



On Your Mark 2018

Your Guide
to JPM Week

January 6–11, 2018



PRESENTED BY

Big3Bio

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Introduction

Get Set! (for 2018!)



Halloran has been coming here for years to meet with life science companies looking for industry expertise. Whether it's getting a small company off the ground or helping a large organization become more efficient, we're here to ultimately make life science companies better at what they do. That's why we're partnering on this year's BioWeekSF.

Over nearly two decades, I have built a successful consultancy of experts who are dedicated to the mission of improving human health by providing the expertise that allows our clients to remain innovative and successful. We're familiar with the challenges of navigating such an eventful week, **so keep this guide on hand to make the most of your time.**

My team and I will be available throughout the week to share our best practices in navigating life sciences over the past year. To learn more about Halloran, visit hallorancg.com or contact Stephanie Toro at storo@hallorancg.com so we can set up a meeting!

Laurie Halloran
President & CEO
Halloran Consulting Group

Welcome

Dear Colleagues: Welcome to JPM Week in San Francisco



As the world's largest trade association representing the biotech sector, BIO understands that deal-making is the lifeblood of our industry.

We are now entering an unprecedented era of scientific breakthroughs that makes it more important than ever for you to find the right partners and investors to bring new discoveries to market.

For the past 25 years, our mission at BIO has been to help you succeed and, importantly, champion the significant breakthroughs being made in the biotechnology field. To benefit the industry and to support our more than 1,000 members, BIO is offering complimentary access to BIO One-on-One Partnering™ during the 2018 J.P. Morgan Healthcare Conference (JPM) week. In addition, we are making meeting space available at affordable rates at the Marriott Marquis near Union Square.

JPM week can be a crowded, hectic few days. BIO's One-on-One Partnering system helps make it less so by giving you a platform to organize your time; efficiently arrange meetings; learn about receptions and events; and connect with biotechs, investors, in-licensors and others in the life science community.

The system allows you to search through a robust network of companies and investors to identify the right prospects and begin a direct dialogue with potential partners. Your meetings are seamlessly integrated with your Outlook/email calendar, saving you time during this strategic and busy week.

BIO is committed to helping you develop the relationships and acquire the knowledge needed to bring your next major discovery to the world. Through our portfolio of global events, including the BIO International Convention – the world's largest biotechnology conference – BIO facilitated more than 50,000 partnering meetings last year alone.

So on behalf of all of us at BIO, thank you for making deals that are making history. I hope you have a productive week.

Jim Greenwood
President & CEO
Biotechnology Innovation Organization (BIO)

WELCOME PARTNER



PUBLISHING PARTNERS



CONFERENCE SCHEDULE: JANUARY 6–11, 2018

Jan 6-7:	East/West CEO
Jan 6-7:	Digital Orthopaedics Conference (DOCSF 2018)
Jan 7:	2nd Annual CTIC Cross-Border Healthcare Investment Summit
Jan 7:	China Medtech Forum
Jan 7:	China Showcase (see BTS information)
Jan 7:	The 5th Annual Dermatology Summit
Jan 7:	The Neuroscience Innovation Forum
Jan 8-9:	StartUp Health Festival
Jan 8-10:	Biotech Showcase (BTS)
Jan 8-10:	Digital Medicine & Medtech Showcase (see BTS information)
Jan 8-10:	OneMedForum
Jan 8-10:	RARE in the Square
Jan 8-11:	J.P. Morgan Healthcare Conference
Jan 9:	RESI Conference
Jan 10:	Health 2.0 WinterTech
Jan 10:	13th Annual Non-Dilutive Funding Summit

Webinar Video: Overview of BIO One-on-One Partnering@JPM and JPM Week

BIO Webinar: Overview of JPM Week Receptions, Events...

Download the Partnering App before arriving in San Francisco

- ✓ View Your Partnering Meetings
- ✓ Plan your Evening Schedule
- ✓ View Events/Receptions

Download on the App Store Available on the Google play

Search for "BIO One-on-One"

ONE @JPM PARTNERING Big3Bio Bio

CONFERENCE INFORMATION

East/West CEO

East/West CEO is a networking forum for industry CEOs and decision makers in the life sciences.

