

## 2024 BIOKOREA

International Convention

May 8(Wed) ~ 10(Fri), 2024 | COEX, SEOUL

**Partnering Manual** 



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#### **Overview**

Program BIO KOREA 2024 Business Partnering

Date&Place

Offline May 8 (Wed) ~ 9 (Thu) 10:00-17:00 (On-site) May 10 (Fri) 10:00-16:00

Partnering Center, Hall C, COEX

Online

May 8 (Wed) 10:00 ~ 10 (Fri) 24:00 (24hours) I www.biokorea.org

Target

Domestic and Overseas Bio companies, Pharmaceutical Companies, Venture Capital Governments across the country, Embassies, Investment institutions, Research institutions, etc.

#### Result of BIO KOREA 2023 Business Partnering

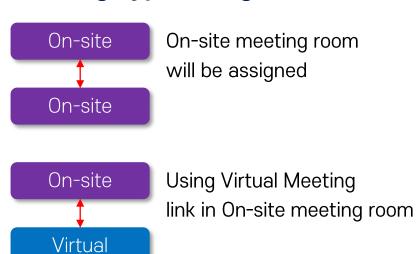


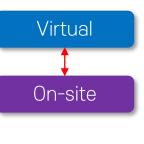


#### Program Categories

Categories	Participation Type	Conference	Partnering	Visit Exhibition	Invest Fair
Full Convention Access (FCA)	Offline(On-site				
Online Partnering Access (OPA)	Online				

#### **Meeting Type Categories**





Virtual meeting link
will be assigned
(On-site meeting room
is not provided)

## Virtual Virtual meeting link will be assigned (On-site meeting room is not provided) Virtual

#### Tips for Partnering (Did You Know?)

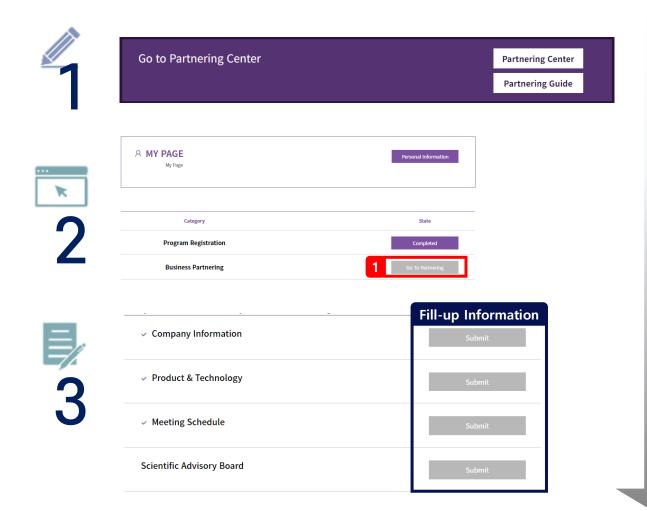
Depending on the type of meeting you and your partner have, the final meeting method will change.

(On-site meeting room For more information, see page 30 of the FAQ.





#### Partnering Application Process





### **BIO KOREA 2024 Registration**

- ✓ Sign up at BIO KOREA(www.biokorea.org) official website
- ✓ Program Registration ➤ Registration ➤ Payment for FCA / OPA
  - ► Complete Registration



#### Apply for business partnering

1 Apply for the Business Partnering at 'My page'



#### Fill-up Company Information

- \* All information must be written in English
- ✓ After All Mandatory Information are summited ,
   Button for Go to Partnering Center will be activated.

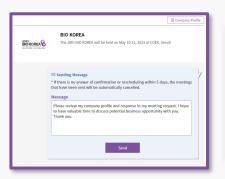


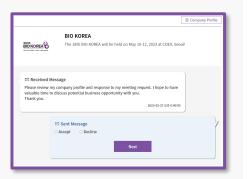
#### **Partnering Application Process**

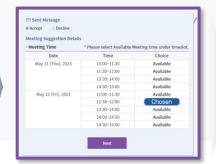


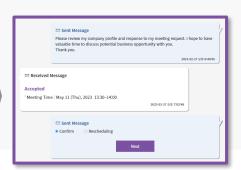
### **Partnering Center**

- ✓ Search for partnering companies and Send a meeting request
- ✓ Select available meeting time after review meeting request
- ✓ Send confirmed message to finalize business meeting



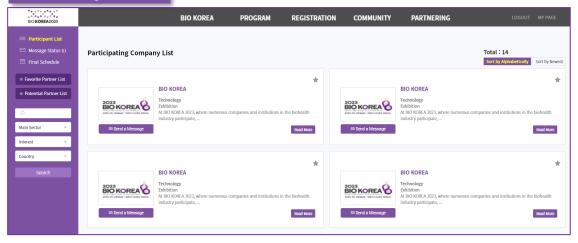








#### Partnering Center



#### Final Schedule

Date Time	Time o	Time Market Trans	Partner		On-site Meeting Room Number	Virtual Meeting	Note
	My Meeting Type Comp	Company Name	Meeting Type				
10:00~10:30	10:00-10:30	On-site	A COMPANY	On-site	02	Apply	Meeting Repor
5/10 (Wed)	10:30~11:00	On-site	B COMPANY	On-site	01	Apply	Meeting Repor
	11:30-12:00	On-site	C COMPANY	Virtual	01(Link)	Apply	Meeting Repor





**Complete Mandatory Company Information** Go to Partnering Center **Partnering** Partnering manual A MY PAGE My Page • "Enter to Partnering Center" will be activated after Complete Mandatory Information Company information will be disclosed to Partnering Participants and published in 'Business Partnering e-Book' Official Language of BIO KOREA is in English Company Information Category State **Program Registration** Completed Product & Technology **Business Partnering** Go To Partnering Meeting Schedule Scientific Advisory Board

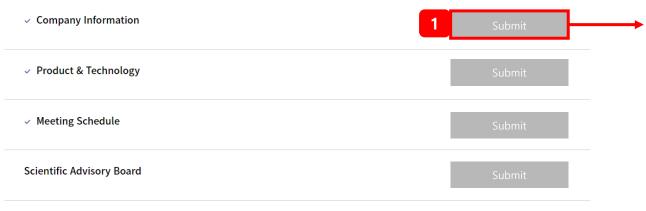
- Go to Partnering Center will be activated after Complete Mandatory Information.

