

# Artificial Intelligence (CTO)

AI CTO course

Application Guideline

Deadline : **2026 5/31** (Sun) **23:59** (JST)



ENTREPRENEURS ROUNDTABLE ACCELERATOR

**JETRO**  
Japan External Trade Organization



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# 1 OUTLINE

## Objective

To strengthen AI system scalability and performance while enabling CTOs to build production-ready solutions and expand into global markets.

- 1 Improve AI model performance, evaluation, and reliability
- 2 Develop robust data pipelines and feedback loops
- 3 Support CTOs in building scalable, production-ready AI systems

## Milestone Classification

Explorer

## Location

Japan(Tokyo), United States (NY), and Online

## Target Applicants

Eligible Companies	Startups based in Japan
Stage	Seed to Series B
Sector	AI



## 1 In-Person Bootcamp in Tokyo



### Sessions & Workshops

Kickoff with introductions and product deep dives to align goals.

Hands-on mentoring, technical sessions, and KPI setting to refine execution.

Founder insights and roadmap planning to prepare for the next phase.

## 2 Online Program



### Hands-on Sessions and Workshops

Workshops, 1:1 mentoring, AI landscape overview, product reviews, and weekly KPI reviews.

Speaker sessions with US technical founders. Technical roundtables led by technical experts.

Office Hours with partners like Anthropic, Google, OpenAI

## 3 On-Site Program in NYC



### NYC Immersion Week

Final expert architecture and product reviews to refine technology and market readiness.

An invite-only Demo Day to connect startups with investors, customers, and partners.

Mentoring, KPI reviews, and dedicated networking events to plug into the New York City ecosystem.

## 1

## In-Person Bootcamp | Sessions &amp; Lectures

Workshops, 1:1 mentoring, and KPI goal-setting for US expansion with the ERA team and expert mentors.

Capacity 15-20 Companies

Dates July 6th (Mon) – July 10th (Fri)

## Contents

- Welcome & Founder Introductions
- Product Deep Dive, Technical Roundtable, 1:1 mentoring, and CTO Office Hours.
- Speaker Session, KPI setting, and system design reviews.
- Execution Roadmap Planning
- Entrepreneurs Roundtable Tokyo
  - Pitching opportunity



## 2

## Online Program | Technical Execution and Hands-on Mentorship

Pre and Post-bootcamp online sessions focused on system architecture, performance optimization, and technical execution for AI-native products.

## Capacity

15-20 Companies

## Dates

- ① Virtual Program Week 1: June 29 (Mon) – July 3 (Fri)
- ② Virtual Program Week 2-10: July 13 (Mon) – Sep 11 (Fri)

## Contents

- Technical Development and Architecture Reviews
  - Weekly CTO roundtables and architecture deep dives
  - Feedback on model selection, data pipelines, infrastructure design
- Product Validation
  - Product demos with expert feedback
- Mentoring & Office Hours
  - 1:1 mentor sessions with technical and industry partners
- Strategic Engagement and Preparation for NYC
  - Targeted introductions
  - Preparation for technical narrative and audience presentations
- KPI Tracking
  - Weekly KPI Reviews focus on system performance and progress

## 3

## On-Site Program | Immersion Week

Engage with potential partners, investors, and technical operators to validate and advance strategic relationships.

**Capacity** 15-20 companies

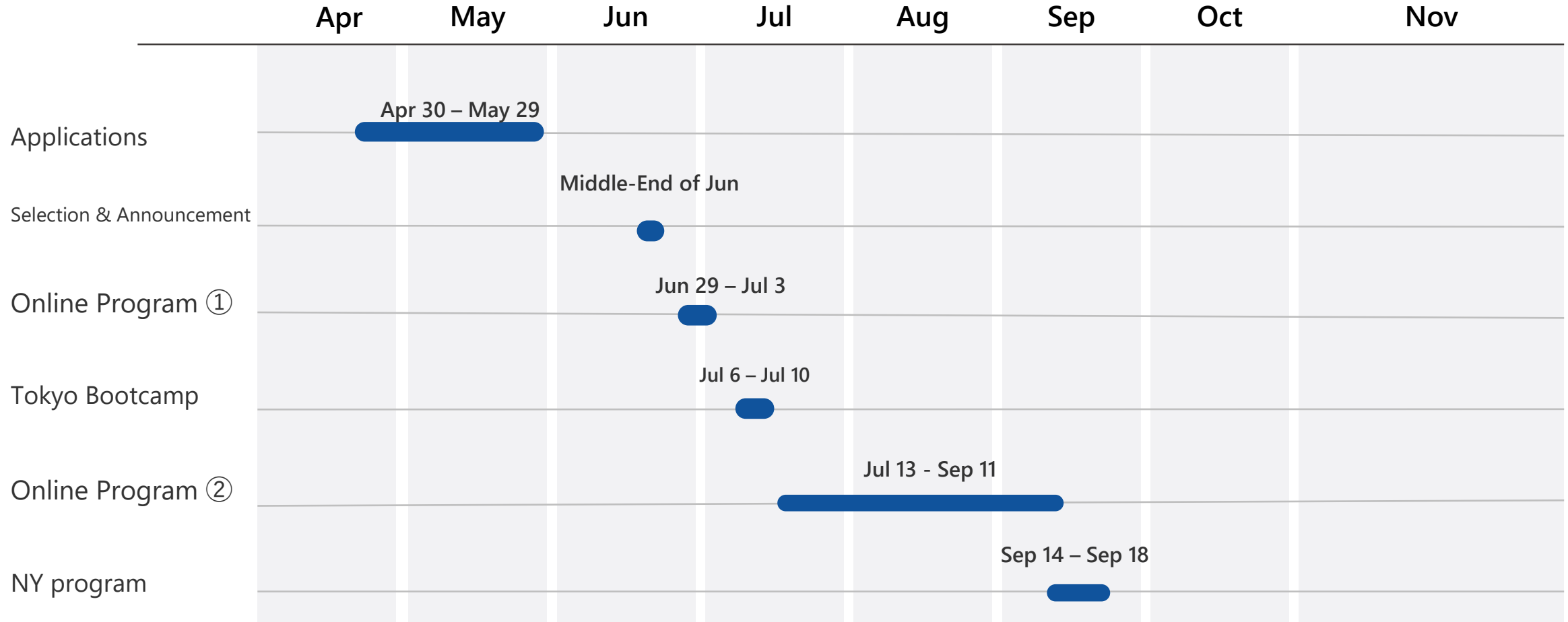
**Dates** September 14 (Mon) – September 18 (Fri)