Digital Orthopaedics Conference (DOCSF 2018)

DOCSF18: An update on the evolution of the most engaging conference in digital health today.

2nd Annual CTIC Cross-Border Healthcare Investment Summit

Valuable connections through the annual summit for US companies that are interested in raising capital and developing business relationships in China.

China Medtech Forum

Dialog centered on the theme of "Global Technology, Chinese Innovation, Unlocking Value".

The 5th Annual Dermatology Summit

The Summit seeks to advance innovation in dermatology via investments and partnerships.

The Neuroscience Innovation Forum

The program will cover BioPartnering for CNS, with industry keynotes and panels.

StartUp Health Festival

The StartUp Health Festival is the premier health innovation event during JPM Week.

Biotech Showcase (BTS)

Produced by Demy-Colton and EBD Group, BTS features multiple tracks of presenting companies, plenary sessions, workshops, networking, and an opportunity to schedule one-to-one meetings. BTS also produces the **Digital Medicine & Medtech Showcase**, where over 70 medtech and digital medicine companies will present in 2018, and **China Showcase**, where attendees tap into cross-border investment and collaboration opportunities.

OneMedForum

Connecting financial and strategic investors with the management of select growth companies.

RARE in the Square

Opportunities to forge partnerships that catalyze RARE disease innovation and therapeutics.

RESI Conference

For early stage life sciences companies to source investors, create relationships, and get funding.

Health 2.0 WinterTech

WinterTech is the place for insider insights on investing trends in health care technology.

13th Annual Non-Dilutive Funding Summit

Join industry leaders in San Francisco for a full day of non-dilutive funding activities.

CONFERENCE MAP

- 1 **EAST/WEST CEO**
Four Seasons Hotel, 757 Market St
- 2 **DOCSF 2018**
Intercontinental Hotel, 888 Howard St
- 3 **CHINA MEDTECH FORUM**
Grand Hyatt, 345 Stockton St
- 4 **CHINA SHOWCASE and DIGITAL MED & MEDTECH SHOWCASE**
Parc 55 Hotel, 55 Cyril Magnin St
- 5 **CTIC INVESTMENT SUMMIT**
Hyatt Regency, 5 Embarcadero Ctr
- 6 **DERMATOLOGY SUMMIT**
The Palace Hotel, 2 New Montgomery St
- 7 **NEUROSCIENCE FORUM**
Marines' Memorial Club, 609 Sutter St
- 8 **STARTUP HEALTH FESTIVAL**
The Village 969 Market St
- 9 **BIOTECH SHOWCASE**
Hilton Union Square, 333 O'Farrell St
- 10 **JPM HEALTHCARE CONFERENCE**
Westin St. Francis, 335 Powell St
- 11 **RESI CONFERENCE**
Marines' Memorial Club, 609 Sutter St
- 12 **HEALTH 2.0 WINTERTECH**
Julia Morgan Ballroom, 465 California St

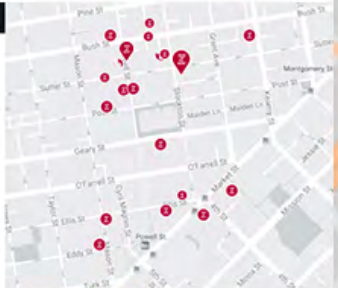

Sample of Meeting Spaces and Office Hours

- A - BIO Meeting Space - JPM 2018
- B - TPP Healthcare 1:1 Meeting Space
- C - CSSi LifeSciences Partnering Forum
- D - LifeSci Advisors Corp Access Event
- E - STAT @ JPM Communal Working Space
- F - Philips HealthWorks +Dreamit Office Hours

NOTE:
Location of
OneMedForum TBA

§ - "Walk and Talk" at JPM
Fight Cancer Campaign
with Luke Timmerman
varying times, Jan 7-10

Be sure to check out Zagat's selections in:
"Best Restaurants Near Union Square"