  Mandatory: Company Information, Product & Technology, and Meeting Schedule
- Click for more details about Business Partnering by click

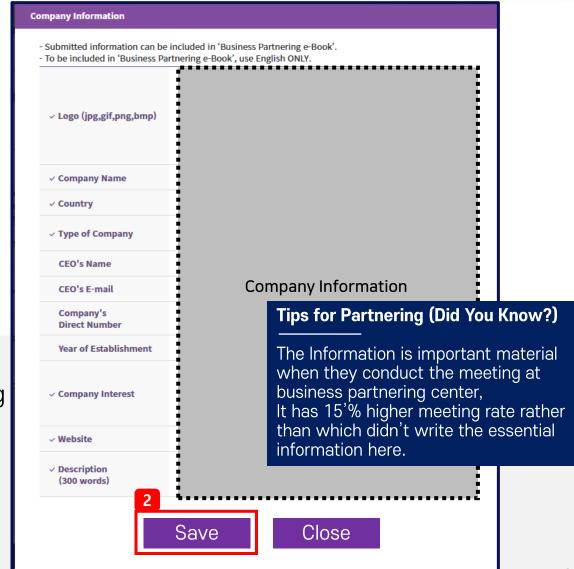
Partnering manual



#### (Mandatory) Company Information

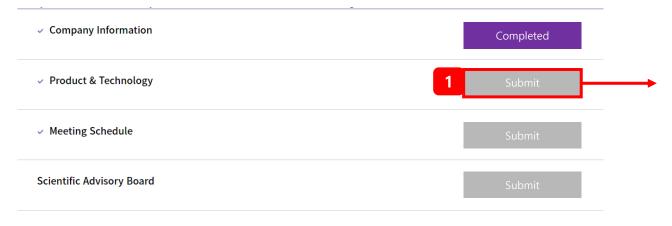


- 1 Company/Department name, Company/Affiliation type, Search key word and others will be disclosed to Partnering participants
- ✓ Mandatory : Company logo, Name, Country,
  Type for Company, Interest, Website, and Description.
- ✓ All information must be written in English
- Click Save after fill-up all information.

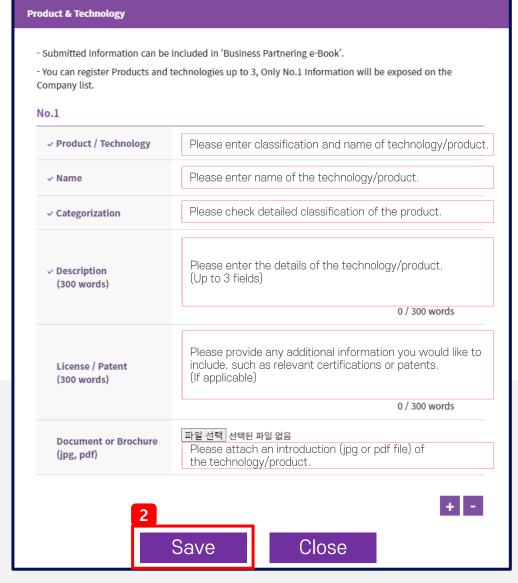




### (Mandatory) Product & Technology

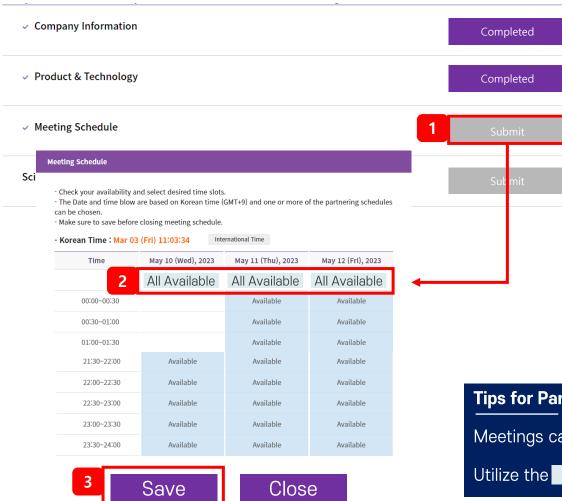


- Fill out Company's Technology and Product information at the partnering center.
- ✓ All information must be written in English
- 2 Click Save after fill-up all information.∳





#### (Mandatory) Partnering Schedule



- 1 Select the time for meeting with your business partner.
- Please select All Available if you would like to have a full selection of meeting time slot.
- 3 Click Save after fill-up all information.
  - ※ FCA Participants meeting during offline (on-site) Partnering Center hours will be assigned an on-site meeting room, while those meeting after hours will be held as a virtual meeting.

#### Hour of Operation for Partnering Center

 Offline (On-site)
 May 8 (Wed) ~ 9 (Thu) 10:00-17:00 10:00-16:00

 Online
 May 8 (Wed) 10:00 ~ 10 (Fri) 24:00 (24hours)

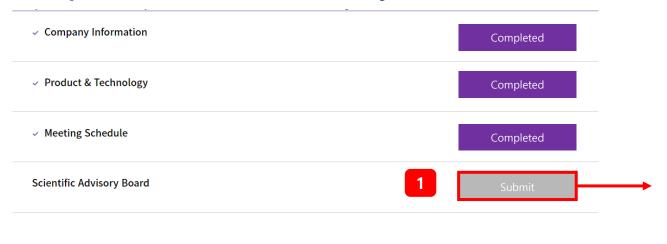
#### Tips for Partnering (Did You Know?)

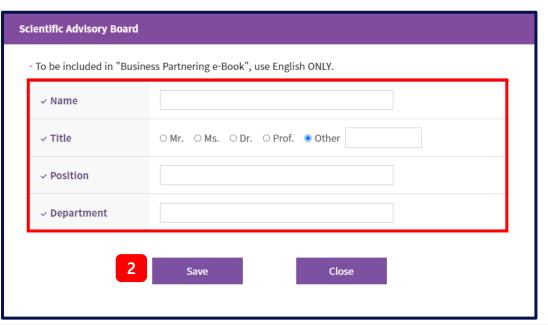
Meetings can be scheduled with your counterpart within your selected availability schedule.

