**JETRO Startup City MedTech Program in Osaka**

**Specifications**

**1. Purpose**

The purpose of the JETRO Startup City MedTech Program in Osaka (hereinafter “Program”) is to build a strong global ecosystem in Osaka, Japan with top tier international accelerators/incubators, angel networks, venture capitals or any other startup ecosystem builders (hereinafter “Accelerator(s)”).

The Program will be delivered in Osaka, which is one of the main cities in the Kansai area that has been identified as one of the top four priority development areas by the Cabinet office, Government of Japan and other countries in APAC, which will be a more important market to Japanese startups. As the life science industry is one of the most important sectors in the Kansai area, the Program will focus on life science, especially Medical Technology (MedTech). Osaka has been trying to build a strong ecosystem for MedTech startups to grow, and strong connections with Accelerator(s) is required to achieve that goal.

Therefore, Japan External Trade Organization (hereinafter “JETRO”) will provide the Program in cooperation with Accelerator(s) which is aiming to establish a base in Osaka in the near future.

The Program will be conducted in-person as much as it can be, or in a hybrid style of online and in-person if the situation of COVID-19 allows.

**2. Target areas**

Med Tech startups and entrepreneurs in Japan

**3. Contract Period**

From the date of contract until March 10th, 2023

**4. Scope of works**

 JETRO will provide 1) International Pitch Competition for a maximum of 20 MedTech startups or entrepreneurs in Japan in cooperation with Accelerator(s). Also, JETRO will organize 2) Boot Camp which includes networking opportunities and site visits for a maximum of 10 startups in Osaka and in other two APAC cities, and 3) On-demand Mentoring sessions for a maximum of 10 startups.

Accelerator(s) is expected to 4) cooperate with JETRO to publicize the Program and recruit startups and entrepreneurs to participate in the Program, 5) supervise the selection procedure and participate in the selection committee as a judge.

1) International Pitch Competition (Sep-Dec, Osaka and another city in APAC)

It provides for a maximum of 20 startups or entrepreneurs to experience the global pitch competition. It should consist of the following:

* Phase 1:
* 3-day workshop sessions that are beneficial to early-stage startups and entrepreneurs
* A pitch session in Osaka and select 3 startups to join the international pitch competition
* Phase 2:
* 5-day workshop sessions and networking opportunities to the 3 selected startups in a city in APAC
* International pitch session in APAC
* Select the Japanese finalist
* Phase 3:
* Demo day for the Japanese finalist
* Provide more opportunities for further business opportunities and networking to the Japanese finalist in APAC

\* JETRO will arrange and pay the round-trip airfares, daily allowances, accommodations, transportations, insurances, etc. for the Japanese startups to participate in the program in APAC.

\* JETRO cannot cover the expenses of the days of travel, nor no program operated.

\* If any mentoring sessions are included in this program, the fee should be included in this activity. In other words, it should be separate from the 4.3).

2) Boot Camp (Sep-Dec, Osaka and two APAC cities)

It provides for a total of 10 startups to understand the foreign markets and connect to the ecosystems of expected markets. It should include the following:

* Phase 1:

Two-day workshop sessions in Osaka

* Phase 2:

10-day intensive program which includes lectures, networking events, business matchings, 1 on 1 meetings, and clinic or clinical facilities visit in two APAC cities

\* Startups participated in this bootcamp will arrange and pay the round-trip airfares, daily allowances, accommodations, transportations, insurances, etc. by themselves.

\* JETRO will allow startups to participate in only one of the cities.

\* 10-days include travel within APAC cities. JETRO cannot cover the expenses of the days of only travel, nor no program operated.

\* If any mentoring sessions are included in this program, the fee should be included in this activity. In other words, it should be separate from 4.3).

3) On-demand Mentoring (online or in-person)

Consultation for Japanese startups. Each startup can get up to 5 hours according to the startup’s demand and the number of startups is a maximum of 10 startups.

4) Publicize of the Program with JETRO (August, Osaka and other cities in Japan)

To make the Program better known, the Accelerator(s) is expected to do the following:

* Come to Japan, visit at least two organizations such as universities, research facilities and startups to explain the Program and persuade them to join the Program
* Using social media to promote the Program

5) Supervise the selection procedures and participate in the selection committees of the Program as a judge (August-September, online)

* Attend the two selection committees, one is for the pitch competition (4.1)), and another is for the boot camp (4.2)), as a judge
* Consultation on how to select startups in MedTech industries (which criteria shall be set) and give opinions on startups and entrepreneurs applied to the Program

\* The details of all the Program will be discussed with JETRO.

\* All the expenses of preparation of materials, meetings with JETRO and related organizations, and arrangements related to implementation of the Program including the round-trip airfares, daily allowances, accommodations, transportations, insurances, etc. of Accelerator(s) are included in each works fee and will not be paid separately.

**5. Expected Outcome**

* Discover 10 startups which aim to go global
* 1 case to expand the business in APAC
* Meeting at least two related organization in Osaka

**6. Language**

English or Japanese

**7. Report**

Summarize the Project in a report. Any format report can be accepted.

**8. Payment**

* In compensation for the services to be provided by Accelerator(s) to JETRO, JETRO shall pay a total amount to Accelerator(s) in two payments. The first half payment will be made by JETRO to Accelerator(s) upon execution of this agreement. The second half payment will be made by JETRO to Accelerator(s) upon the completion of program and receipt of a final report from Accelerator(s).
* Contractor must submit a final report to JETRO by the 10th of March 2023.
* For the Program, all activities’ unit prices shall be set. In case the number of days/ sessions/cases falls below the set target number, the number of days/sessions/cases not met will be multiplied by the unit price and subtracted from the payment amount.

**9. Conditions for a Contractor engaged in the Program**

1. Has an established organizational structure and capabilities to manage and complete the project properly
2. Is able to adhere to JETRO’s directions, as well as report to communicate with, and consult with JETRO in an adequate manner
3. Has knowledge on handling confidential and/or personal information accordingly
4. Has broad and effective experience, network, and knowledge necessary for the implementation of the project
5. Is able to give appropriate advice and communicate smoothly with startup companies in Japan.
6. Is able to comply with applicable laws and regulations, especially the Foreign Corrupt Practices Act and state unfair competition laws
7. Must inform JETRO if the Contractor is involved in a similar project funded by the Japanese government

**10. Special note related to the COVID-19**

JETRO will hold the Program in the countries whose level of risk information provided by the Ministry of Foreign Affairs of Japan is below level 2 and the health and safety of the project participants are confirmed.