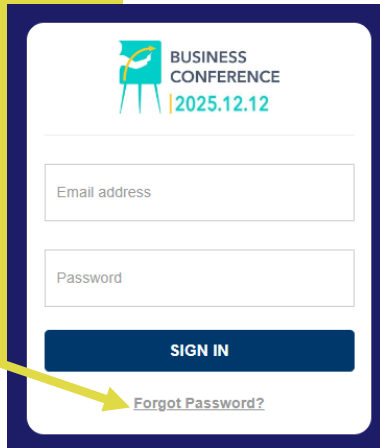
Partnering Support: support@inova-event.com

Logging In and Home Page

You should receive a welcome email with login instructions within 1-2 business days after registering for the conference with the event organizer.

If this is your first time using One-on-One, set your password using the link in the welcome email.

Otherwise, you may re-use your previous password, or click here to reset your password.



BUSINESS CONFERENCE 2025.12.12

Email address

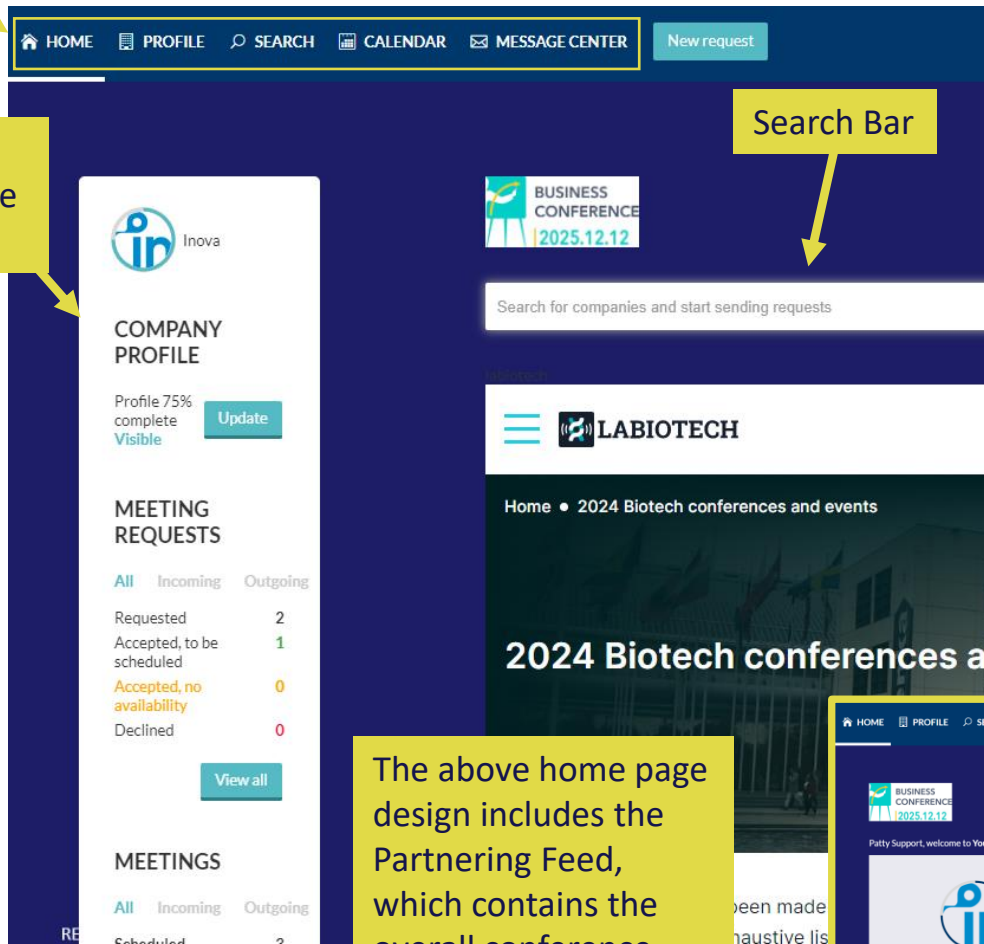
Password

SIGN IN

[Forgot Password?](#)

Menu

Your meeting metrics for the conference



HOME PROFILE SEARCH CALENDAR MESSAGE CENTER New request

COMPANY PROFILE

Profile 75% complete Visible **Update**

MEETING REQUESTS

All	Incoming	Outgoing
Requested	2	
Accepted, to be scheduled	1	
Accepted, no availability	0	
Declined	0	

