



Dual-Use Course

Application Requirements

Deadline : Friday, October 24, 17:00 (JST)



01 OUTLINE | コース概要

Objective

To acquire the knowledge and negotiation skills necessary to enter the U.S. market, leveraging dual-use technologies* in Hawaii, which serves as a hub for the U.S. and Indo-Pacific region. The program also aims to build relationships with the U.S. Department of Defense (DoD) and the dual-use expert community.

1	Acquire knowledge and negotiation skills for securing U.S. government procurement contracts
2	Building relationships with dual-use expert communities and defense/government officials
3	Mentoring on understanding and entering the U.S. defense market

※1 Technologies applicable to both commercial and defense markets

Location

Hawaii, USA

- A key hub for understanding security and defense needs in the Indo-Pacific region
- Established networks with the U.S. Department of Defense and defense-related stakeholders, enabling startups to connect with DoD officials and major defense industries

Target Companies

Target Companies	• Japanese startups aiming for U.S. expansion through dual-use technologies
Stage	• Seed to Later Stage ※Priority given to Middle/Later Stage
Sectors	• All fields with dual-use potential Drones/Robotics, Advanced Materials, Space Satellites, Quantum, etc.
Other	• Founders or CXO-level members who can make overseas expansion decisions must participate throughout the course. • Business-level English proficiency

*For detailed eligibility requirements for applicants, please refer to "04|Eligible Candidates & Application Requirements"



02 PROGRAM STRUCTURE | プログラム構成 – 全体像



1

Japan Online Program



Orientation & Mentoring (15-25 companies)

- Orientation and lectures will be held to provide foundational knowledge for business opportunities in dual-use and the U.S. market (particularly the defense sector).
- Individual mentoring sessions will be conducted to identify potential customers in the local market.

1

Japan Meetup



Kickoff for Selected Companies (10-20 companies)

- Build a foundation for the on-site program through interaction among cohort companies, an official kickoff, and networking with past participants.
- Understanding U.S. market policies and pitch training, ensuring participants are fully prepared before traveling.

2

On-site Travel Program



Workshops, Networking Demo Day (10-20 companies)

- Workshops on negotiation skills, especially for U.S. government procurement and defense market entry.
- Networking access and Demo Day with dual-use expert communities and government officials to provide business meeting opportunities.

3

Follow-up Program



Follow-up (10-20 companies)

- Provide follow-up mentoring and individual collaboration support to address challenges and organizing next steps, as well as introducing new business prospects

02 PROGRAM STRUCTURE | プログラム構成 – 詳細



1

Japan Online Program | Orientation・Mentoring

Provide participating companies with a foundational understanding of dual-use technologies and business opportunities in the U.S. market, particularly in the defense sector. Prepare companies for engagement with U.S. stakeholders by deepening their knowledge and sharpening their strategies.

Capacity

15-25 companies

Schedule

Early November to Mid-December (Approx. 5 weeks)
Online

Overview

- **Orientation, weekly lectures/workshops**
 - Sessions will cover U.S. defense market structure, procurement processes, and dual-use technology pathways, as well as broader U.S. market opportunities.
- **Weekly 1-on-1 Mentoring**
 - Preparation of materials for government procurement (Penta Chart / Quad Chart, etc.)
 - Guidance on identifying potential local customers/partners, and refining product positioning, for local market entry

※Language : English

※At this stage, PICHTER and JETRO will evaluate each company and make the final selection of companies to participate in the Travel Phase Program.

02 PROGRAM STRUCTURE | プログラム構成 – 詳細



1

Japan Meetup

(for companies selected for the On-Site Program)

Create a strong foundation for the On-Site Program by building trust and collaboration among participating companies, alumni, and ecosystem partners before traveling. Ensure participants are adequately prepared with the necessary skills, knowledge, and connections to maximize the impact of their time in the U.S.

Capacity

10-20 companies

Schedule

Late December (approx. 1 week, tentative)
Hybrid format (in-person & online sessions)

Overview

- **Official Kickoff**
 - Networking among cohort companies
 - Networking with past alumni companies, etc.
- **Policy/Regulatory Briefings**
 - Meetings with the Ministry of Economy, Trade and Industry (Aviation and Weapons Industry Division, Space Industry Division, etc.) (Tentative)
 - Lectures on Japan-U.S. defense industry policies, export controls, etc.