<p>SCALA'S BISTRO Italian - Downtown - \$\$\$</p> <p>BOUCHE French - Downtown - \$\$\$</p> <p>DIRTY HABIT New Mexican - Soffle - \$\$</p> <p>KIN KHAD Thai - Tenderloin - \$\$\$</p> <p>SONS & DAUGHTERS Hip - Mid - \$\$\$</p> <p>JOHN'S GRILL Steakhouse - Downtown - \$\$\$</p> <p>BLUESTEM BRASSERIE American - Soffle - \$\$\$</p> <p>GIBSON American - Tenderloin - \$\$</p> <p>SEARS FINE FOOD Swedish - Mid - \$</p> <p>GITANE RESTAURANT & BAR Spanish - Downtown - \$\$\$</p> <p>BURGER BAR Burger - Downtown - \$\$</p>	 <p>SCALA'S BISTRO Italian - Downtown - \$\$\$</p> <p>FOOD 4.2 · DECOR 4.1 · SERVICE 4.1</p> 
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RECEPTIONS/PRIVATE EVENTS SCHEDULE

* - Invitation only



JPM Week Receptions/Private Events San Francisco - January 6-11, 2018

Saturday, January 6

4:50-6:00PM	East/West CEO Cocktails and Hors d'oeuvres	Four Seasons	757 Market St
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Sunday, January 7

10:00-11:00AM	Trout Group 5k and 10k Run	The Warming Hut	983 Marine Dr
11:00AM-3:00PM	Trout Group Networking Lunch and Tennis Event	Bay Club	645 Fifth St
3:00-7:00PM	Ropes & Gray Panel & Reception: Recent Developments and Current Market Trends in Global M&A	The St. Regis	125 3rd St
4:00-7:00PM	Biotech Associations Reception	The Marker	501 Geary St
4:30-5:30PM	East/West CEO Cocktails and Hors d'oeuvres	Four Seasons	757 Market St
5:00-7:00PM	UC San Diego Alumni	Jillian's at the Metreon	175 4th St
5:00-7:00PM	Virginia Bio Reception	Velvet Room at Clift	495 Geary St
5:30-8:00PM	JPMorgan BioBreak Networking Happy Hour*	PRIV	PRIV
6:00-9:00PM	Harvard Business School Healthcare Alumni Reception*	Bluestem Brasserie	1 Yerba Buena Ln
6:00-9:00PM	Norton Rose Fulbright: Cocktails and Lively Conversation	Bourbon & Branch	501 Jones St
6:00-9:00PM	Squire Patton Boggs Eve of Conference Reception	Scala's Bistro	432 Powell St
6:30-10:00PM	Everylife Foundation: A Rare Affair for Rare Diseases	Sir Francis Drake	450 Powell St
7:00-10:00PM	Baker McKenzie Cocktail Reception	International Smoke	301 Mission St

Monday, January 8

6:00-8:00AM	MacDougall Biomedical Communications Fun Run	Union Square	Union Square
7:30-9:30AM	Springboard Enterprises Life Science Council: Breakfast and Networking Reception	Chandran Gallery	459 Geary St
8:00-9:50AM	Alliance for Regenerative Medicine - State of the Industry Briefing	Parc 55	55 Cyril Magnin St
8:00AM-5:00PM	RARE in the Square by Global Genes	Union Square	Union Square
9:00AM-5:00PM	eChinaChem, Inc. BD and Investment Workshops (Day 1)	K&L Gates Law Firm	4 Embarcadero Ctr
11:00AM-1:00PM	McDermott: A Lunchtime Conversation with Digital Health Pioneers	The Ritz-Carlton	600 Stockton St
11:30AM-2:00PM	Greenberg Traurig's Lunch Workshop: Insiders' Views of Deal Making	TBA	TBA
3:00-5:00PM	Innovation in Action @ Penn	Wharton San Francisco	2 Harrison St
4:00-6:00PM	McDermott: A Case Study on Cross-Border Investment from Asia into the US Life Sciences Market	The Ritz-Carlton	600 Stockton St
5:00-7:00PM	Accenture HealthTech Innovation Challenge @Startup Health Festival	The Village	969 Market St
5:00-7:00PM	Connect with Enlitic: What's Next in Deep Learning*	TBA	TBA