Utilize the All Available to ensure a partnering meeting.



#### (Optional) Scientific Advisory Board

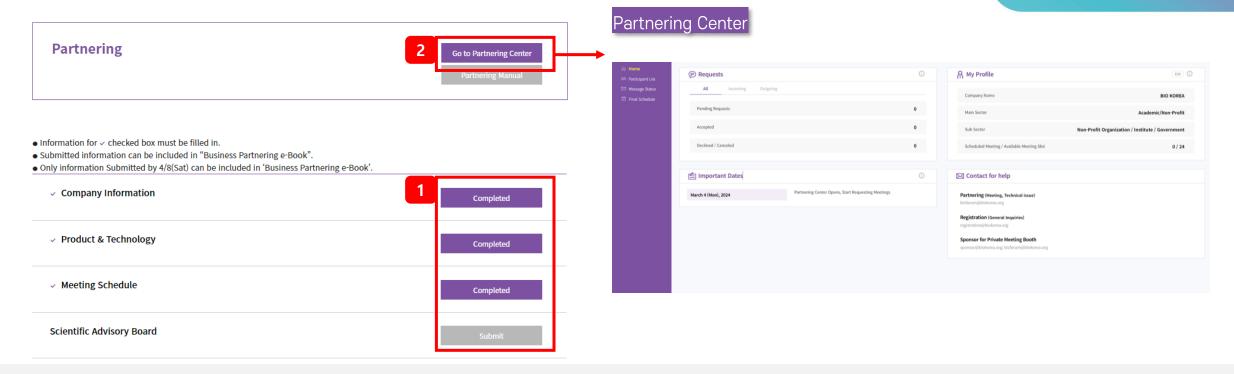




- (If applicable) Please provide information about Scientific Advisory Board
- 2 Click Save after fill-up all information.

## Go to the Partnering Center



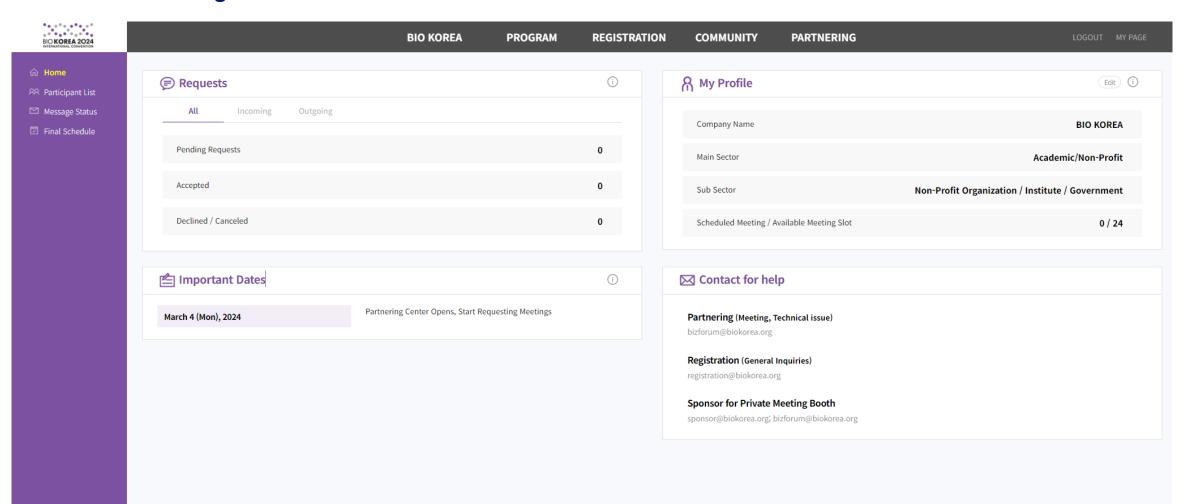


- After Complete Mandatory required information,
- Go to Partnering Center will be activated, and you may enter to Partnering Center by Click the button.