MEETINGS

All	Incoming	Outgoing
Scheduled		

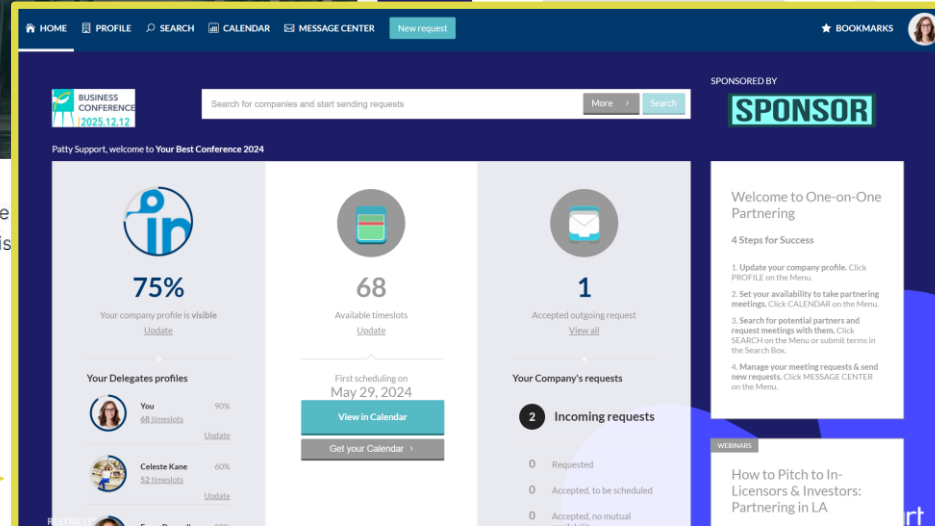
Search Bar

View your bookmarks

Edit your profile or log out

Partnering updates, links to tutorials, help & support

The above home page design includes the Partnering Feed, which contains the overall conference Agenda and other special listings. Your conference may use the simplified home page, as shown here.



HOME PROFILE SEARCH CALENDAR MESSAGE CENTER New request

75% Your company profile is visible **Update**

68 Available timeslots **Update**

1 Accepted outgoing request **View all**

Your Delegates profiles

You	90%	68 timeslots	Update
Celeste Kane	40%	52 timeslots	Update

First scheduling on May 29, 2024 **View in Calendar** **Get your Calendar**

Your Company's requests

2 Incoming requests	
0 Requested	
0 Accepted, to be scheduled	
0 Accepted, no mutual	

SPONSOR

WELCOME TO ONE-ON-ONE PARTNERING

4 Steps for Success

1. Update your company profile. Click PROFILE on the Menu.
2. Set your availability to take partnering meetings. Click CALENDAR on the Menu.
3. Search for potential partners and request meetings with them. Click SEARCH on the Menu or submit terms in the Search Box.
4. Manage your meeting requests & send new requests. Click MESSAGE CENTER on the Menu.

How to Pitch to In-Licensors & Investors: Partnering in LA

Company Profile

The company profile is your key to being found by potential partners. Create a robust profile to enhance your ROI. The profile may be pre-populated with data from the last One-on-One conference you participated in. Be sure to update the content as needed.



None of the fields are required, but all profile information is searchable, so the more you add, the more you'll come up in search results.

Click to upload your current company logo



Your company profile is automatically published to maximize your visibility.

Your profile is **PUBLISHED** [Unpublish](#)

Description

Company type

Keywords
Partner Relationship Management

Brief description
The biopharma partnering software used by 150 pharma and biotech companies to efficiently manage their search & evaluation, business development, and alliance management activities.

Description
Inova accelerates partnering for the future of medicine. Its cloud-based solutions help life science companies manage their biopharma opportunities more efficiently. They secure licensing and collaboration opportunities, accelerate deal making and successfully manage their alliances. Inova 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. Over 150 life science companies, including 30 of the top 50 pharmaceutical companies, and many midsize pharma and innovative biotechs already use Inova's cloud platform. Inova is headquartered in Lyon, France, and also operate offices in New York, Denver and Tokyo. For more information, visit <https://go.inova.io/events/conference/bio-digital/>

News

Company objectives

Primary
Licensing/Funding objectives

The Brief Description will be directly visible in search results

Assets [Manage assets](#)

Inova Asset
Cell therapy
Preclinical testing [Unpartnered](#)

Services [Manage services](#)

Technologies consulting
Information Technology

Products [Manage products](#)

Inpart Partnering Platform
Information Technology

Add market products and services if applicable.

