

## **Outsourcing specifications for the J-Bridge Sourcing Support program in the Philippines**

### **1. Subject**

Outsourcing related to the "J-Bridge" sourcing support program in the Philippines.

### **2. Project implementation purpose**

J-Bridge is a business platform that facilitates collaboration between Japanese and overseas companies. Through the program, JETRO supports cross-border open innovation with the goal of accelerating digital and green transformation. The program aims to promote the development and creation of new businesses through alliances (business alliances, technical alliances, investments, establishment of joint ventures, etc.) and M&As with Philippine companies.

### **3. Business implementation details**

#### 1) Business description:

The Consignee shall source companies in the Philippines according to the collaboration needs and technology of J-Bridge member companies and arrange meetings.

#### 2) Support target:

J-Bridge member companies that are interested mainly in the digital field\* or green technology field\*\*

*\*Digital Technology Field including, but not limited to: Mobility, HealthTech, Life Sciences, AgriTech, Retail Tech, Smart Cities, FinTech, Robotics, Information Security, etc.*

*\*\*Green Technology Field including, but not limited to: Renewables Energy, Energy Conservation, Storage Batteries, Hydrogen, Smart Infrastructure, Greening and Environmental Conservation*

#### 3) Project implementation period:

Until March 2026 (Applications for sourcing program will be open until February 2026)

#### 4) Participation fee:

Free

#### 5) Language used:

For coordinating with J-Bridge member, English or Japanese may be used.

For meetings with Filipino companies, English will be used.

### **4. Outsourced work**

1) The Consignee will conduct an introductory session with the J-bridge member to discuss the needs of the J-bridge member for business matching.

2) Based on the introductory session, the consignee will provide a list of 3~5 potential partners according to the needs of the J-bridge member. The consignee may include more than 5 potential partners, if possible.

3) The Consignee will introduce Philippine startup companies (partner candidates, etc.), conglomerates, etc. to the Japanese Companies according to their preference of the listed companies. Philippine companies to be matched must be interested in collaborating with the J-bridge company.

The maximum number of matches per company is four (4). JETRO shall approve additional matches if the J-bridge member wishes to proceed with five (5) referrals or more.

4) The Consignee will arrange the introductory call/meeting between the Filipino company following the criteria in (1 & 2) and the Japanese company. The Consignee shall also create the online conference call and shall be present on the day of the introductory call/meeting.

The introductory meeting may also be done face-to-face if both companies and if consignee is in nearby vicinity with one another and if all parties agree on a venue.

5) The Consignee will inform JETRO Manila of all matchings and shall wait for approval from JETRO Manila before confirming the matching.

## **5. Application Process**

Please submit a proposal (PDF) to JETRO Manila via email

### **Proposal Contents:**

1) Company Profile

2) List of personnel that will handle the J-Bridge Sourcing Program and short bio per personnel

3) Fields of expertise of company

4) Network/Portfolio of company

(Note: may be sent as One (1) File or Multiple Files in PDF)

EMAIL: [MLA@jetro.go.jp](mailto:MLA@jetro.go.jp)

Attn to: (Ms.) Erina Nishioka, (Ms.) Felicia Imperio

## **6. Application Deadline**

Friday, April 26, 2025 13:00 PH Time

## **7. Payment**

Payment will be made on a unit price basis. Payment is based on the actual performance of the work and after confirming the execution of the work from the JETRO Manila office at the end of each month of the contract period. JETRO will then pay the requested payment amount within 30 days after receiving the billing statement.

## **8. Contact information**

JETRO Manila Office

(632) 8892-4376

Person in charge: (Ms.) Erina Nishioka

[MLA@jetro.go.jp](mailto:MLA@jetro.go.jp)