RECEPTIONS/PRIVATE EVENTS SCHEDULE

* - Invitation only

Monday, January 8 continued

5:00-10:00PM	Deloitte College Football National Championship Networking Event*	The Keystone Social House	68 4th St
5:00-8:30PM	Evercore ISI Healthcare "Burgers & Beers" Mix & Mingle	Burger Bar	251 Geary St, #6
5:00-7:30PM	Kauffman Fellows @ J.P. Morgan	Swig Bar	561 Geary St
5:00-9:00PM	Latham & Watkins Cocktail Reception	Jones	620 Jones St
5:00-8:00PM	Polsinelli and MATTER College Football Championship Watch Party/Reception	Bartlett Hall	242 O'Farrell St
5:00-10:00PM	RBC Capital Markets Healthcare Client Gathering feat. College Football Game	MoMo's	760 2nd St
5:00-7:00PM	UCSF Alumni Happy Hour at JP Morgan Healthcare Conference	Tradition	441 Jones St
5:30-8:30PM	Foley Hoag/MassBio Biotech Networking Reception	Morton's	400 Post St
5:30-9:30PM	Toft-Moss-Potrero-RRDonnelly Life Sciences Leadership Celebration*	PRIV	PRIV
5:30-7:00PM	Trout Group – Championship Watch Party*	The Chieftain Irish Pub & Restaurant	198 5th St
5:30-8:00PM	WBL Reception	BOTA Restaurant	490 Geary St
6:00-9:00PM	BioMed Realty & BIOCUM Cocktail Reception	The Clift, Spanish Suite, 15th floor	495 Geary St
6:00-9:00PM	Bourne Partners Football at the Fairmont	The Fairmont	950 Mason St
6:00-9:00PM	Clarus Ventures Cocktail Reception	E&O Kitchen and Bar	314 Sutter St
6:00-9:00PM	Explore Europe's Fastest Growing Life Sciences Scene	MoAD	685 Mission St
6:00-9:00PM	H.C. Wainwright & Co. Cocktail Reception & Dinner	Sir Francis Drake	450 Powell St
6:00-9:00PM	KPMG- The Digital Evolution in Biotech and Pharma	KPMG	55 2nd St
6:00-9:00PM	Rock Health 2018 Happy Hour*	PRIV	PRIV
6:30-9:30PM	GoodwinCelebrates: Join Our Annual Wine + Beer Tasting Event	Press Club	20 Yerba Buena Ln
6:30-9:30 PM	Johnson & Johnson, JLABS Reception	Asian Art Museum	200 Larkin St
TBA	Lenders & Libations 4.0	TBA	TBA

Tuesday, January 9

7:00-9:00AM	4th Annual MIT/SLOAN/HST Alumni Breakfast	Grand Hyatt	345 Stockton St
7:00-8:45AM	Endpoints Breakfast Panel	Hilton Union Square	333 O'Farrell St.
7:00-8:30AM	FierceBiotech Executive Breakfast	The Fairmont	950 Mason St
7:00AM-2:00PM	McDermott and Ernst & Young (EY) Leaders Forum	The Ritz-Carlton	600 Stockton St
7:30-8:30AM	KOL Breakfast: Dr. Thomas Gajewski - UChicago Med Ctr	The Handlery	351 Geary St
8:00-10:00AM	Access AI Breakfast Briefing: Artificial Intelligence in Biopharma	Squire Patton Boggs	275 Battery St, 25th Fl
9:00AM-5:00PM	eChinaChem, Inc. BD and Investment Workshops (Day 2)	K&L Gates Law Firm	4 Embarcadero Ctr
12:00-2:00PM	DLA Piper's Healthcare M&A Exits	TBA	TBA