Clearly outline your company's offerings, assets, licensing objectives, and intentions for the conference. Include your therapeutic areas of interest, financials, and location information.

Management [Edit](#)

Gilles Toulemonde CEO

Delegates

Celeste Kane
Head of Business Development

Freya Damrell
Commercial Manager, Event & Data

Patty Support
Business Development Director [In-person & Virtual](#)

Thomas Romanet
Customer Success Manager

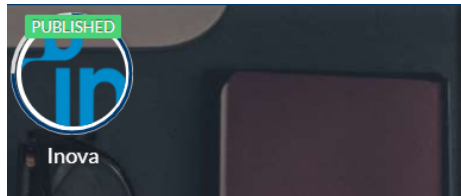
Access delegate profiles

Content [Upload file](#)

OnePager_09-12-2019 ... [Upload](#)

Upload pitch decks, presentations, YouTube videos, and other content. They can all be linked to meeting requests as needed.

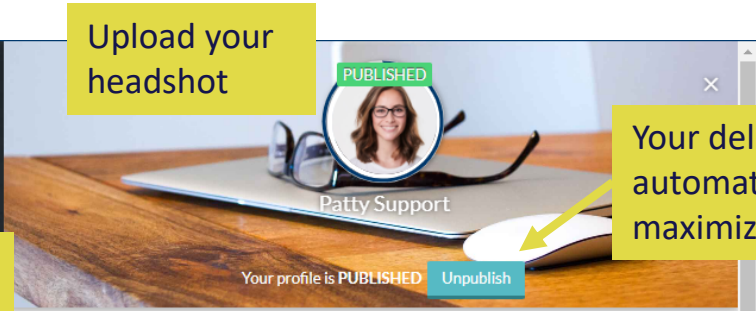
Delegate Profile & Notification Preferences



For virtual or hybrid events, select your location (attendance type). If attending virtually, select your time zone.

Manage services

Fill in as many fields as possible, especially your Job Title, Professional Background, and Area(s) of Expertise



Upload your headshot

Your delegate profile is automatically published to maximize your visibility.

Event attendance

Location: In-person & Virtual

Timezone

City: (UTC-04:00) Philadelphia, America/New_York

Delegate profile

Company: Inova

Job title: Business Development Director

LinkedIn profile

Keywords
IT solutions, Business Development, Alliance Management
Conferences, Events

Professional background

Area of expertise
Requirements analyses, solutions expertise, customer relationship support, product demonstrations, webinars and other promotional communications relative to INOVA one partnering place for the life science industry (virtual collaboration space to support business development and alliance management activities).

Delegate address

Country: United States

State: New York

Address: 132 Nassau Street, Suite 711

Zip: 10038

City: New York

Delegate contact information

Your delegate contact information is private to you and is only shared with another company when you choose "Share contact information" in your Message Center

Email

Telephone

Delegate Contact Information entered here is only visible to companies with whom you share it in the Message Center

Edit your notifications
Access your notifications preferences

TIP: Click here to CC an additional recipient for your notifications, such as an assistant or a colleague helping to manage your meeting activity.



Please choose which notifications you would like to receive by email

Notification recipients

Emails:

Receive at this address: andrea.waltt@inova-software.com

Receive emails at another email address:

Alternative email address or delegate

Notification preferences

Email

All meeting requests

New request received

Request accepted

Request declined

Request canceled

Meetings in which you are a participant

Meeting scheduled

Meeting canceled

Click "Access conference notifications preferences" to tailor your settings and receive just the right system alerts

Calendar

Click the dropdown to view your colleagues' calendars and availability

Your calendar is marked as Available by default. Meetings are scheduled based on when you and the other meeting participants are available, so make sure your availability is up to date by blocking out time and removing blockers as needed.

Remember to update your calendar for each day of the event

TIP: On virtual days, update your availability by clicking here

For onsite days, update your availability by clicking "Change availability," clicking the relevant time slots to block them, then clicking the green Save button.

Save and return to calendar

Add personal events to carve out time for breaks or other engagements

Click here to select from presentation tracks and add panels, keynotes, receptions, and other programming to your calendar

Dark blue indicates a scheduled partnering meeting. "Join" indicates a link to a virtual location. Click on any meeting to view the profile of the company you'll be meeting with.