02 PROGRAM STRUCTURE | プログラム構成 – 詳細



2 On-Site Program | Workshop・Networking・Demo Day

Provide participating startups with hands-on opportunities to build networks with U.S. Department of Defense (DoD) stakeholders, investors, and local companies. Help startups pursue concrete business development activities in the U.S. defense and dual-use markets.

Capacity 10-20 companies (up to 1 representative per company)

Schedule February 10–28, 2026 (Approx. 2 weeks) (Tentative)
Honolulu, Hawaii

Overview

- **Workshop & Mentoring**
 - Understanding the ecosystem necessary for Japanese companies to participate in winning U.S. government procurement contracts
 - Understanding compliance requirements and cultural differences in securing U.S. government procurement contracts
 - Understanding intellectual property and export controls required for security-related projects
- **Networking and Demo Day**
 - Building relationships with the dual-use community, government officials, and the defense industry (e.g., U.S. Department of Defense, INDOPACOM, investors, defense companies)
 - Meetings with Potential Customers
 - Demo Day (PaCT Conference※)

※PaCT Conference (Partnerships for Climate Technology): A forum for sharing challenges, solutions, and networks related to natural disasters including climate change and dual-use issues. Last year's event was attended by various influential figures from the dual-use expert community, including government officials.

02 PROGRAM STRUCTURE | プログラム構成 – 詳細



3 Follow-Up Program

Follow-up mentoring to ensure that startups continue to receive guidance and support after returning from the program, and help companies maintain momentum and address challenges that arise in executing their U.S. market strategies.

Capacity Companies that have participated in the On-Site Program

Schedule March 2025 (3 weeks)
Online

Overview

- **Follow-up Mentoring**
 - Confirming and resolving uncertainties or unresolved issues from the On-Site Program
 - Confirming follow-up status with stakeholders met locally and promoting strengthened collaboration
- **Individual Collaboration Support**
 - Arranging individual meetings between participating companies and stakeholders
 - Introducing new business prospects to participating companies

02 PROGRAM STRUCTURE | プログラム構成 – メンターの紹介



Dennis
Teranishi

U.S.-Hawaii-Japan Collaboration

Mr. Dennis Teranishi is the Chairman/CEO of the Pacific International Center for High Technology Research (PICHT), and has been a board member since 1997. After fourteen years as the Chief Executive Officer of Hawaiian Host, Inc., the largest manufacturer of chocolate-covered macadamias, Mr. Teranishi retired on October 31, 2011. Before joining Hawaiian Host, Inc. in 1997, Mr. Teranishi was Owner/ President of North Shore Associates, Inc., a business consulting firm that specialized in marketing and organizational development. Prior to that, he worked for 19 years at AMFAC, Inc., Hawaii's largest corporation, ending his tenure at AMFAC as president of AMFAC Agribusiness, Inc. Mr. Teranishi received his Master of Science degree in soil chemistry and plant nutrition from the University of Hawaii, and his Bachelor of Science degree in crop science from California State Polytechnic University. He was honorably discharged as a Captain in the U.S. Army. In 2014, he was awarded the Order of the Rising Sun by the Japanese.



Ian Kitajima

Technology - Business Development

Mr. Ian Kitajima is a technology executive with over 30 years of experience in the innovation and development of advanced technologies, 21 of those years on US Dept. of Defense projects. Most recently he was the "Tech Sherpa" and Director of Corporate Development at Oceanit for over 21 years, spinning off 3 venture funded companies, and starting areas such as nanotechnology, applied artificial intelligence, and cybersecurity. While at Oceanit, he was the primary contact with the Hawaii Technology Development Venture (HTDV) and drove corporate participation in the program. He was co-lead of the Hawaii Dual-Use Technology group. Today, he continues to drive innovation and growth in Hawaii's technology sector through his work at Pacific International Center for High Technology Research and Design Thinking Hawaii. He is widely regarded as a thought leader and advocate for education and technology innovation in Hawaii and beyond.

