**JETRO MedTech Program in Osaka 2023**

**Specifications**

**1. Purpose**

The purpose of the JETRO MedTech Program in Osaka (hereinafter “Program”) is to build a global startup ecosystem in the medical and healthcare (hereinafter “MedTech”) startup/innovation ecosystem in Osaka, Japan with international accelerators/incubators, angel networks, venture capitals or any other startup ecosystem builders (hereinafter “Accelerator(s)”). To this end, it is essential to encourage entrepreneurship and support startups in their overseas expansion. In addition, to build a global MedTech ecosystem, Japan External Trade Organization (hereinafter “JETRO”) will sponsor the Program to be provided with Accelerator(s) which is aiming to establish a base in Osaka in the near future.

**2. Program Outline**

JETRO and the Accelerator(s) will conduct Seeds Discover Program, which is the small-scale events working with universities, research institutes, companies, startup communities and so on to discover seeds and entrepreneurs including researchers, students, etc. (hereinafter “entrepreneurs”) On top of that, JETRO and the Accelerator(s) will hold an international pitch competition with interactive group coaching sessions. The three groups selected in the Japan preliminary round will be invited to participate in the pitch competition overseas, where they will receive not only lectures/coaching sessions but also networking opportunities, hospital visits, and other experiences that will be useful for their future business development.

1. **Seeds Discover Program** (July-Sep, Osaka and some 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 5 organizations such as universities, research facilities and startups to explain the Program and persuade them to join the Program.

1. **International Pitch Competition, Lectures and Networking Opportunities** (Oct-Dec, Osaka and another city in APAC)

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

* Phase 1:
* 2-day workshop/lecture/interactive group coaching sessions that are beneficial to entrepreneurs and early-stage startups
* A pitch session in Osaka
* Selection of 3 startups to join the international pitch competition (Phase2)
* Support 3 startups to be prepared for participating the Phase2
* Phase 2:
* 3-day workshop/lecture/interactive group coaching sessions and networking opportunities with overseas entrepreneurs and startups for the 3 selected startups/entrepreneurs in a city in APAC
* Selection of the Japanese finalist
* 3-day site visits to medical institutions, universities, etc.
* Final pitch session

\* JETRO will arrange and pay the round-trip airfares, accommodations, transportations, insurances, etc. for the Japanese entrepreneurs and startups to participate in Phase2.

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

\* 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.

**4. Scope of works**

1. **Seeds Discover Program**

・Plan the suitable program for each occasions

・Prepare the material for presentations/ discussions

・Give presentations and/or consultation service

・Follow-up to direct participants to the program

1. **International Pitch Competition, Lectures and Networking Opportunities**
	* Plan the suitable program for Japanese entrepreneurs/startups
	* Prepare the material for presentations/ discussions
	* PR & Marketing
	* Select the participants with JETRO
	* Implement the Program (2-day lectures/workshops and 3-days networking/site visits)
	* Support entrepreneurs/startups to be prepared to join the program in a city in APAC

**5. Contract Period**

From the date of contract until January 31st, 2024

**6. Expected Outcome**

* At least 15 entrepreneurs/startups join the Program
* Achieve 80% satisfaction as a result of participants’ feedback\*

\* JETRO will conduct survey to the participants.

**7. Language**

English or Japanese

**8. Report**

Summarize the Project in a report. The report format will be provided by JETRO separately.

**9. 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 24th of January 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.

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

1. The applicant must have an established entity in Australia.
2. The applicant must have basic skills and expertise needed for completion of tasks and to meet targets.
3. The applicant must have relevant business experience in the field for a minimum of three years.
4. The applicant is able to adhere to JETRO’s directions, as well as report to communicate with, and consult with JETRO in an adequate manner
5. The applicant has knowledge on handling confidential and/or personal information accordingly
6. The applicant is able to give appropriate advice and communicate smoothly with entrepreneurs/startups in Japan.
7. The applicant must have approval from their employer to work with JETRO.
8. If the applicant is successful, they must fulfil their responsibilities of this contract with JETRO alongside any other arrangements and obligations, business or otherwise.