

ManufacturingTech & HardTech

ManufacturingTech & HardTech Course

Application Guidelines

< Deadline >

Phase1 : **2026 5/24** (Sun) **23:59** (JST)

Phase2 : **2026 7/15** (Wed) **23:59** (JST)



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Objective

To develop customers and expand points of contact with investors by gaining an understanding of the North American market, participating in events, and hosting demo days. The program aims to acquire customers, conduct PoC trials, and achieve commercialization in the U.S. market.

Milestone Classification

Explorer (Phase1) / Scaler (Phase2)

Course

- 1 Accelerator with deep knowledge and wide network in manufacturing industry
- 2 Acquire knowledge of North American manufacturing markets and industrial technology areas
- 3 Develop potential customers, sales offices, sales channels and investors in Midwest U.S.

Location

Detroit (U.S.) *Phase2 only

Target Applicants

- | | |
|--------------------|--|
| Eligible Companies | Startups based in Japan |
| Stage | 【Phase1】 : Pre-seed to Series A
【Phase2】 : Series A to Later |
| Sector | HardTech, advanced manufacturing, mobility, electrification, automated systems, advanced materials, IoT, AI hardware, Dual-Use |



2 PROGRAM STRUCTURE | Program Overview

The course is composed of two independent programs (Phase 1 and Phase 2). Applicants may apply starting from either phase. Please see “05 | Entry – Requirements & Criteria” on pages 12–13 for more information.

1 【Phase1 / Phase2】 In-person Bootcamp @Tokyo *1



U.S. Manufacturing Overview, Needs Identification & Strategy Development

Understand cohort needs through 1-1 mentoring and group discussions with accelerators, while deepening insights into the U.S. manufacturing market and shaping U.S.-ready business models.

2 【Phase1 / Phase2】 Online Sessions *1



Lectures, mentoring, and business MTG opportunities

Learn about business development and expansion strategies necessary for startup growth through lectures and mentoring, to deepen your understanding of your customers.

3 【Phase2】On-Site Program @Detroit / Long-term stay support *1



Attend local event business MTG and demo day

Support customer and investor development through Midwest U.S. events, business matching, and local product adaptation, creating initial U.S. traction (PoCs, pilots, LOIs) and offering a local base for long-term activities.

4 【Phase1 / Phase2】 Online Follow-up Sessions *1



Mentoring, follow-up

Achieve results based on the takeaways from the on-site program by meeting with mentors and following up on the connections formed in the field.

*1: The program content, structure, and format are subject to change.

1

【Phase1 / Phase2】 In-person Bootcamp @Tokyo | U.S. Manufacturing Overview, Needs Identification & Strategy Development

Understand cohort needs through 1-1 mentoring and group discussions with accelerators, while deepening insights into the U.S. manufacturing market and shaping U.S.-ready business models.

Dates /
Venue

【Phase1】 June 29 (Mon) – July 1 (Wed), Tokyo, Japan

【Phase2】 August 26 (Wed) – August 28 (Fri), Tokyo, Japan

Number of
Companies

【Phase1】 8 – 10

【Phase2】 3 – 5

Contents

- Face-to-face meetings between Centropolis Accelerator mentors and participating companies
- 1-1 mentoring to deepen understanding of each startup's product, stage, and value proposition
- Group discussions between mentors and participating companies, etc.

2 【Phase1 / Phase2】 Online Sessions | Lectures, mentoring, and business MTG opportunity

Learn about business development and expansion strategies necessary for startup growth through lectures and mentoring, and deepen your understanding of customers. In addition, tailored online business meeting opportunities will be provided based on the needs of each company to prepare for on-site programs.

Dates / Venue	【Phase1】 Late June – Late August Online 【Phase2】 Late August – Late September Online
Number of Companies	【Phase1】 8 – 10 【Phase2】 3 – 5
Contents	Online Lecture Examples <ul style="list-style-type: none">- Value Proposition Refinement- Customer Identification & Acquisition- Go-To-Market Strategies- Business Development & Pipeline Development- Enterprise Tech Growth Strategies- Fundraising Strategies Providing opportunities to meet with individual cohorts

3

【Phase2】 On-Site Program @Detroit / Long-term stay support | Attend local event business MTG and demo day

Support customer and investor development through Midwest U.S. events, business matching, and local product adaptation, creating initial U.S. traction (PoCs, pilots, LOIs) and offering a local base for long-term activities.

Dates /
Venue

September 21 – 25, Detroit, U.S.