The screenshot shows a web-based calendar interface. At the top, there is a navigation bar with 'HOME', 'PROFILE', 'SEARCH', 'CALENDAR', and 'MESSAGE CENTER'. A 'New request' button is also present. The user's name 'Patty Support' is displayed with a dropdown arrow. The current date is Wednesday, 03. The calendar grid shows days from 01 to 09. On the right, there are sections for 'Sessions and Education Topics' and a search bar for 'Infectious Diseases'. A 'Keynote presentation - COO Infectious Diseases' is listed with an 'Add' button. Meeting items are shown as horizontal bars with 'Join' links. A 'Save and return to calendar' button is highlighted in a green box at the bottom left.

Search

New companies and delegates can join the conference at any time, so check the Search page regularly. Save time by creating Saved Searches to find the latest companies that fit your criteria. Search criteria are applied across all object types: Companies, Delegates, Assets, Market Products, and Services.

HOME PROFILE SEARCH CALENDAR MESSAGE CENTER New request BOOKMARKS

Filter for investors

Export search results

Type text here to search the directory Clear Search Advanced search Modification date

Investors only Filters (1) Hide Included company types Biotech or pharma, animal health OR Academic, tech transfer OR Biotech or pharma, therapeutic R&D

Companies (7) Delegates (18) Assets (1) Products (1) Services (1)

Use Advanced Search to apply multiple specific criteria such as Company Type, Therapeutic Area, Public / Private, or Location.

Click a company's name to view its profile, registered delegates, and your meeting history with them

Click New Request to send a meeting request to an identified target

Not ready to request a meeting? Click the star to add the company to your Bookmarks list and revisit them later.

Company Name	Company Type	Meeting History	Notes	Actions
INNOVESTOR	Investor	1 prior meeting	0 notes	2 REQUESTS, Make a note
FERRET PHARMA	Biotech or pharma, therapeutic R&D	0 notes	Ferring Pharmaceuticals is a Swiss multinational biopharmaceutical company specialising in areas such as reproductive health, maternal health, gastroenterology and urology. Ferring has been developing treatments for mothers and babies for over 50 years.	REQUESTED, Make a note
MONDOPHARMA	Biotech or pharma, therapeutic R&D, Other R&D	0 notes	Mundipharma International Limited, Germany, Mundipharma is a subsidiary of the Sackler family with locations in United Kingdom, Canada, Germany, and Singapore. In	NEW REQUEST, Make a note
HARPO PHARMA	Animal	0 notes	"This is a riotous story which is really recommended." -Library Journal	NEW REQUEST, Make a note
LOOPING PHARMA	CRO, ...	1 prior meeting	0 notes	NEW REQUEST (starred), Make a note
BALSA PHARMA	Services,	35 prior meetings	0 notes	2 REQUESTS, Make a note
BAYER	Biotech or pharma, therapeutic R&D	0 notes		NEW REQUEST, Make a note