02 PROGRAM STRUCTURE | プログラム構成 – メンターの紹介



**Keith
Matsumoto**

Technology - U.S. Government Procurement

Dr. Keith Matsumoto has over 30 years of experience with non-profit organizations, technology development, program management, and federal contract management. He is the co-founder and administrator of Design Thinking Hawaii, and programs director for the Pacific International Center for High Technology Research and has worked with utilities and large conglomerate organizations. While at PICHTR in 1993, he developed the program plan for the Hawaii Technology Development Venture (HTDV) and was the technical director of the \$50 million program. HTDV assisted Hawaii dual-use companies and initiated the Hawaii Dual-Use Technology group. Dr. Matsumoto is passionate about building a sustainable technology community in Hawaii and ensuring that Hawaii and the Asia-Pacific region is resource- and environmentally sustainable. He was previously a member of the State Procurement Board, and life member of the American Society of Civil Engineers and National Contract Management Association. His current work has a focus on international dual-use programs, and integrating design thinking and technology into education and industry to support workforce and economic development.



Naoki Nagai

Japan-U.S. Cooperation

Mr. Naoki Nagai is an entrepreneur and business strategist with extensive experience in innovation, business development, and clean energy solutions across the Asia-Pacific region. Originally from Japan and educated in the UK, Naoki holds a degree in Applied Mathematics from Harvard University and has successfully built companies in both Japan and the U.S., particularly in the algorithmic trading and fintech sectors. Naoki has been actively assisting startups in their growth journeys. As a former McKinsey consultant specializing in the semiconductor practice, he was involved in U.S.-Japan dual-use collaboration in the semiconductor industry as a PICHTR advisor. He has also engaged in multiple climate resilience projects, including those in the Pacific Islands and more recently on the island of Maui. He is also a member of the U.S.-Japan Council.

02 PROGRAM STRUCTURE | プログラム構成 – 支援機関の紹介



PICHTR

URL: <https://pichtr.org/>



The Pacific International Center for High Technology Research (PICHTR) is a not-for-profit accelerator focused on fostering economic opportunity in Hawaii and the Indo-Pacific region. With 39 years of experience as an accelerator, PICHTR is a leading entrepreneur in a variety of fields, including climate change, clean energy, technology, healthcare, disaster preparedness, and resource conservation, empowering innovators.

Through projects such as the Climate Adaptation Collective and National Disaster Preparedness Training Center, PICHTR addresses social issues, facilitates government contracts, commercializes ideas, provides training and consulting, and contributes to the development of technology and resilience in the region.