**Contents**

- **Technical Validation and Engagement**
  - In-person meetings with technical mentors and partners
- **Architecture and Product Deep Dives**
  - In-person technical reviews with CTOs and domain experts
  - Feedback on scalability and performance
- **KPI Review and Execution**
  - Final KPI review, align on post-program priorities
- **Demo Day & Networking**
  - Curated Demo Day and networking with investors, partners, and ecosystem players



# 3 SCHEDULE



※Schedule subject to change.



ENTREPRENEURS ROUNDTABLE ACCELERATOR



ERA GLOBAL 

## ERA

<https://erany.com> | <https://eranyglobal.com>

NYC's oldest (15 years) and largest tech accelerator

- Deepest NYC tech network: 400+ companies, 700+ alumni founders, and 1000+ mentors
- Portfolio valuations exceed \$10B total, with 4 unicorns in the ERA portfolio
- ERA Global Programs - 10+ years running US market expansion programs for top startups from around the world. 75+ Japanese alumni startups



Cagatay (Chad) Ozgur  
Resident CTO, ERA



Scott Werner  
CEO, Sublayer



Chuck Blake  
CTO and AI Operator



Ryan Nitz  
Director, Solutions Architecture, Coinbase



Rob Kwiatkowski  
CEO, Discernis



Xiaohang Quan  
Head of Product, Messaging, Netflix



Trevor Sumner  
CEO of i-Genie.ai



Andrei Rebrov  
Co-Founder, Finsi



Serhad Doken  
CTO, Adeia



Phil Hebda  
Data Science, Roblox



Carlos Montoya  
CTO, Metatate



ANTHROPIC



## Requirements

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Must meet all requirements 1-5 and agree to the terms and conditions

1. Japan-based startup.
2. Actively planning global expansion or fundraising.
3. Business-level English proficiency
4. **Technical founder or CTO must participate**
5. Agreement to [program terms](#), [online program conditions](#) and post-program surveys.
6. 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.

## Notes

- Past participants of Startup City Acceleration Program or Global Startup Acceleration Program may apply.
- Data might be shared with Cabinet Office, METI, and partner accelerators.

## Selection Criteria

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Applications reviewed by ERA and JETRO based on submitted materials. Finalists may be invited for interviews. No status inquiries accepted.

1. Strength of the team, including expertise, network, and English proficiency
2. Growth potential and market opportunity of the product, technology, or service
3. Alignment between the program and the applicant's product or business plan
4. Strategic relevance of participation, considering involvement in other JETRO programs, application details, and the company's overseas expansion goals and current status **\*See the next page for details.**

## 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.

### 【In the case of participation from Phase 2】

7. 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.

### Cost borne by JETRO

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- Program Participation Fee

### Cost borne by the company

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- 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」

The following both items must be submitted to complete your entry.

Application  
Form

[Click here  
to apply](#)

【Deadline】

May 31st  
23:59 (JST)

◆ English Pitch Deck (10 slides max, PDF/PPT) including:

✓ Product/service (problem solved + solution)

✓ Business model, market size, competitive advantage

✓ Past achievements and future plans

✓ Team background (include founders' LinkedIn profiles)

\* Data might be shared with Cabinet Office, METI, and partner accelerators for selection and program operation

【Consultation with JETRO】

[30 Min MTG  
request form](#)

For applicants uncertain about course selection or needing assistance with the application process, JETRO offers 30-minute advisory sessions. However, use of this service does not affect selection decisions and application deadlines may be adjusted based on submission volume.

# CONTACT

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Company JETRO startup support div

Contact Erika Suzuki, Sam Maeda

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