RECEPTIONS/PRIVATE EVENTS SCHEDULE

* - Invitation only

Tuesday, January 9 continued

12:00–2:00PM	The Guide to Creating Successful Patient Engagement Programs	Westin St. Francis	421 Post St
2:00-7:00PM	WuXi Global Forum 2018 and Reception*	Grand Hyatt	345 Stockton St
3:30-6:30PM	Pepper Hamilton Annual Science Summit	Hilton Union Square	333 O'Farrell St
4:00-7:00PM	A Health Tech Fiesta	Uno Dos Tacos	595 Market St
4:00-6:00PM	Worldwide Clinical Trials 'Pre-Party Power-Up' Happy Hour	Homage	88 Hardie Pl
4:30-6:30PM	Arent Fox Cocktail Reception	Arent Fox	55 Second St, 20th Fl
5:00-7:30PM	Ladenburg Thalmann & Co. Cocktail Party	Jasper's	405 Taylor St
5:00-7:00PM	Northwestern NEXT: The Future of Biointegrated Electronics and Reproductive Health	Northwestern San Francisco	44 Montgomery St
5:00-8:00PM	Simpson Thacher Healthcare Perspectives - Program and Networking Reception*	The Battery	717 Battery St
5:30-8:30PM	BioPharm Insight Panel & Reception	Chandran Art Gallery	459 Geary St
5:30-8:30PM	BTIG Healthcare Reception	The Olympic Club	524 Post St.
5:30-8:30PM	Deloitte Israeli Innovation Event*	Martin Lawrence Gallery	366 Geary St
5:30-7:30PM	JPM Cocktails and Jazz on the Lane	Café Claude	7 Claude Ln
5:30-9:00PM	Venrock Annual Celebration of Healthcare	Local Edition	691 Market St
6:00–8:00PM	IDEA Pharma's The Future of Pharma: #GSD	The Variety	582 Market St, Ste 101
6:00-9:00PM	GIC Healthcare Reception	Crystal Jade	4 Embarcadero Ctr
6:00-9:00PM	Innovator's Reception	TBA	TBA
6:00-9:00PM	Maxim Group LLC Cocktail Reception	Anzu at Nikko	222 Mason St
6:00-9:00PM	McDermott and EY Annual Cocktail Reception	SPiN	690 Folsom St, #100
6:00-9:00PM	Morgan Lewis Wine Reception	Sir Francis Drake	450 Powell St
6:00-9:00PM	Torrey Partners Reception	Jones	620 Jones St
6:30-9:00PM	Canaccord Genuity Cocktail Reception	Park Central - Metropolitan Ballroom	50 3rd St
6:30-9:30PM	Davis Polk Cocktail Reception	Museum of Modern Art	151 3rd St
7:00-11:00PM	Deloitte 2018 Whiskey Sips and Tips Reception*	Hops & Hominy	1 Tillman Pl
7:30-10:30PM	BioCentury Distillery "Whiskey Tasting" Event	The Mezzanine	444 Jessie St
8:00-1:00AM	McDonnell Boehnen Hulbert & Berghoff Reception	Kells Irish Restaurant & Pub	530 Jackson St
8:00-10:00PM	Dentons Cocktail Reception and Dinner During JPM	Wayfare Tavern	558 Sacramento St
9:00-12:00PM	Oppenheimer & Co Inc Cocktail Reception	Bourbon & Branch	501 Jones St
TBA	Cooley Reception*	TBA	TBA
TBA	Merck Reception*	TBA	TBA
TBA	Mintz Levin Reception	TBA	TBA
TBA	Sanofi Reception	TBA	TBA

RECEPTIONS/PRIVATE EVENTS SCHEDULE

* - Invitation only

Wednesday, January 10

7:30-8:30AM	Trout Group China Breakfast: A review of biotech deals and partnerships in China*	The Handlery	351 Geary St
8:00-9:30AM	GoodwinSpeaks: Accessing U.S. Capital from Asia	The St. Regis	125 3rd St
8:30AM-1:00PM	BDO's Panel Trifecta at the JPM Healthcare Conference	Four Seasons - Yerba Buena Rm	757 Market St
11:00AM-12:30PM	GoodwinSpeaks: Biosimilars Landscape 2018	The St. Regis	125 3rd St
1:00PM-3:00PM	Innovation Spotlight @ JPM... Meet leadership from the ZhangJiang Hi-Tech Park and JLABS resident innovators	JLABS	SOUTH SF
2:00-4:00PM	GoodwinSpeaks: Hot Topics in Healthcare Regulation for Healthcare IT, Digital Health and Healthcare	The St. Regis	125 3rd St
4:00-5:00PM	Goodwin Wine + Cheese Networking Hour	The St. Regis	125 3rd St
4:00-7:00PM	IndieBio JP Morgan Open House & Reception	IndieBio	479 Jessie St
4:30-7:00PM	Stanford StartX Med's Healthcare Happy Hour: Hosting Stanford's Best Medical Startups*	Jones	620 Jones St
5:00-7:00PM	Partnering with Gladstone	Caldwell Snyder Gallery	341 Sutter St
5:30-7:30PM	Deloitte Women's Networking and Wine Tasting Event*	Martin Lawrence Gallery	366 Geary St
5:30-8:00PM	GSB Healthcare Networking Mixer	Thirsty Bear	661 Howard St
6:00-9:00PM	AI in Healthcare by the MIT Club of Northern California	NextWorld Capital	836 Montgomery St
6:00-8:00PM	Columbia Business School - San Francisco: Alumni Reception at the J.P. Morgan Healthcare	JW Marriott	515 Mason St, 3rd Fl
6:00-9:00PM	JPM - SFO Healthcare Investment Private Networking Reception	InTeahouse	2 Embarcadero Ctr
6:30-11:00PM	Trout Group Cocktail Party*	SPiN	690 Folsom St #100
7:00-9:00PM	NVCA Life Science Investor Dinner	Morton's Steakhouse	400 Post St
8:00-11:00PM	Arnold & Porter Kaye Scholer*	Rickhouse	246 Kearny
8:30-11:30PM	WHCMAA and Wharton Alum at JPMorgan	Jones	620 Jones St