Late September – Late November, Detroit, U.S. (optional)

Number of
Companies

3 – 5

Contents

- U.S. based business matching and meetings
- Local product and technology adaptation support (Michigan landing pad)
- Trade shows and industry events
- Investor & corporate Demo Day

4 【Phase2】 Online Follow-up Sessions | Mentoring, Follow-up

Achieve results based on the takeaways from the on-site program by meeting with mentors and following up on the connections formed in the field.

Dates /
Venue

From October onward | Online

Contents

Lead Follow-up

- Meetings with mentors based on on-site program
- Identification of future issues
- Ongoing follow-up support for connections



5 Testimonials



The accelerator mentors came from manufacturing backgrounds and were closely connected with industry customers and partners, providing strong, practical support from an industry perspective. Building connections with other participating startups was also a valuable outcome.
(Cohort in FY2024)



NewLab Detroit, which we visited on site, was a unique and impressive hub specializing in support for hardware startups. Its demo spaces, in-house engineering and fabrication resources, and strong connections among industry, academia, and government.
(Cohort in FY2025)



We received advice from the accelerator that local companies value a genuine, long-term commitment by Japanese firms to the local market. Based on this guidance, we're pursuing continuous expansion in the U.S. market.
(Cohort in FY2024)



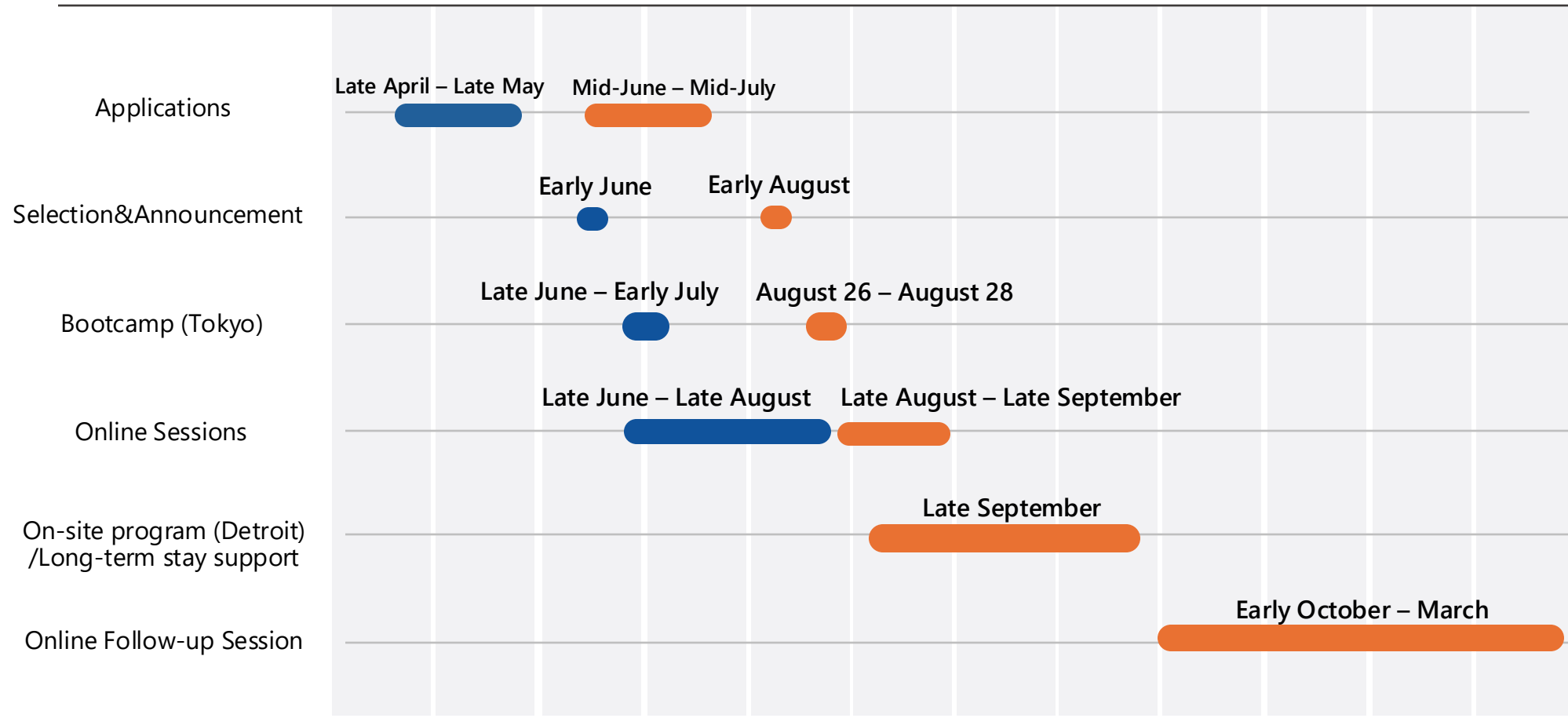
Feedback from the mentors was more valuable than typical support in Japan, offering buyer-focused perspectives, deep industry knowledge, and practical advice. As a result, we were able to reassess our business positioning and strategy.
(Cohort in FY2025)

