

# Application Form

## JETRO BIZMATCH@CEATEC JAPAN 2009

**Application Deadline: July 16<sup>th</sup>, 2009**

Please carefully complete this form and provide as much information/detail as possible (this application will be used in our applicant screening process and as resource for us in matching your firm with potential Japanese partners at JETRO BIZMATCH). Please note that information collected in this form will be used solely for activities associated with JETRO BIZMATCH@CEATEC JAPAN 2009, such as creating promotional materials (brochures, website, etc.) and identifying potential (Japanese) partners. **Information provided in fields marked with a double asterisks “\*\*” will NOT be disclosed without your express permission.**

### 1. Contact Information

Please type in English or Japanese

Company name			
Address		City	
State/Province	Country	Post/Zip code	
Telephone	(+ )	Fax:	(+ )
Website http://			
Primary contact	Mr./Ms.	(First)	(Middle)
Japanese speaker?	<input type="checkbox"/> Yes	<input type="checkbox"/> No	(Last)
Title	Dept.		
Email @			
Will THIS person be attending BIZMATCH@CEATEC JAPAN 2009? <input type="checkbox"/> Yes <input type="checkbox"/> No			
If “No”, please provide information on the person(s) who WILL be attending*:			
Mr./Ms. (First):		(Last)	
Japanese speaker?	<input type="checkbox"/> Yes	<input type="checkbox"/> No	
Title	Dept		
Email @			

*\*Please include names and information of additional attendees, if any, on a separate sheet.*

### 2. General Business Information

No. of Employees	Date established	Paid in capital
CEO/President	Mr./Ms.	(first) (last)
Business description (Within 250 words)		

Your firm's technology fields/areas (please check all that apply)	
<input type="checkbox"/> SaaS (ASP)	<input type="checkbox"/> Online Security
<input type="checkbox"/> Virtualization	<input type="checkbox"/> Storage System
<input type="checkbox"/> LTE(Long Term Evolution, 3.9G), 4G	<input type="checkbox"/> Thin-Client System
<input type="checkbox"/> Smart Grid	<input type="checkbox"/> Web 2.0 (SNS included)
<input type="checkbox"/> Next generation mobile device	<input type="checkbox"/> BI (Business Intelligence)
<input type="checkbox"/> Image/Speech Recognition	<input type="checkbox"/> Grid Computing
<input type="checkbox"/> Encryption technology/Authentication systems	
<input type="checkbox"/> WiMAX	<input type="checkbox"/> SOA(Service Oriented Architecture)
<input type="checkbox"/> Linux/Open source	<input type="checkbox"/> VoIP System/Service
<input type="checkbox"/> RFID/traceability	<input type="checkbox"/> IPv6
<input type="checkbox"/> Wireless LAN/WAN	<input type="checkbox"/> License/ Content control
<input type="checkbox"/> Green IT	<input type="checkbox"/> Home networks
<input type="checkbox"/> Biometrics Identification System	<input type="checkbox"/> Broadband content
<input type="checkbox"/> Other ( )	
Your products/services/technologies ( <b>Within 400 words</b> )	
Please describe <i><b>in detail</b></i> your products/services/technologies, placing an emphasis on their relative <u>strength</u> , <u>differentiation</u> and <u>competitive advantages</u> , compared to other firms; please also specify your target markets/segments, etc.	
Your major clients (Please also use this space to list any awards/achievements)	
Have any of your products/services/technologies been localized to the Japanese market?	
<input type="checkbox"/> Yes <input type="checkbox"/> No <input type="checkbox"/> Considering	
Do you have Overseas subsidiary(s)?	<input type="checkbox"/> Yes <input type="checkbox"/> No   If yes, where?
**Your major competitor(s)?	
**Your primary investor(s)/VC(s)?	

### 3. About Your Participation in JETRO BIZMATCH

What type of business arrangement/contract/partner are you seeking? (Please check all that apply )

☐VAR ☐Distributor ☐OEM ☐ Joint venture ☐Investor ☐Other ( )

Please use this space to expand on above question, placing focus on your ideal Japanese partners and criteria for such partners. (**Within 300 words**)

**\*\*Please list names of specific Japanese firms you would like to meet at JETRO BIZMATCH, if any.  
(Please include division/department, if known)**

*\*Please note that we will make every effort to arrange meetings with your desired firm(s), but can offer no guarantees that such meetings will be possible.*

#### 4. Current Business Activities in Japan

What is your CURRENT businesses activity in Japan? (Check "Other" if you have PRIOR experience)	
<input type="checkbox"/> None <input type="checkbox"/> Representative office <input type="checkbox"/> Sales office <input type="checkbox"/> Affiliated company <input type="checkbox"/> Other	
Please describe in detail.	
<div style="border: 1px solid black; height: 150px; margin-top: 10px;"></div>	
Do you have Japanese distributor(s) / agent(s)?	<input type="checkbox"/> Yes <input type="checkbox"/> No
If yes, which company (s)?	
Will the distributor(s)/agent(s) be participating in JETRO BIZMATCH?	<input type="checkbox"/> Yes <input type="checkbox"/> No
Do you have plans to set up an office in Japan?	<input type="checkbox"/> Yes <input type="checkbox"/> No
If yes, what is your time frame and what type of business operation would you like to establish?	
<input type="checkbox"/> 0-6 months <input type="checkbox"/> 6 months-1 year <input type="checkbox"/> 1-3 years <input type="checkbox"/> More than 3 years	<input type="checkbox"/> Branch office <input type="checkbox"/> Subsidiary office <input type="checkbox"/> Not sure (would like more information on options available to me)

**PLEASE REMEMBER TO SEND SUPPLEMENTARY MATERIALS  
TO JETRO OFFICE.**

For more question, please contact:

**JETRO WARSZAWA**

**IPC Business Center, ul. Koszykowa 54, 00-675 Warszawa, POLAND**

**TEL : 48-22-6308-508    FAX : 48-22-6308-512**

Personal information is kept strictly confidential and will be used only for JETRO BIZMATCH @ CEATEC JAPAN 2009. For more information about JETRO's Privacy Policy, please contact: High-Tech Industry Division, Industry and Technology Department, JETRO +81-3-3582-4631