Thursday, January 11

12:00-5:00PM	Redefining Value in the Life Sciences	InterContinental	888 Howard St
5:30-8:00PM	Haas Alumni Mixer	Natoma Cabana	90 Natoma St
6:00-9:00PM	Royse Healthcare Reception	Marines' Memorial	609 Sutter St

To Be Announced

TBA	MotionHall #JPM18 Happy Hour & Old Fashioned Tasting	Next to Union Square - TBA	TBA
TBA	The 8th Annual Unofficial JPM TweetUp	TBA	TBA

INNOVATION MEETS MONEY

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Attendees

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Company presentations

900+

Investors

7,000+

One-to-one meetings

2,200

Companies

52

Countries

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DC DEMY COLTON

EBD GROUP

RESI SAN FRANCISCO 2018

Tuesday, January 9, 2018
Marines' Memorial Club & Hotel

*Early stage investors **matched with** fundraising CEOs & scientist-entrepreneurs*

[Register Now](#)



EVENT SPOTLIGHTS

MEET McDermott Will & Emery

at the **2018 J.P. MORGAN HEALTHCARE CONFERENCE**
SAN FRANCISCO, CA

We will be hosting a variety of forums, networking events and meetings, where you can meet our health care and life sciences practice leaders.

Monday, January 8
A Lunchtime Conversation with Digital Health Pioneers | 11:00 am
Connecting the Dots...A Case Study on Cross-Border Investment from Asia into the US Life Sciences Market | 4:00 pm

Tuesday, January 9
Presented with Strategic Partner EY
Leaders Forum: Smart Health Care Services Investing | 7:45 am
Annual Cocktail Reception | 6:00 pm

To RSVP for our events, or request a meeting with McDermott, email Heather Garecht at hgarecht@mwe.com.

2018 Pre-JPM 2nd Annual CTIC Cross-border Healthcare Investment Summit
Hyatt Regency San Francisco | January 7, 2018

CTIC Capital is dedicated to creating valuable connections through the annual summit for US companies that are interested in raising capital and developing business relationships in China.

150 Chinese Healthcare Investors
6-8 Selected Company Presentations
1:1 Dedicated Partnering System

Co-Host



US-China Council for Technology Innovation and Cooperation
中美科技合作协会

Sponsors



Supporting Organizations





THE DIGITAL EVOLUTION IN BIOTECH AND PHARMA

 | KPMG LLP – 55 Second Street San Francisco, CA

 | Monday, January 08 at 6:00pm

[RSVP](#)

DIGITAL & MEDTECH MEDICINE SHOWCASE

AT BIOTECH SHOWCASE™

**MONDAY-WEDNESDAY
JANUARY 8-10
2018**

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CHINA SHOWCASE

AT BIOTECH SHOWCASE™

**SUNDAY
JANUARY 7
2018**

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Co-hosted by: **CHINABIO**
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EVENT SPOTLIGHTS



01.10.2018

NON-DILUTIVE FUNDING SUMMIT

MARINES' MEMORIAL CLUB
609 SUTTER STREET

Produced by:
FreeMIND
Non-Dilutive Funding Experts

Participation is *FREE* of charge
Registration is required

Presentations by
BARDA, NINDS, USAMRMC,
NIH, FreeMind Group & more!