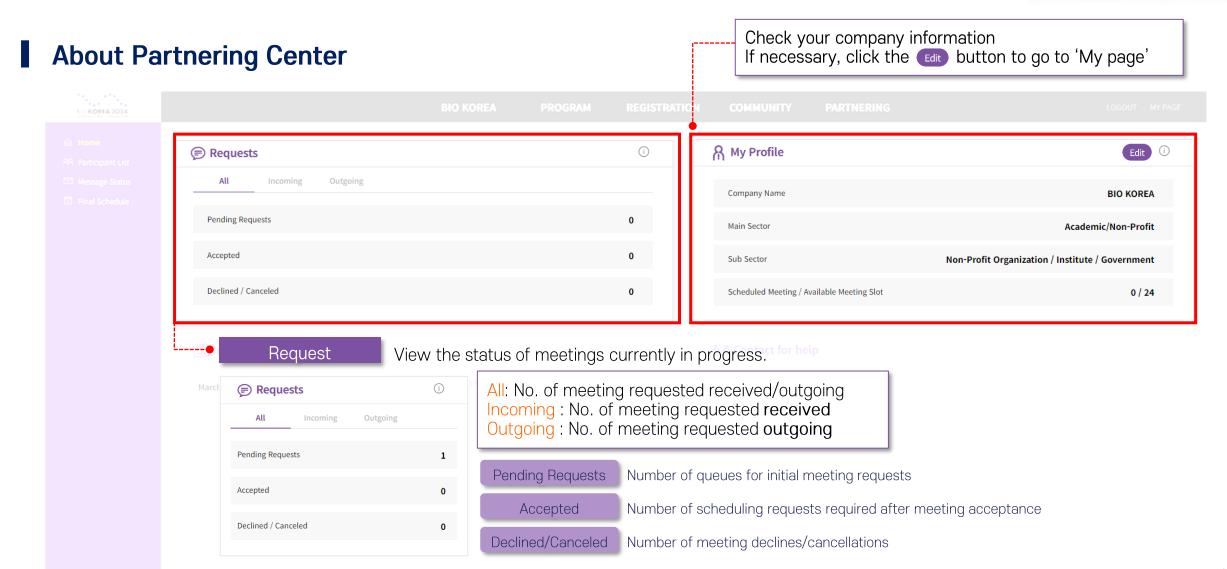




#### **About Partnering Center**

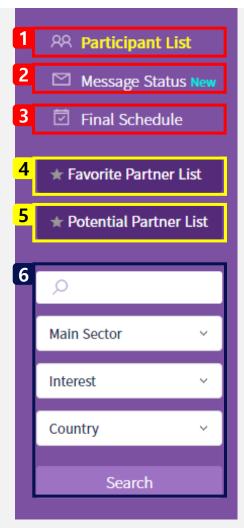








### About Partnering Center (Menu bar)

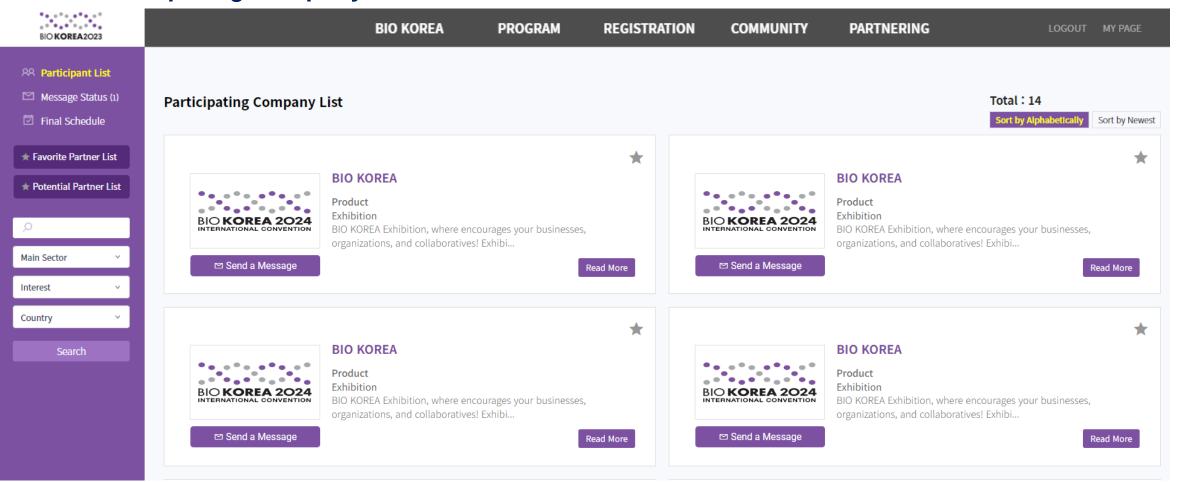


- 1 Participant List
  It shows the participant list..
- 2 Message Status It shows the meeting status.
- \* NEW : There is messages that you have not responded.

- Final Schedule
  It shows the final schedule.
- Favorite Partner List It shows the companies that you checked to favorite list.
- 5 Potential Partner List It shows the companies that who checked you on the 'favorite list'.
- 6 Search Tools Search by Company Name, Main sector, Company's interest, and Country.

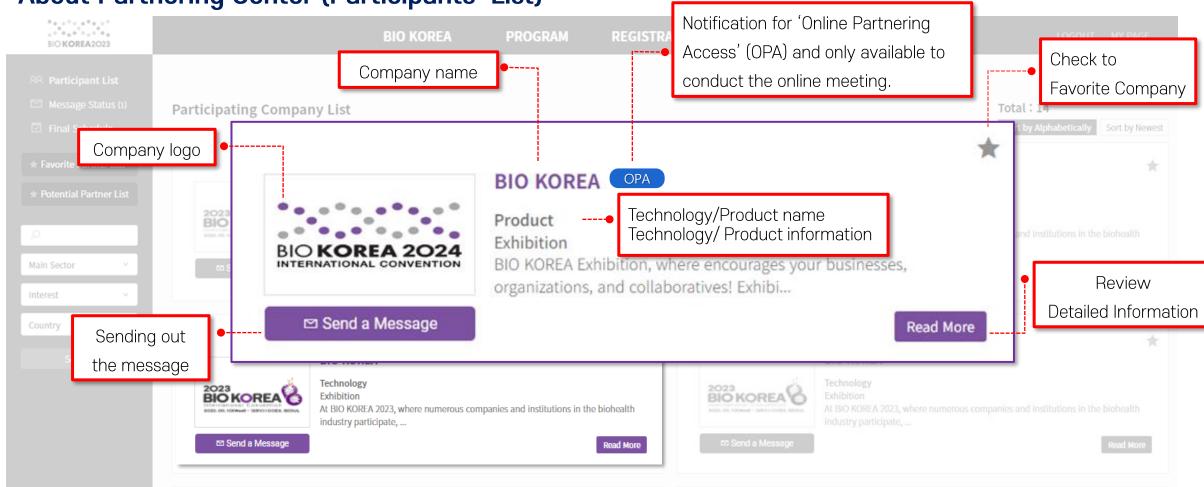


**About Participating Company List** 





About Partnering Center (Participants' List)



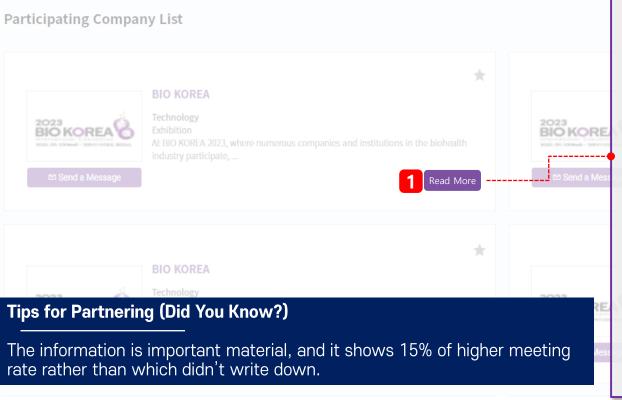


Search Company for Business Partnering

Check the company information

- Check information of company, product and technology by Read More





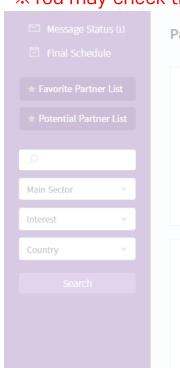
2 Check Company Information **Company Information** Logo Attendee Name uwon Choi **Company Name** BIO KOREA Republic of Korea Country Public / Non-Profit Organization / Institutes Type of Company Consulting Specialty Corps Company Interest CMO/CRO Point of Care Website https://www.biokorea.org/index.asp The 18th BIO KOREA will be held on May 10-12, 2023 at COEX, Seo Description At BIO KOREA 2023, where numerous companies and institutions i **Brief Description** n the biohealth industry participate, you and institutions successf Send Message