INNOVESTOR
Innovestor

SCHEDULED View messages

1 prior meeting | 0 notes | Make a note | ★

No investment preference indicated

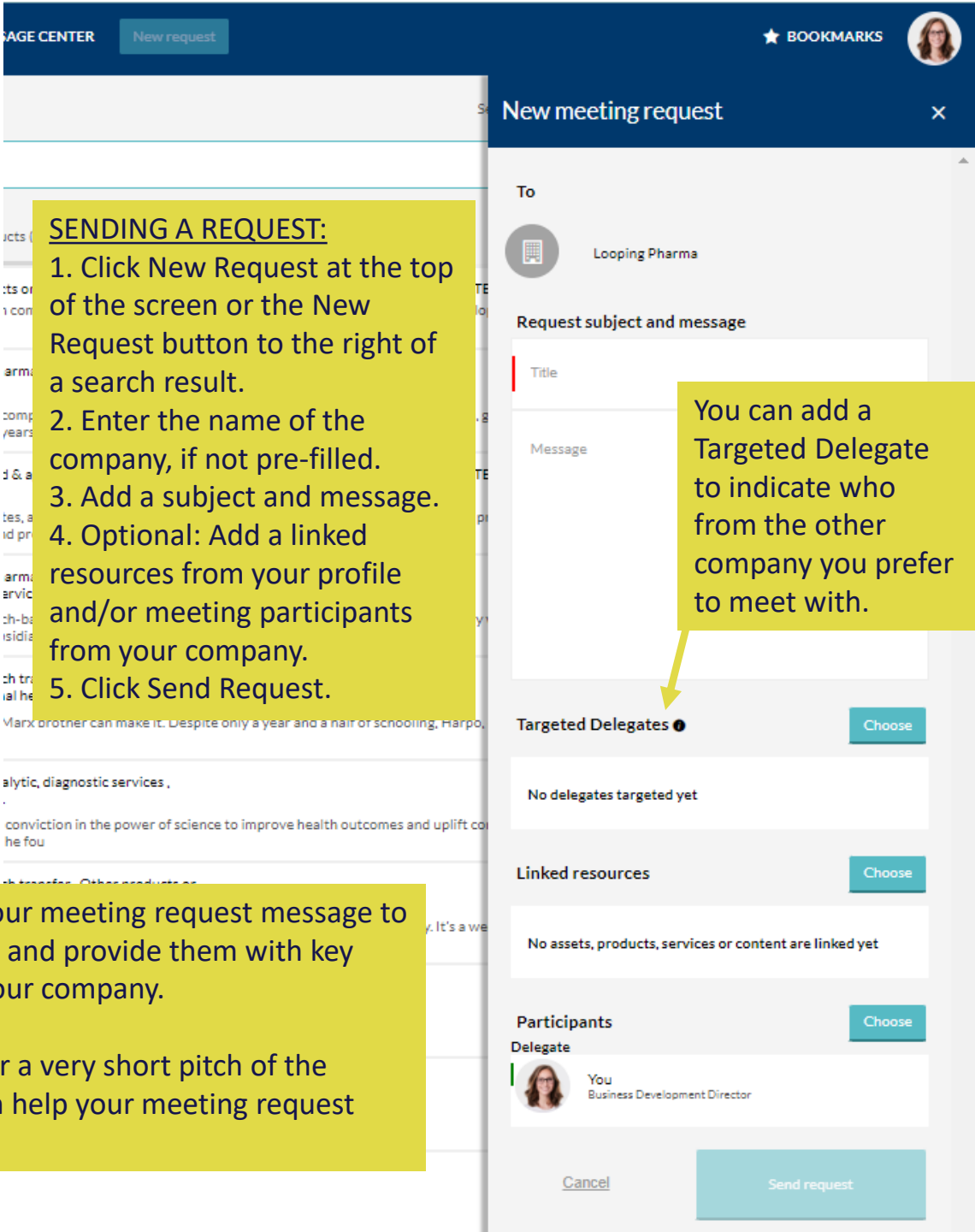
Delegates

Allison Invator

Meeting Requests

Meeting requests are sent company-to-company, not between individual delegates. The receiving company will determine which of their delegates will attend the meeting, should they accept your request.

Only once a request is Accepted can the meeting itself be scheduled.