Number of entrepreneurs and innovators supported : **587**

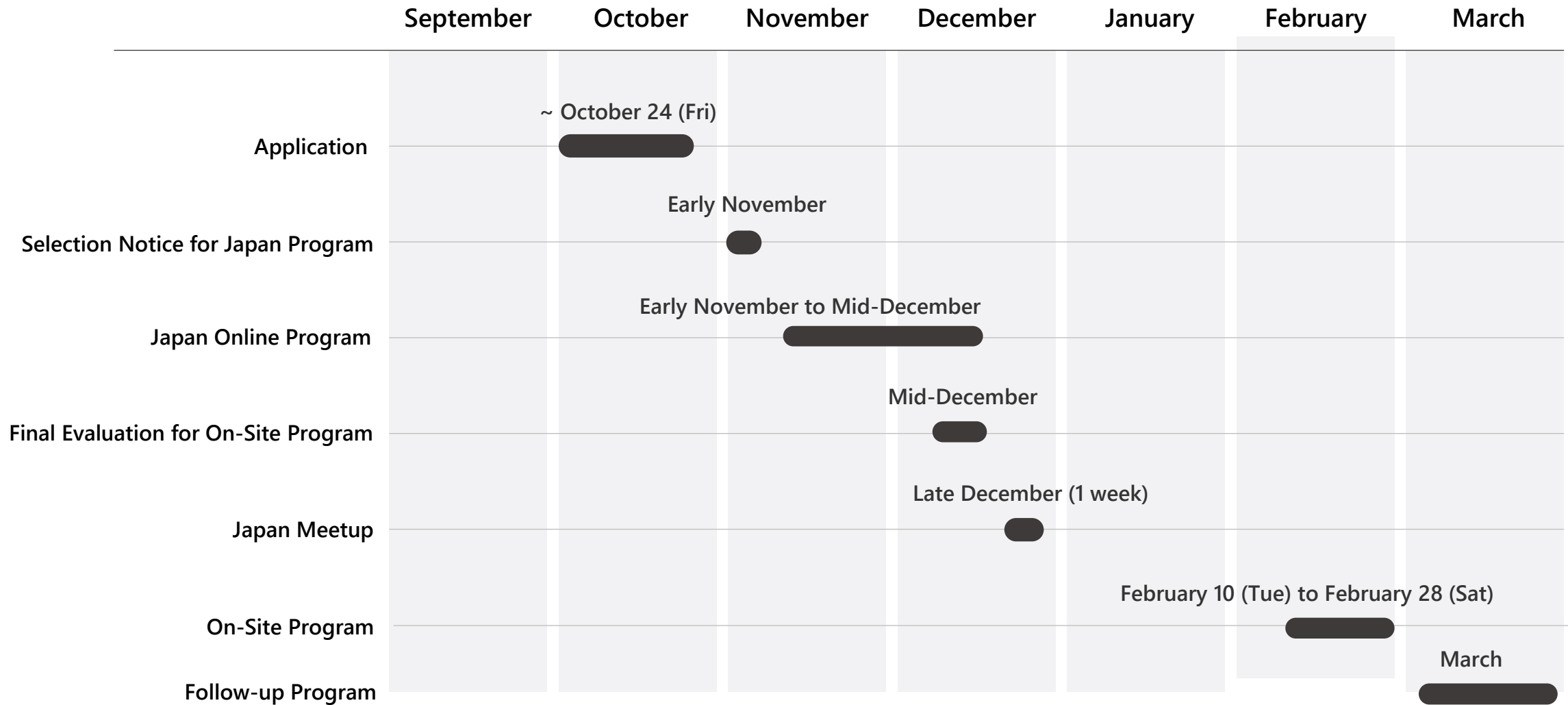


Assistance in Hawaii and the Indo-Pacific Region :
41 years



Amount of funding by companies supported : **\$350M**

03 SCHEDULE | スケジュール



04 ELIGIBILITY AND APPLICATION REQUIREMENTS | 対象者・応募要件



Capacity

- Japan Online Program: Approximately 15-25 companies
- On-Site Program: Approximately 10-20 companies

Primary Target

Target Companies	<ul style="list-style-type: none"> • Japanese startups aiming for U.S. expansion as dual-use technology
Stage	<ul style="list-style-type: none"> • Seed to Later Stage *Priority given to Mid to Later Stage
Field	<ul style="list-style-type: none"> • All fields with potential for dual-use applications Examples : Drones, advanced materials, space satellites, quantum, etc.
Other	<ul style="list-style-type: none"> • Individuals capable of making overseas expansion decisions (founders/CXO level) must be able to participate throughout the course • Business-level or higher English proficiency

Application Requirements

Course participants must meet all of the following conditions

- CXO-level executives belonging to Japanese startups with operational bases in Japan or overseas business managers (Nationality is not a factor as long as they belong to a Japanese startup)
- Has business-level English proficiency
- Has a prototype to present to potential partners
- Willingness to cooperate with post-participation surveys, etc.
- Capable of participating in the services provided by this course (such as online mentoring)
Has the necessary equipment and environment to participate

※ The J-StarX Program is a collaborative project between the Ministry of Economy, Trade and Industry (METI) and JETRO and will conduct follow-up surveys and growth process assessments as needed

05 COST-BEARING | 費用負担



Expenses to be borne by participants

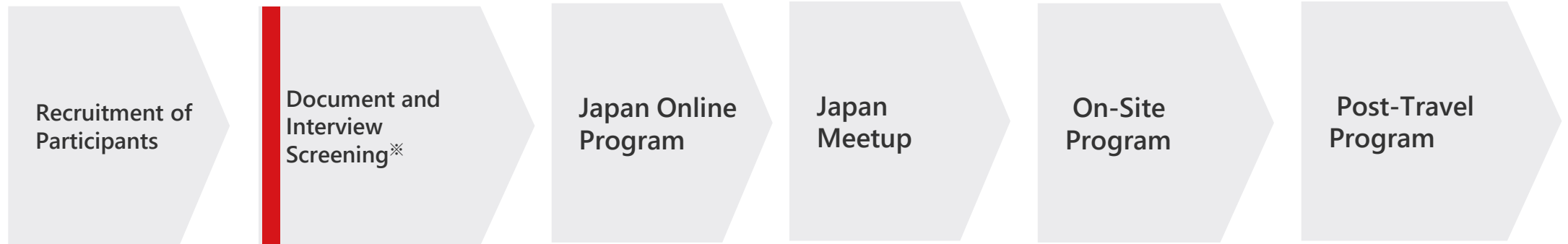
- Domestic Travel Expenses
- U.S. Travel Expenses (Airfare)
- Other expenses incurred overseas, including transportation, meals, communication fees, visa fees, insurance costs, etc.
- All other expenses not covered by the organizer (JETRO)

Costs borne by the organizer (JETRO) (in-kind provision)

- Program fees (e.g., mentoring)
 - Accommodation will be arranged by JETRO only for those who request it. (Limited to one person per company). Only at JETRO-designated hotels.
- ※Please note that not all participants may stay at the same hotel. This depends on room availability and the timing of consent form submission.
- ※If you prefer to stay at a different hotel, please make your own arrangements and cover the costs directly.