REGISTER

WE'RE OFFERING COMPLIMENTARY 1:1 MEETING SPACE AT JP MORGAN HEALTHCARE WEEK

Jan 8 - 10, 2018
Parc 55 Hotel

Register and reserve your tables at
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EVERYLIFE FOUNDATION PRESENTS
A RARE AFFAIR

for Rare Diseases

Sunday, January 7, 2018
6:30 – 10:00 PM
Sir Francis Drake Hotel
450 Powell Street, San Francisco, CA

RARE in the Square



A Unique Opportunity for Rare Disease Innovators
to Catalyze Partnerships

January 8th – 10th, 2018 8:00 am – 5:00 pm

[More Information](#)

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your next partner...

your next investment... awaits

bio.org/events

BIO, supporting the success of the industry.



January 7-11, 2018
San Francisco, California



February 12-13, 2018
New York, New York



March 19-20, 2018
Tokyo, Japan



June 4-7, 2018
Boston, Massachusetts



July 16-19, 2018
Philadelphia, Pennsylvania



October 17-18, 2018
San Francisco, California



J.P. Morgan Events: A Vehicle for Buyers and Sellers to Forge New Connections

By Dennis Ford, Founder & CEO, Life Science Nation (LSN); Creator of RESI Conference Series

Today, life science conferences still lead as a place to make new business connections in addition to accessing the latest information on the advances in drugs, devices, diagnostics, and healthcare IT, but I will posit that if information-based conferences don't get partnering right, they will become vulnerable, as there is a distinct and growing need from both buyers and sellers to build business connections at these events.

A lot of the information-based, super-technical scientific conferences that cater to academia and very early-stage discoveries have found themselves in the crosshairs of big pharma and other large partners who are moving upstream to find technology that isn't already identified and partnered up. This is a reason why these early stage scientific conferences are now in need of a partnering component. And to do partnering correctly, the conference provider should understand that it takes a high amount of human resource allocation; it is expensive to fund, and requires deep curation of a clientele database for each conference iteration. LSN has discovered that our database curation begets savvy list management, which in turn allows us to target constituents and provide them with customer support and training to use the partnering system efficiently.

JPM Week is a prime example of information-based conferences turning into relationship-based conferences.

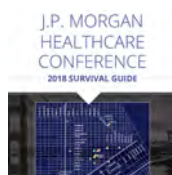
Based on the five years of experience in the partnering conference marketplace, I will say this: Great partnering is very hard to get right, it's resource intensive and it is "high touch". You do successful partnering by creating a consistent dialogue with your constituents. This entails focused communications via newsletter promos, emails and telephone canvassing. You need a dedicated staff who reach out (yes, talk with!) and understand both the buy-side and sell-side needs of the clients. The staff's job is to talk to clients and understand their needs and keep a record of those needs, what technology they are interested in, and who they are seeking to meet. If you initiate and continue this compelling dialogue, it soon turns into a relationship, and having a direct relationship with your clients is the holy grail.

Lastly, conference providers should want great partnering NOT "me too" partnering. For example, LSN's style of interactive dialogue and relationship building through business development is very different than that of information-based conference organizations. LSN's thesis is that we are NOT a conference company; we are a buyer seller matching platform with a conference, and that's what gives RESI's partnering platform its incredible power to forge new connections. **RESI SF 2018**

ADDITIONAL RESOURCES



CG Life's
2018 JPM
Survival Guide



7 Tips To Get You Ready For JPM 2018
What Kinds Of Deals To Expect At JPM In 2018



7 Steps for Making a Professional
Networking Event Feel Like Less Work



LaVoieHealthScience Offers Words of Wisdom as You Prepare for #JPM18

As planning for JPM Week moves into full swing, it is time to strategize and plan to optimize your time and budget by aligning your conference strategy with your corporate goals.

First, let's take a look at the decision-making process on attending JPM Week.

- Who should attend from your company? (Investor: CEO, CFO, IRO; Partnering: CEO, Marketing, CSO; Medical: CEO, CSO)
- What is your goal in attending?
- Which conference are you attending?
- Does JPM Week coincide with a major news or corporate goal?
- How is your presenting officer prepared to tell your story? (e.g., [developing your story in 15-18 slides](#))

Thinking beyond JPM Week, LaVoieHealthScience offers a [comprehensive list of investor, partnering and medical conferences](#) to aid in your event plans for the new year.