[Learn more about the FY2025 program here](#)
[\(Note article / JP\)](#)

3 SCHEDULE





Apr. May. Jun. Jul. Aug. Sep. Oct. Nov. Dec. Jan. Feb. Mar.



Phase1
 Phase2



-  Members with extensive experience and network in HardTech industry
-  More than 600 startups supported and partnerships with over 80 corporations
-  More than 50 experts with hands-on manufacturing industry experience
-  Over \$5 million in annual funding managed for startup development and validation

Centrepolis Accelerator

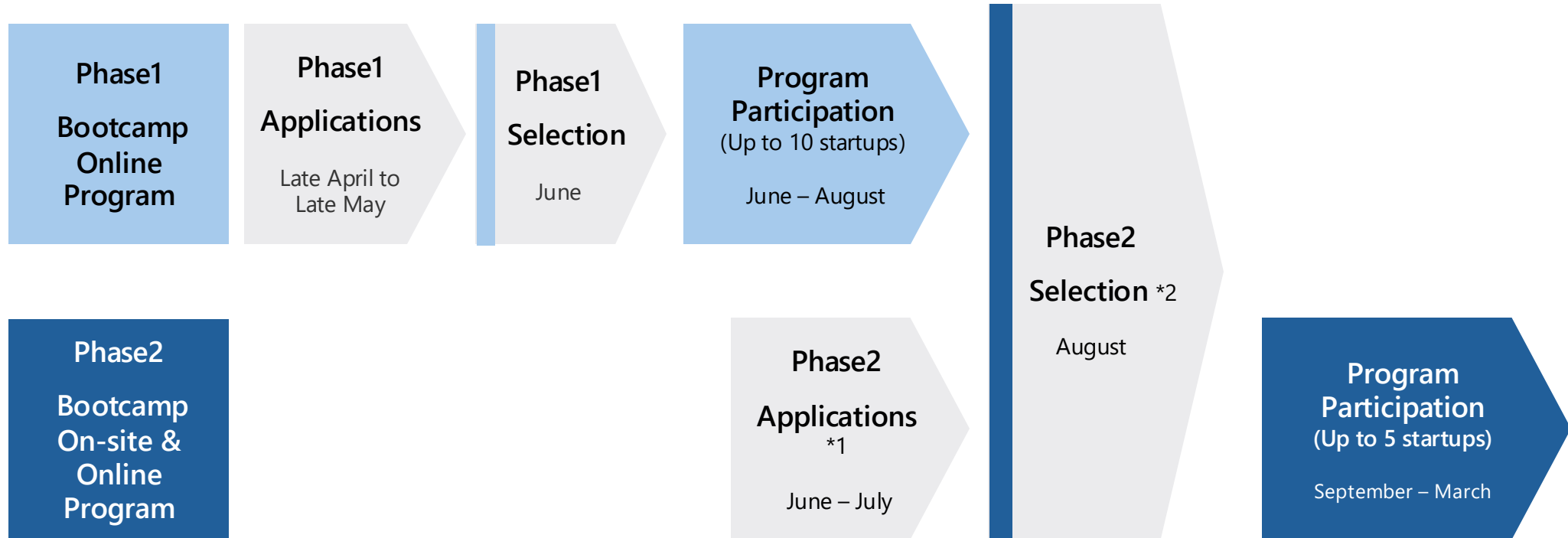
<https://www.centrepolisaccelerator.com/>

A Michigan-based accelerator focused on manufacturing and hard tech. Located within Lawrence Technological University, it leverages strong relationships with OEMs and Tier 1 companies, including Ford, GM, and Stellantis, to support startups from PoC to commercialization. The team brings deep expertise in engineering, prototyping, and product roadmapping, enabling the transition from technical concepts to market-ready solutions.

Notable Collaborations



5 ENTRY | Application & Selection Process



*1 : You may apply and join Phase 2 directly, without applying to or participating in Phase 1.

*2 : If a company participating in Phase 1 wishes to advance to Phase 2, it will be screened and reviewed within Phase 1 program.