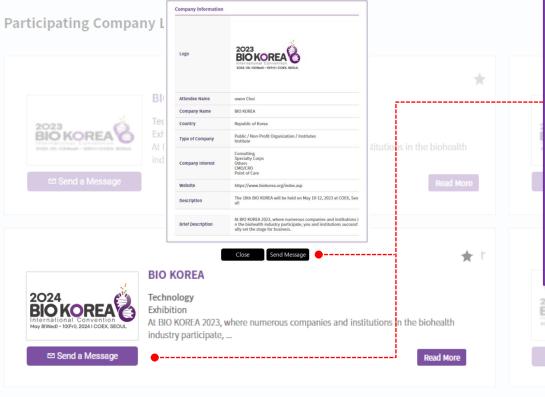


Request of the meeting

Click Send a Message for send out meeting Request

\*You may check the messages sent and received in Message Status

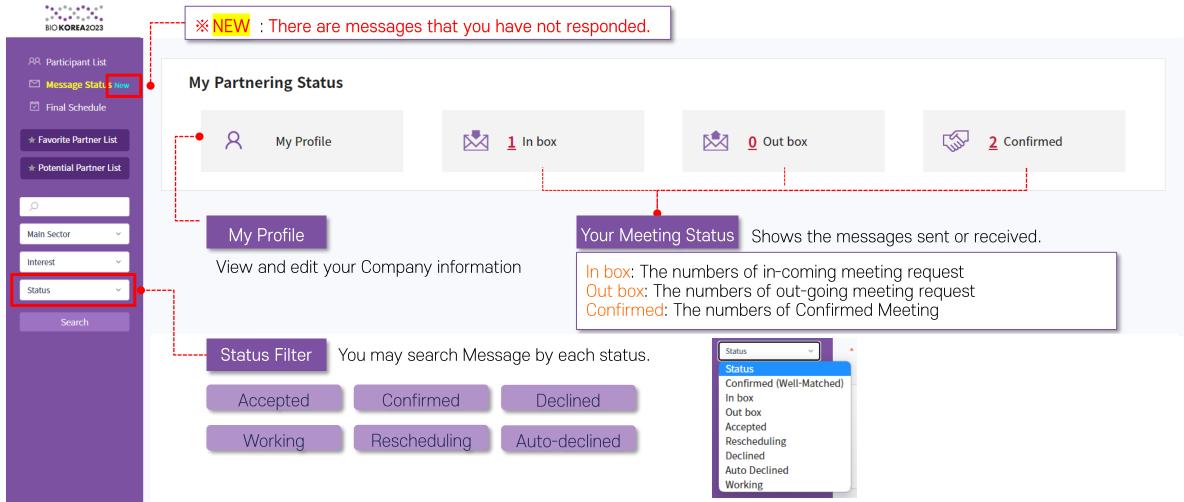




Send a Message Company Profile **BIO KOREA** BIO KOREA The 18th BIO KOREA will be held on May 10-12, 2023 at COEX, Seoul! \* If there is no answer of confirmation or rescheduling within 5 days, the meetings that have been sent will be automatically cancelled. Message Please review my company profile and response to my meeting request. I hope to have valuable time to discuss potential business opportunity with you. Thank you. Send Tips for Partnering (Did You Know?) The more detailed you are about your company and the direction of your meeting, the more likely you are to get a meeting. Attachment any documents is not available



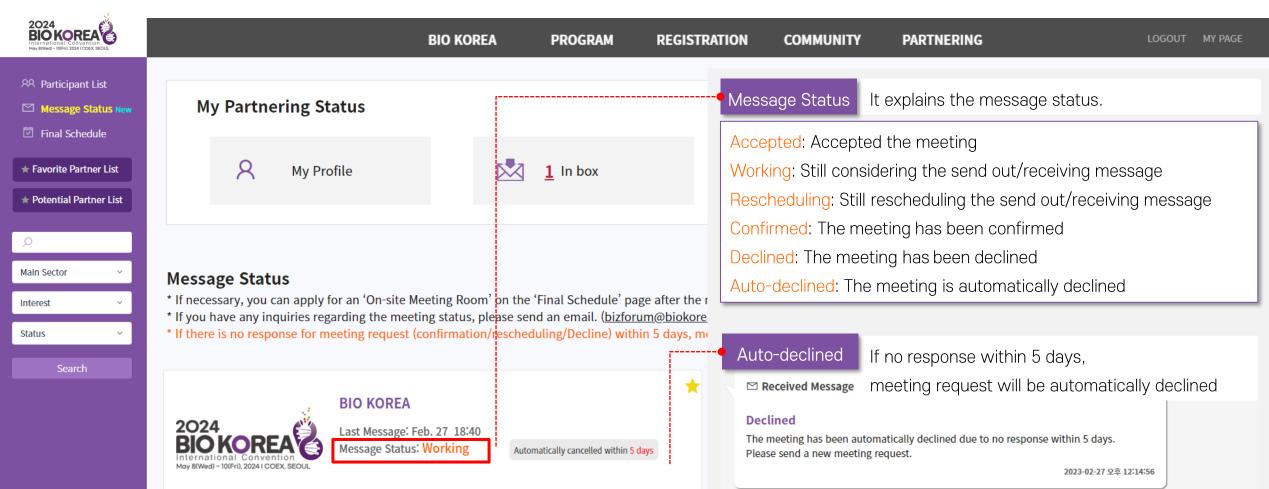
**About Partnering Center (Message Status)** 