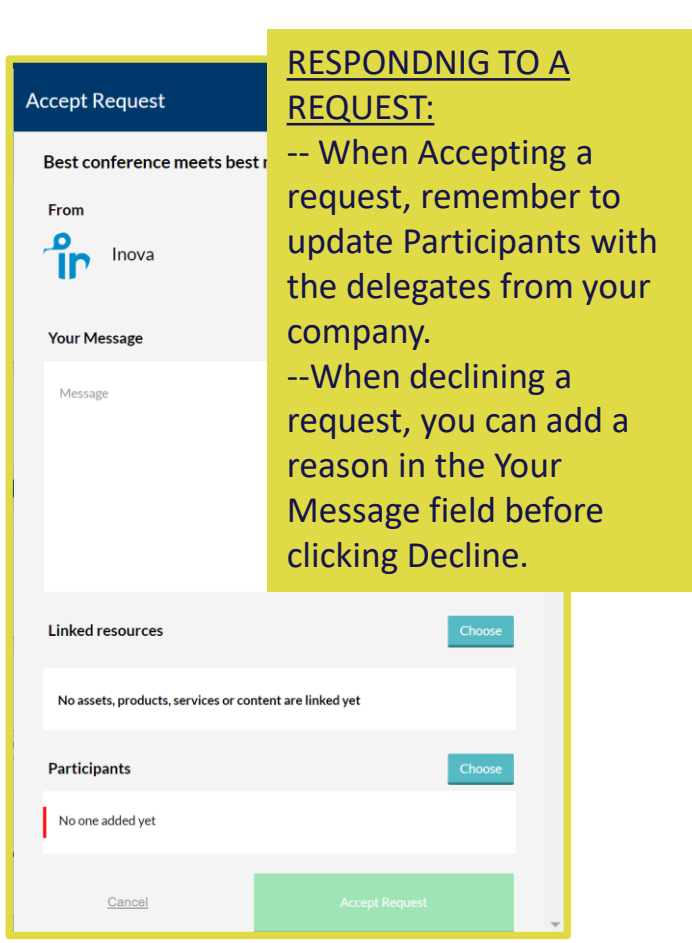


SENDING A REQUEST:
1. Click New Request at the top of the screen or the New Request button to the right of a search result.
2. Enter the name of the company, if not pre-filled.
3. Add a subject and message.
4. Optional: Add a linked resources from your profile and/or meeting participants from your company.
5. Click Send Request.

You can add a Targeted Delegate to indicate who from the other company you prefer to meet with.

TIPS: Always tailor your meeting request message to the specific recipient and provide them with key information about your company.

A clear subject line or a very short pitch of the meeting purpose can help your meeting request stand out.



RESPONDING TO A REQUEST:
-- When Accepting a request, remember to update Participants with the delegates from your company.
-- When declining a request, you can add a reason in the Your Message field before clicking Decline.

Actions on meeting requests trigger notifications to the delegates of that company.

When meetings are scheduled, the partnering system will also send an ical file for your calendar (Outlook, Google calendar, etc).

Message Center

Here you can view, filter, respond to, and manage your company's meeting requests. All delegates from the same company can view and update all their company's requests.

The screenshot shows the Inova Message Center interface. The top navigation bar includes HOME, PROFILE, SEARCH, CALENDAR, MESSAGE CENTER, and a 'New request' button. The left sidebar contains filters for 'All requests', 'Requests you are tagged in', 'Requests you are targeted in', 'Admin super access', 'Unread', 'Requests type', 'Placeholder', 'Status', and 'All'. The main content area displays a list of meeting requests with columns for sender, recipient, status, and time. A callout 'Export requests to Excel' points to an 'Export' button. Another callout 'If a meeting time or date no longer work for you, click "Request Reschedule"' points to a 'Request reschedule' button. A third callout 'Check the meeting request status, date, location and/or Zoom link. The meeting time is in the conference time zone.' points to a meeting details panel for 'Inova Software test2'. A fourth callout 'Click "Reply Only" to send the other company a quick question or follow-up on an existing request.' points to a 'Reply only' button. A fifth callout 'Click "Edit" to select your meeting participants' points to an 'Edit' button in the 'Inova Participants' section. A sixth callout 'Meeting Requests that are Accepted or Pending Reschedule, but with no timeslot available in all the participants' calendars, will be marked with this red tag. If you see this tag, go to your calendar and mark as many additional time slots as Available as you can.' points to a 'No mutual availability' warning icon. A seventh callout 'Filter the list by unread messages, incoming or outgoing requests, and status. Click Advanced Filters to filter by meeting participants, targeted delegates, and other parameters.' points to the 'Advanced filters' button in the sidebar.

Export requests to Excel

Check the meeting request status, date, location and/or Zoom link. The meeting time is in the conference time zone.

If a meeting time or date no longer work for you, click "Request Reschedule"

Click "Reply Only" to send the other company a quick question or follow-up on an existing request.

Click "Edit" to select your meeting participants

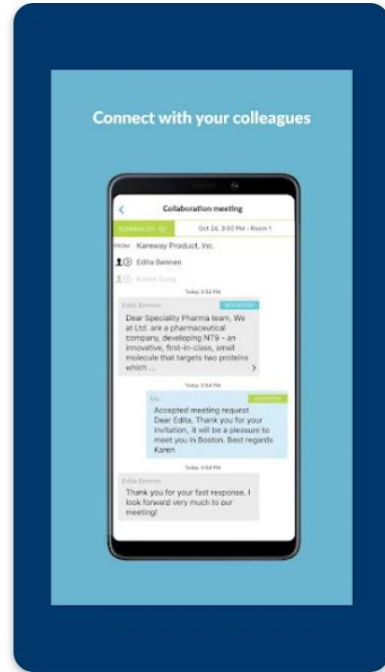
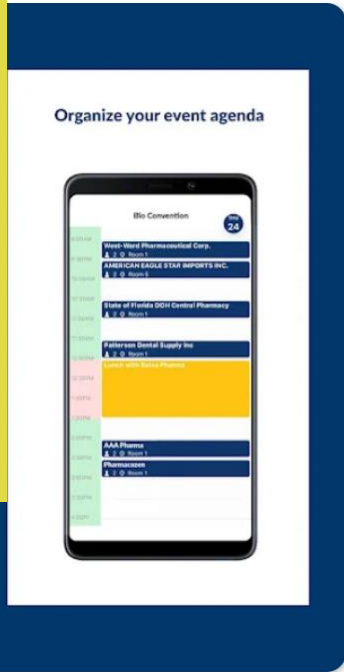
TIP: For delegates with really busy schedules, add them to the meeting as Optional