First-time attendee or long-time alum?

At **LaVoieHealthScience**, we help our clients tell and amplify their stories in unique and compelling ways. [Call or email to learn more.](#)

Top Ten BioWeekSF Survival Tips from LaVoieHealthScience

1. The time is now. It's not too early to start outreach to those with whom you want to meet, and it's never too late to stop. While some will fill their calendars early, others know to leave some slots for late-breaking requests (see Tip 10).

2. Extend your reach. Target 20% new names. Not sure how you'll find them? Use the resources of a third party, be it a high-tech platform or a high-touch agency.

3. Refresh your pitch. Some things never change, but others should. Make sure your message and positioning clearly articulate your current vision and opportunity. Need help? Refer to [LHS Immersion®](#).

4. Divide and conquer. Don't do every meeting with every co-worker. Branch off to different meetings and events to ensure full value for your time in San Francisco.

5. Disconnect and conquer. Try turning off your phone. Really. This will force you to focus on the people in front of you.

6. Know your audience. It's tempting to tell your audience everything you possibly can about your product, platform or service. Don't. 15 slides are plenty. See [LHS' 15-Slide Presentation®](#) for insight.

7. Don't go too green. It's easy to forego hard copy collateral however a hand-out can support the real-time conversation, while ensuring an imprint beyond the meeting itself. Paper or pixels? Both, please.

8. Consider an Infographic. Pictures are really worth 1,000 words, so there is no need to overwhelm your counterparty with text. Use infographics to depict your company's story in a creative and informative manner.

9. Have (most of) a plan. Things get changed and rescheduled quickly in San Francisco; leave some holes in your calendar for impromptu meetings and on-the-spot networking. You may miss an at-hand opportunity if your scheduled is overbooked.

10. Follow up. Schedule time after you're back in the office to follow up with the contacts you made in San Francisco. Nothing is easier than getting jammed back into your day-to-day work; ensure you've penciled in time to debrief.

FINAL WORDS



California's World-Leading Life Sciences Ecosystem

In California, our life sciences industry is a hotbed of innovation. There are more than 3,200 life sciences companies in our great state, all trying to move the needle on human health, agriculture, biofuels and other areas. These companies have more than 1,200 medicines in the pipeline—and even more diagnostics and devices—to improve patient care and quality of life.

Our high-risk, innovative sector is also an economic engine. Direct, indirect and induced employment in the life sciences industry exceeds 900,000. The average life sciences salary is \$113,000 a year. Our sector's revenue exceeded \$169 billion and exports topped \$22 billion. Life sciences companies paid more than \$17 billion in federal, California state and local taxes. In addition, the state attracted more than \$6.7 billion in life sciences venture capital investment, and \$3.8 billion in NIH grants, to drive basic research at our world class California colleges and research institutions.

The **California Life Sciences Association (CLSA)** is the largest and most effective non-profit trade association advocating for California's innovative life sciences industry to advance innovation, investment and job creation in the state.

Our ability to support the industry that drives both California's economic engine and future life-saving discoveries and innovations is driven by the work we undertake with policymakers in Sacramento and Washington, DC – work that supports every life sciences organization in California – to identify, advance and advocate for public policies that promote life sciences research, investment, innovation and access. CLSA is proud to represent and support our members in this great state as they continually advance the research, discoveries and innovations that foster, feed and fuel our world-leading life sciences ecosystem.

Sincerely,

Sara Radcliffe
CEO, California Life Sciences Association



DEALS



NEWS



TOOLS

BioWeekSF

What to Know
Where to Go
Who to See
How to Make the Most of Your Time...
When You're at JPM Week

“JPM Week is hectic for almost everyone, but a must-attend for anyone wanting to do business in the life sciences. BioWeekSF will make sense of what can become chaotic, making the week go as smoothly as possible. It is a much needed one-stop-shop that more than pays for itself.”



Sharon Tetlow, CEO, Potrero Hill Advisors

BioWeekSF.com
The Who, What, When, Where & How for JPM Week



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