SAN JOSE bio center

"Meet with…" Series
FAQ

----------Testimonials----------

PARTICIPANTS

"The companies selected by the BioCenter are ready to talk at the higher funding level and have an understanding of our strategy and the kind of funding we need."
- *Chun-Nan Chen, CEO of Single Cell Technology*

"Thank you for putting these programs together – they are very valuable for the community."
- *Jeff Welch, Managing Director, Nanosyn Biology, Nanosyn, Inc.*

"Many thanks to the staff at San Jose BioCenter for making this meeting with Merck possible. We appreciate all your efforts and time invested in us."
- *Fredric J. Pashkow, MD, Executive Vice President/Chief Medical Officer, Cardax Pharmaceuticals, Inc.*

SPEAKERS

"We made a lot of good contacts with new companies we did not know before. I think we created interest among those companies and awareness that there are funding possibilities through the Fox Foundation that they didn't know about."
- *Sohini Chowdhury, Associate Director & Team Leader of Research Programs, Michael J. Fox Foundation*

"You can imagine that we see tens of hundreds of companies and scientists and venture capitalists. In most cases it's too early or not relevant. The BioCenter does a good job of screening and tailoring meetings to suit our needs. So we specify what we're looking for and they reach out to their community, which is a screening process we don't get to go through at other events."
- *Yael Weiss, MD, PhD. Director, Licensing And External Research Merck Research Laboratories Merck & Co., Inc.*

----------Q&A----------

WHAT TO EXPECT FROM THE "MEET WITH…" SERIES

Purpose

Emerging companies find it increasingly difficult to reach the right person when seeking funding. It is equally difficult for companies with funds to allocate to wade through countless proposals in search of the right opportunity that aligns with their investment strategy and in some cases their mission. Through the "Meet with…" Series, we provide emerging life science companies with greater access to partnering and/or financing opportunities.

Presenters

This Series presents several categories of organizations that have partnering and/or financing opportunities for emerging companies, such as: Foundations, Governmental Agencies, Big Bio/Pharma business development departments or VC funds, Angels, VCs, and others. After each session, participants are invited to evaluate the presenter's performance and relevance as part of the event evaluation.

Location

The Series is held at the San Jose BioCenter, 5941 Optical Court, San Jose, CA 95138. The presentation and audience Q&A takes place in our large conference room, as well as lunch, while the private meetings take place in one of our small conference rooms.

Event materials

Presenters may provide pre-event readings or event handouts. Before a session takes place, the BioCenter team sends the location and retrieval of relevant materials to registered participants. Other handouts will be provided to participants upon their arrival at the event location.
Participants will need to provide an up-to-date Executive Summary to the BioCenter Programs Manager, to be shared with the Review Board and the Presenters. Participants will have access to a projector for their private meetings with the presenters.

WHAT IS THE REGISTRATION PROCESS

Important information regarding the registration process

The "Meet with …" Series is open to both internal clients and external audience. However:

1. Registrations to the presentation and Q&A is open to any individual who has pre-registered on-line (please refer to "Registering to the presentation and Q&A" below).
2. Registrations to the private meetings with a presenter are subject to approval. Hence, the BioCenter team has put together an application process (please refer to "Applying and registering to a "Meet with"... private meeting" below).

Cost of the event

Please note that:

- A discounted price ("Partners' Network") is available for members of our Supporting Organizations. Our Supporting Organizations are listed here: www.sjbiocenter.com/ab_support.html
- ALL pre-registrations include lunch with the speaker(s) and other attendees.
- Registration closes several days before the event date. Please check the dedicated event web-page for the exact registration deadline.

Presentation and Q&A:

- Regular pre-registration ticket: $40
- Partners' Network pre-registration ticket: $30

"Meet with"... private meeting:

- One-on-one meeting Application: FREE
- Meet with… Full Registration (includes presentation and Q&A + lunch + one-one-one meeting):
    - For one company representative: $175 | $150 Partners' Network
    - For two: $250 | $215 Partners' Network
    - For three: $300 | $255 Partners' Network
    - For four and above: add $40 [or $30 for Partners' Network] per attendee

Registering to the presentation and Q&A

To register:

1. Visit http://www.sjbiocenter.com/events.html, locate the presentation you want to register for and then click on the "Register" button.
2. Select your ticket choice, number of attendees, and click "Continue". Enter the participant(s) and billing information, and click "Continue".
3. You will receive a payment confirmation from Acteva and a registration confirmation from the BioCenter. If you have not received this information within 72hours, contact us immediately at events@sjbiocenter.com.

Registration closes several days before the event date. Please check the dedicated event web-page for the exact registration deadline.