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### Message Status

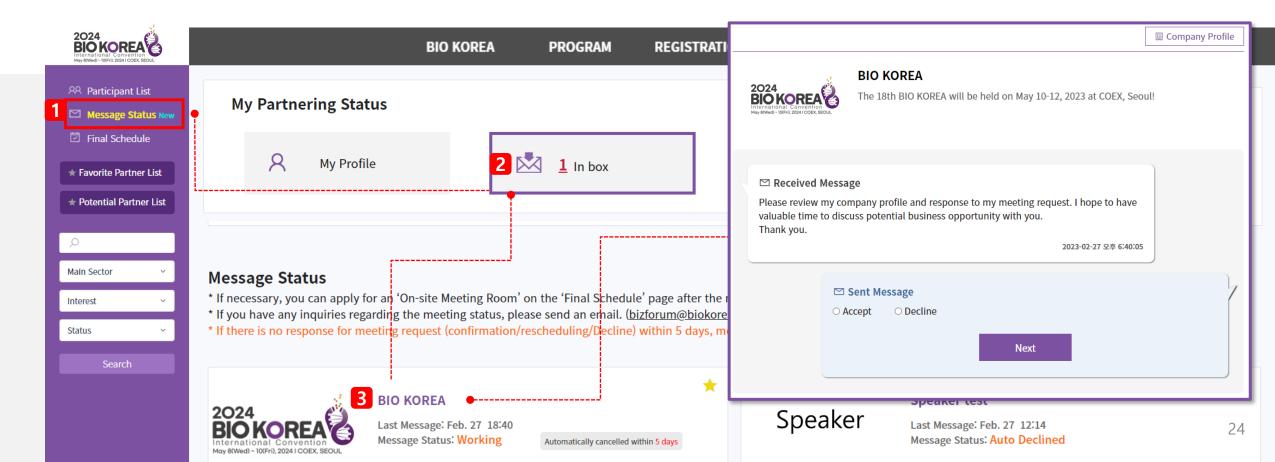




How to reply to the message (Message Status)

Reply to the message on the meeting request

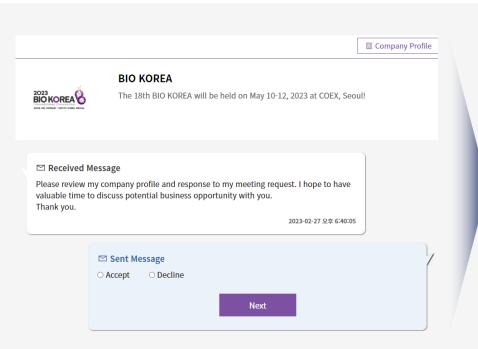
- Change to Message Status, Click the 🔼 📠 📉 In box's working message

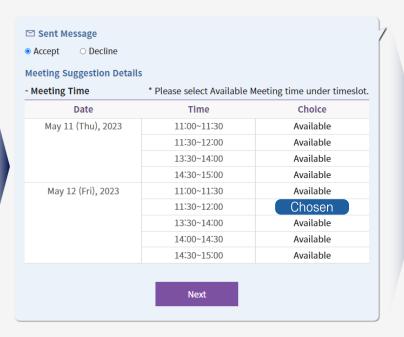




How to reply to the message (Message Status)

While you receive a meeting request, you may choose to Accept or Decline. If you click Accept the available meeting date and time will be appeared. Send out the message after click the Next button.





Accept
☑ Sent Message
Accept - Meeting Time: May 12 (Fri), 2023, 11:30~12:00 Additional Message
Back Send
Decline
☑ Sent Message
Decline
Additional Message
Back Send



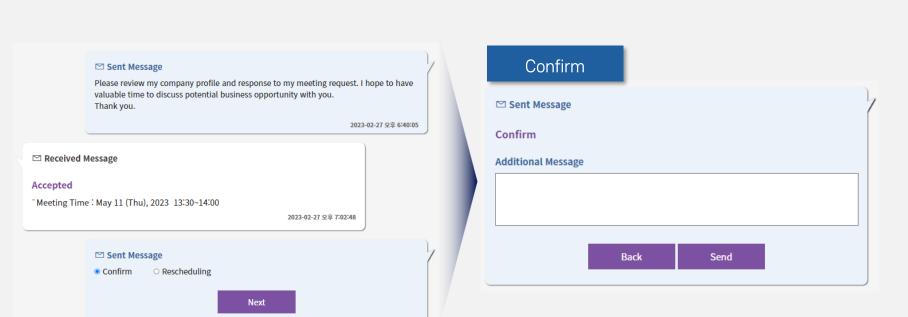
How to reply to the message (Message Status)

Check the date and time, proceed the final confirmation.

Rescheduling for changing the schedule is also possible.

There is a changeable time and date when click the Rescheduling button.

After select the meeting, click the Next button and then send out the message.

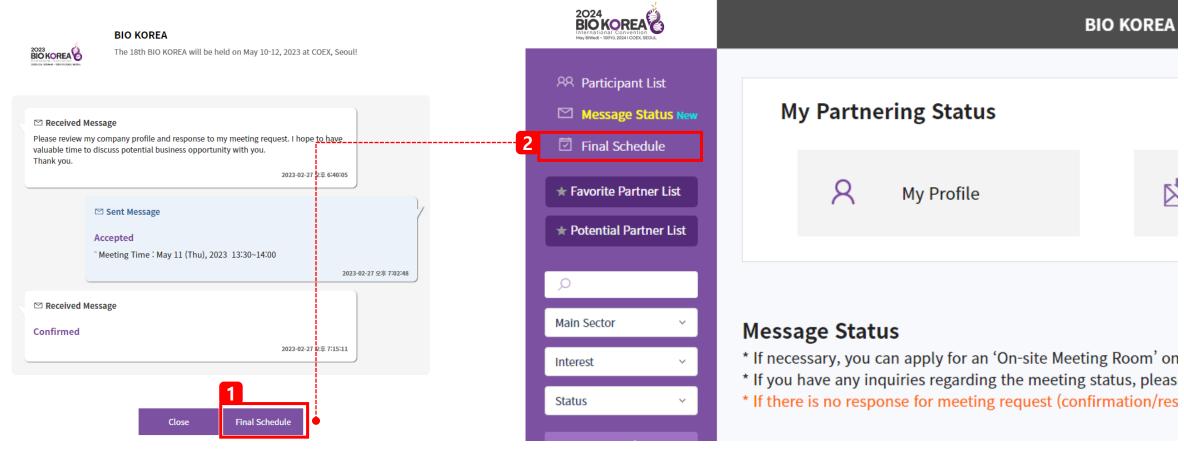


Confirm • Rescheduli		
leeting Suggestion Detail		
Meeting Time	* Please select Available Me	eting time under timeslo
Date	Time	Choice
May 11 (Thu), 2023	11:00~11:30	Available
	11:30~12:00	Available
	14:30~15:00	Available
May 12 (Fri), 2023	11:00~11:30	Available
	13:30~14:00	Available
	14:00~14:30	Chosen
	14:30~15:00	Available
	Next	
☑ Sent Message Rescheduling Meeting Time: May 12 (Fri) Additional Message		