Selection of the Participation Program

This course consists of two programs (phases). Depending on the status of each participating company, it is possible to join partway through the program.

Please refer to the questions below and consider which phase best fits your company's current situation before submitting your application.

Do you meet both of the following conditions?

- Your understanding of the U.S. market has been developed, and preparations for market entry are underway
- The timing of your company's entry into the U.S. market has already been decided

NO

Join from the Bootcamp Online Program (Phase1)

Screening required

YES

Join from the Bootcamp On-site & Online Program (Phase2)

Application Requirements

Must meet all requirements 1-6 and agree to the precautions.

1. Startup companies located in Japan
2. Considering overseas business development and financing
3. Possess English language skills to conduct business negotiations (directors and persons responsible for overseas expansion)
4. Persons with decision-making authority regarding overseas expansion (Directors and those responsible for overseas expansion) can participate.
5. You agree to the Terms and Conditions and the Online Program Terms and Conditions, and be able to participate in all programs related to this course
6. Participants must be willing to cooperate in the post-participation questionnaires, etc.
 ※This program is a collaborative project between the Cabinet Office and JETRO. Follow-up questionnaires and surveys on the growth process will be conducted as needed.
7. Applications may be submitted for up to two courses per company. Concurrent acceptance and participation in two courses are permitted only when one of the courses is the AI CTO Course. In such cases, one dedicated representative must be assigned to each course.

【In the case of participation from Phase 2】

8. Companies that meet the above criteria 1. through 6., **have a US market development strategy for their products, and are able to invest both resources and funds now.**

Screening Criteria

JETRO and the accelerator will review the applications based on the entry form and pitch deck. An interview with the accelerator may be required during the selection process.

In this case, we will contact you as soon as possible. Please note that we will not respond to any inquiries about the selection process.

1. Expertise and network of team members, language skills
2. Growth potential and marketability of products, technologies, and services
3. Affinity of this course with the product and business plan
4. **Eligibility will be determined based on the applicant's participation in other JETRO programs, application details, and the objectives and current status of their overseas expansion, provided that the value of participation is recognized. See the next page for details.**

※ Headquarter functions of companies are located in Phase II startup ecosystem cities (13 hub cities) will be given extra points.

PRECAUTIONS

Companies that have participated in the Startup City Acceleration Program and Global Startup Acceleration Program in the past are also eligible to apply.

Appropriate Program Selection as an Evaluation Criterion

To help participating companies achieve maximum outcomes, we place strong emphasis on selecting the right program and having a clear purpose for participation. Continuously joining multiple accelerator programs without a clear objective does not necessarily lead to business growth and may result in a dispersion of valuable time and resources. Given that time is one of the most critical resources for startups, we encourage you to review the following points carefully before applying.

■ Basic Approach to Program Selection

We strongly recommend selecting programs based on a backward-planning approach from your company's current objectives.

Needs for overseas expansion vary by company, including:

- Validation of Product-Market Fit (PMF) in overseas markets
- Refinement of Go-To-Market strategy
- Acquisition of initial traction abroad
- Building international networks

The most suitable program will differ significantly depending on your specific goals.

■ Pre-Application Consultation Recommended

The JETRO Startup Team will support you in selecting the most appropriate program based on your business stage and strategic direction.

- If you have already been accepted into another acceleration program this fiscal year, please consult with a JETRO Startup team member prior to applying.
- Even if you have not yet been accepted into any program, please feel free to reach out if you are unsure which course is most suitable for you.

Cost borne by JETRO

- Program Participation Fee

Cost borne by the company

- Local travel, lodging, transportation in the U.S., communication, food and beverage, etc.
- Expenses related to travel to the U.S., such as ESTA, VISA, overseas insurance, etc.
- Domestic travel and lodging expenses, etc.
- Communication expenses for attending the program
- All other expenses not [cost borne by JETRO]

Please submit Application Form for entry.



◆ English Pitch Deck *Please submit a PPT/PDF document of approximately 10 pages including the following items

- ✓ Product/service (problem to be solved and its solution)
- ✓ Business model/market size/competitive advantage
- ✓ Past achievements and future prospects/business plan
- ✓ Team (please include LinkedIn information of founders/managers)

The information you provide will be provided to the Cabinet Office, the Ministry of Economy, Trade and Industry, and the partner accelerators for the purpose of project management. Please understand this beforehand.

For those who are unsure about course selection

[Meeting
Request Form](#)

JETRO will provide a 30-minute consultation service with a JETRO representative for those who are unsure about course selection. The use of this service is not related to the selection process in any way.

CONTACT

- Company JETRO startup support div.
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