Meeting Requests that are Accepted or Pending Reschedule, but with no timeslot available in all the participants' calendars, will be marked with this red tag. If you see this tag, go to your calendar and mark as many additional time slots as Available as you can.

Filter the list by unread messages, incoming or outgoing requests, and status. Click Advanced Filters to filter by meeting participants, targeted delegates, and other parameters.

At the Conference—and Afterwards

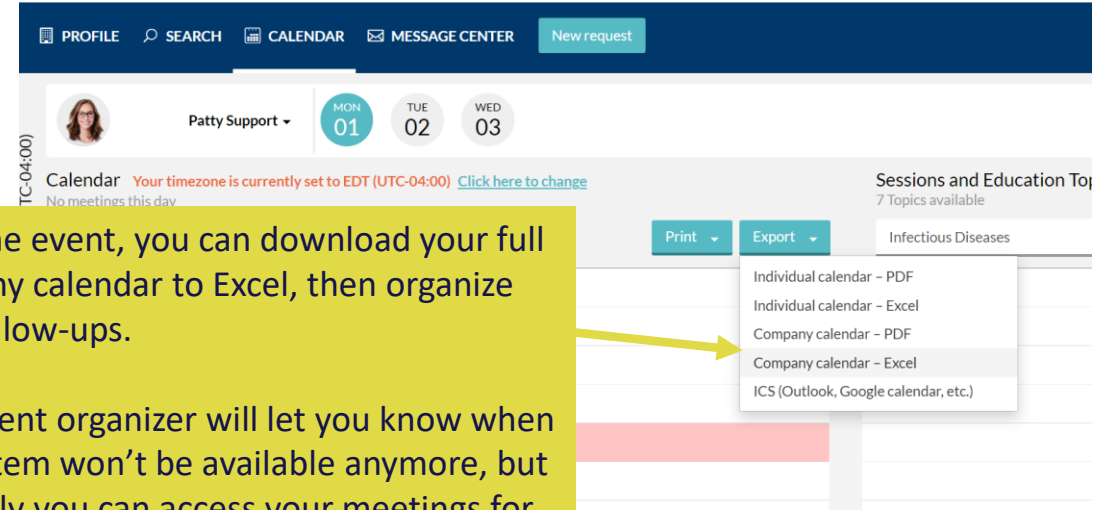
Just before the conference, install the One-On-One Partnering mobile app on your mobile device. Use it to view your partnering calendar, check out the profiles of companies before meeting with them, and message those delegates if you're running late.



During the conference, Partnering Support will respond to your meeting reschedule requests. If a meeting cannot be rescheduled due to a lack of mutual availability and you're unable to make more time slots available on your calendar, please cancel the meeting to free up the current time slot on all attendees' calendars.

After the event, you can download your full company calendar to Excel, then organize your follow-ups.

Your event organizer will let you know when the system won't be available anymore, but generally you can access your meetings for up to 1 year after the conference ends.



Let's meet at the event

Share my contact information Reply only

Targeted delegates

You
Feb 14, 16:01 (UTC-05:00)
The meeting has been scheduled or rescheduled
- Jul 3, 09:30 - 10:00 (UTC+02:00)
- Booth A202
You
Sep 13, 10:41 (UTC-04:00)

If your meeting cannot be rescheduled or doesn't happen for some other reason, click here to share your contact information. (only you and the other company will have access to this information). Then, use Reply Only to suggest a follow-up call after the event is over.

Partnering Support: support@inova-event.com

Thank you



London | Lyon | New York | Sheffield | Tokyo