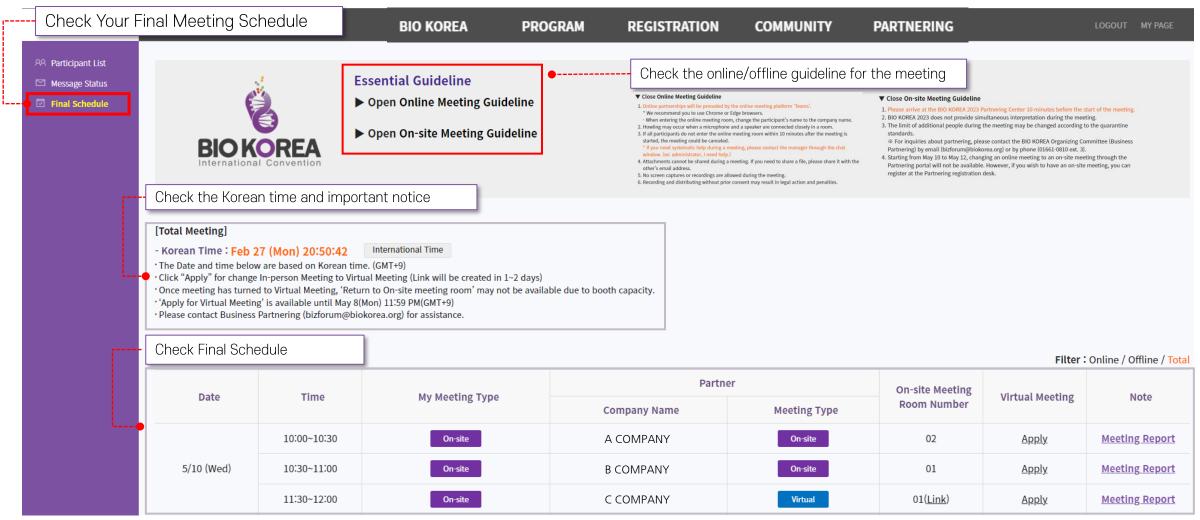
#### Confirmed Meeting

Check the final confirmation at Final Schedule.



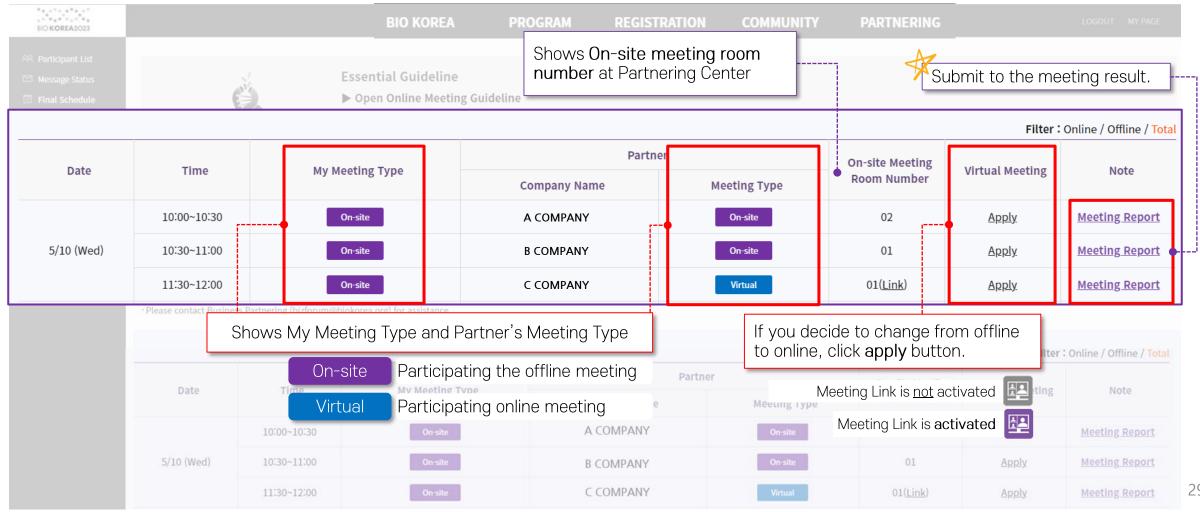


#### Final Schedule





#### **About Final Schedule**





#### Final Schedule

						Filter:	Online / Offline / Total
Date Time		My Mosting Type	Partner		On-site Meeting	Virtual Maating	Note
Date	Date Time My Meeting Type	Company Name	Meeting Type	Room Number	Virtual Meeting	Note	
	10:00~10:30	Virtual	COMPANY Name	On-site	02		Meeting Report
5/10 (Wed)	10:30~11:00	On-site	COMPANY Name	On-site	01	<u>Apply</u>	<u>Meeting Report</u>
	11:30~12:00	On-site	COMPANY Name	Virtual	01( <u>Link</u> )	<u>Apply</u>	Meeting Report

Participants will be assigned an On-site meeting room during <u>Hours of Operation for Partnering Center</u> and also be available to apply meetings virtually.

\* Meetings scheduled outside of Partnering Center hours of operation will be assigned an online (Virtual) link.

OPA Participants will only be assigned a virtual link, which will be activated **one day** before the meeting.

- \*\* Prior to the meeting, please print out the finalized meeting schedule for checking meeting time and place.
- ※ It might be difficult to rechange the meeting from online to offline and is subject to the secretariat. (Within operating hours: Online → Offline)
- ※If you have any questions, please contact bizforum@biokorea.org.