Applying and registering to a "Meet with"… private meeting

Application process:

The applicant sends an up-to-date Executive Summary to the BioCenter Programs Manager.

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A couple weeks before the session, the Review Board, composed of the BioCenter management team, sponsors, partners and mentors, meets to consider the application.

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The applicant is notified if the application is accepted or rejected.

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Application Accepted

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You will be given a password for an Acteva secured-access registration page.
Do not share this password!
You have two days to register online before we give your spot to another company.

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After registering, you will receive a payment confirmation from Acteva and a registration confirmation from the BioCenter. If you have not received this information within 72hours, contact us immediately at events@sjbiocenter.com.

Application on Hold

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There was a fit for the session you applied for, but some companies were a better fit. Hence, you have been chosen to be on the waiting list in case of a cancellation.
You will be notified within two days if a spot opens up.
Registration must be completed upon approval.

Application Rejected

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There was not a fit for the session you applied for. However, we might be able to approve your application for another session and will then let you know.
You can also decide to register for the presentation and Q&A.

Review Board

The Review Board is composed of BioCenter management team, sponsors, partners and mentors.

WHAT WILL HAPPEN BEFORE THE EVENT

Registration reminders

The BioCenter Programs Manager will send to all participants via email a registration confirmation and two registration reminders (one week and one day before the event). Participants who do not receive this information should contact us immediately at events@sjbiocenter.com.

Documents to provide

The BioCenter Programs Manager may ask private meetings participants to provide additional documents. It is important to follow the deadline for sending any additional documents.

Pre-event readings

Presenters may provide pre-event readings. In that case, and to make your experience richer, it is highly recommended that you read those documents and draft a first set of questions prior to the event.

HOW WILL THE DAY OF THE EVENT LOOK LIKE

Event materials

Handouts will be provided to participants upon their arrivals at the event location.

General schedule

The day is usually organized as follows:

1. Presentation *(around 45 min.)*
2. Audience Q&A (*around 15min.*)
3. Tour (*around 30min.*)
4. Lunch (*around 60min.*)
5. Private Meetings *(30 min. each)*

Presentation and Q&A

The featured organization will present on the following subject areas:

1. An overview of their organization
2. Process for reviewing opportunities
3. What their general interest are
4. What they are specifically looking for right now
5. Who they typically fund/partner with, etc.

After the presentation, the audience is invited to participate to make this presentation a real discussion, delivering tips and confidences about the organization that will be useful to them in the financing/partnering process.

Tour

While the conference room is being set up for lunch, attendees are invited to tour the BioCenter facility and discover our unrivaled services.

Lunch
On-site lunch will be provided to all pre-registered attendees and presenters. Participants should choose their lunch preference (vegetarian, etc.) on the online registration page.

Private meeting
Participants will have 20 to 40 minutes to present their company to a representative from the featured organization. Participants will have access to a projector.
Please note that the time allocated for each private meeting is decided by the featured organization and hence can vary from one session to another.

WHAT WILL HAPPEN AFTER THE EVENT

Event Evaluation
Shortly after the session, participants will receive instructions to complete an online evaluation. Online evaluations are important as they help us constantly improve our events and give participants the opportunity to suggest presenters they would be interested in meeting with. We pay close attention to each of your comments. If you have difficulty completing the online evaluation, please contact us at events@sjbiocenter.com.

Contacting the presenter
Presenters may share their email addresses with participants. However, if participants want to send a comment or question to a presenter who didn't provide a contact email address, then please email it to us at events@sjbiocenter.com. We will then forward the message to the presenter.

CANCELLATIONS AND REFUND POLICIES

Should the event be cancelled or reschedule
1. A participant who has registered and paid for a "Meet with"... Session that is subsequently canceled receives a 100 percent of the registration fee. The participant may transfer the fee to another event.
2. A participant who has registered and paid for a "Meet with"... Session that is subsequently postponed will be notified of the new date for the session. If this date is not of convenience to the participants, the participant may receive a 100 percent of the registration fee or may transfer the fee to another event.

Presentation and Q&A
1. A participant who has registered and paid for a "Meet with"... Presentation and Q&A and cancels **more than 15 days** before the session receives a 100 percent refund. The participant is responsible for the cost of Acteva refunds fees and for returning any materials already received. The participant may transfer the fee to another event.
2. A participant who has registered and paid for a "Meet with"... Presentation and Q&A and cancels **fewer than 14 days** before the session won't be eligible for a refund. The participant cannot transfer the fee to another event. The BioCenter keeps the nonrefundable portion to offset costs incurred.

"Meet with"... private meeting
Sorry, all "Meet with"... private meeting sales are final.