#### Hour of Operation for Partnering Center

 Offline (on site)
 May 8 (Wed) ~ 9 (Thu)
 10:00-17:00

 May 10 (Fri)
 10:00-16:00

 Online
 May 8 (Wed) 10:00 ~ 10 (Fri) 24:00 (24hours)



# Frequently Asked Question

(FAQ)

## Frequently Asked Question (FAQ)



#### How does the Final Meeting work?

FCA FCA participants can meet in person and online, and are automatically assigned an on-site meeting room during Partnering Center hours of operation.

**Available Meeting Types:** 

On-site

Virtual

**OPA** OPA Participants will only be assigned a virtual link, and not available to change offline (on-site) meeting.

Online (Virtual) link will be generated one day prior to the meeting.

Available Meeting Types:

Virtual

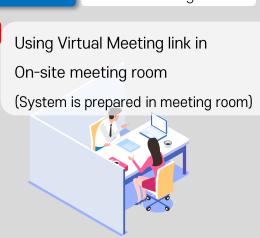
#### What is the Meeting Type?

On-site Meeting Room M: On-site On-site Meeting Room P: On-site

On-site meeting room assigned



On-site Meeting Room M: On-site Virtual Meeting Link P: Virtual Using Virtual Meeting link in On-site meeting room



M: Virtual Virtual Meeting Link P: On-site On-site Meeting Room Virtual meeting link Assigned (On-site meeting room is not provided)



\*M: My Meeting Type \*P: Partner's Meeting Type

M: Virtual Virtual Meeting Link

Virtual Meeting Link P: Virtual

Virtual meeting link Assigned (On-site meeting room is not provided)



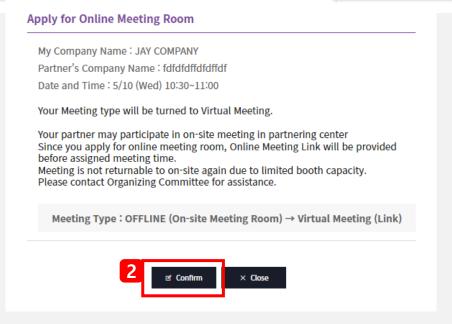
## Frequently Asked Question (FAQ)



How Can I Change an Offline(On-site) meeting to Online meeting?

						Filter	Online / Offline / Total
Date Time	Time	My Machine Tyre	Partner		On-site Meeting	Vintual Manting	Note
Date	Time	My Meeting Type	Company Name	Meeting Type	Room Number	Virtual Meeting	Note
10:00~10:30	On-site	COMPANY Name	On-site	02	<u>Apply</u>	Meeting Report	
5/10 (Wed)	10:30~11:00	On-site	COMPANY Name	On-site	01	<u>Apply</u>	Meeting Report
	11:30~12:00	On-site On-site	COMPANY Name				Meeting Report

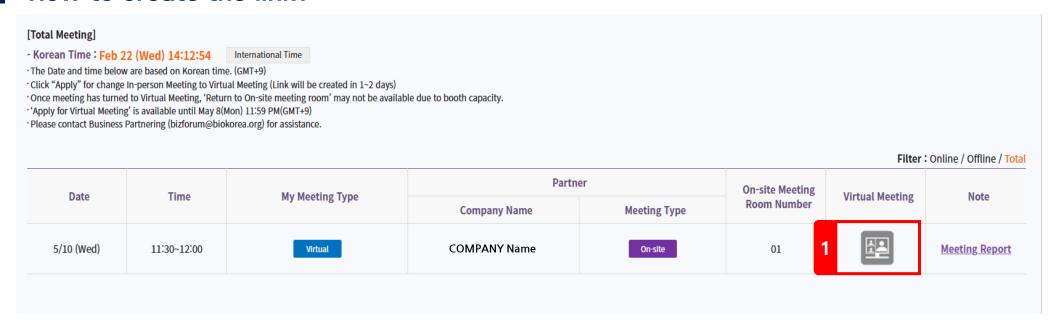
- To change an Offline (On-site) meeting to Online, Click "Apply" on the virtual meeting.
- Confirm the meeting type change and click "Confirm"
- ※ Offline (On-site) rescheduling of meetings that have been changed to Online may not be possible due to meeting room availability.
   (Online → Offline rescheduling during hours of Operation for Partnering Center)
- \* Online (Virtual) link will be generated one day prior to the meeting.



## Frequently Asked Question (FAQ)



#### How to create the link?

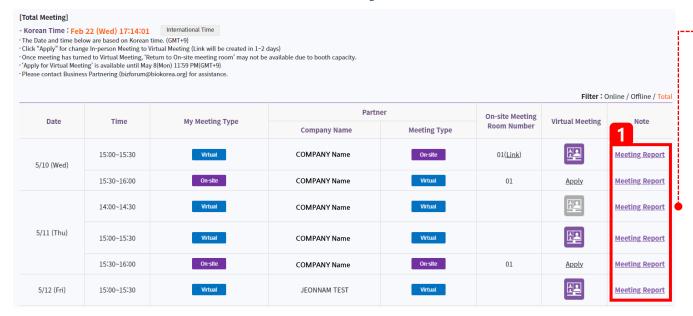


- 1 Virtual meeting links are activated 1 day before the meeting date and turn purple when the link is created.
  - Meeting Link is not activated
  - Meeting Link is activated

## Don't Forget After Meeting!



How can do the online survey?



- 1 Please submit the online survey form that is generated for every concluded meeting.
- \* Submitted information will be used for BIO KOREA's program and development.
- \* Survey results will be used to investigate the outcomes of the meetings and will be tracked on an ongoing basis to inform our global meeting support plan.

	Please write down the result for the better BIO KOREA's business partnering in the future!
	меетипд
거래 구분 Transaction classification	
거래기관명 Trading agency name	
JAY COMPANY	
기술구분 Technical classification	
상담 규모(총액/달러) Consultation amo	unt (total amount/USD)
진행 현황 Progress status	
거래금액 (총액/달러) Transaction amou	nt (total amount/USD)
	of Save

Tipe for Dorthoring (Did Vou Vnous)