※ JETRO will arrange and provide the above support directly. Participants will not receive funds and cannot claim reimbursements for equivalent costs.

06 SELECTION PROCESS・CRITERIA | 選考プロセス・基準



*Interview screening (online) dates will be communicated to eligible candidates at a later date, if necessary

Selection Criteria

- The accelerator mentors and JETRO must be able to provide support
- Participation in this program is expected to enable domestic and international scaling up
- The product or service possesses technological strength and competitive advantage
- A clear value proposition
- The business model is highly profitable and expected to achieve sustainable growth
- The team composition is suitable for overseas expansion
- Demonstrated passion for this program
- Not having participated in the travel program through other J-StarX programs, in principle

※ Applicants may apply for J-StarX programs intended for more advanced participants than this course. JETRO will determine eligibility for overlapping participation.

Application Form

Deadline: Friday, October 24, 5:00 PM
(JST)

-
- We will review the application content and notify applicants of the selection results.
 - In addition to document screening, we may conduct interview screening (online) if necessary
 - Please note that we cannot respond to inquiries regarding the screening results.
 - **A separate pitch deck (in English) is required**
(Refer to the following pages for format, method, etc.)

How to Submit Your Pitch Deck Materials

Step 1

Prepare Materials

Create Slides (in English)

*Preferably using PowerPoint and convert to PDF format

Step 2

Upload

Upload the completed pitch deck materials
Upload

■ Upload your pitch deck materials [here](#)

※ If submitting via the above link is difficult, please submit via email to j-starx@jetro.go.jp

In that case, please use the subject line

"Dual-Use Course_CompanyName_Name".

※ In the body of the email, include the program name, company name, and your full name.

(Please include your own name in the name field).

Points to Consider When Creating Pitch Deck Materials

Please note that submissions not adhering to the following points may be excluded from review

■ Key Considerations for Pitch Deck Creation

- Please create your materials to include the content listed in the right column.
- No cover page is required; aim for **approximately 10 pages**.
- Files should be created in PowerPoint and converted to PDF format (**file size** must be **under 10MB**)
- File names should be formatted as "**Dual-Use Course_Company Name_Name.pdf**"
(Please include your name in the "Name" portion)
- Submit by **Friday, 24, 2025, 17:00 (JST)**.

■ Content to include in the pitch deck materials

Include the following 5 mandatory items about your prototype on the slides.

Also, please include your name in the upper left corner of the first page.

1. The problem you aim to solve
2. Dual-Use application of the product/prototype
3. Overview of the prototype/product or service
(using photos, diagrams, and text)
4. Business expansion strategy
5. Key Selling Points/Strengths of the Prototype

*Please prepare materials **in English**

※Slide design and format are not specified

1. Participation fee support for this course is limited to one person per company as a general rule (companies may cover additional participants' fees themselves).
2. As needed, mentors and JETRO staff may accompany participants to meetings with local negotiation partners. We also request your cooperation in tracking outcomes and progress after returning to Japan.
Please be advised that after selection for this course, JET
3. Please note that after selection for this course, JETRO may hold external events to introduce its initiatives and report on outcomes (Content will be reviewed in advance).
4. As a general rule, participants must not have participated in a travel program through another J-StarX course.
※ You may apply for J-StarX programs intended for more advanced participants than this course. JETRO will determine eligibility for overlapping participation.

Disclaimer

Please read [the disclaimer](#) carefully before applying.

Cancellation Policy

Cancellations after travel dates are finalized will not be accepted for any reason.

Any cancellation or change fees incurred will be borne by the applicant's company.

Cancellation Fee Effective Date: The exact deadline will be announced to participants at a later date.

09 CONTACT | お問い合わせ



Course Dual-Use Course

JETRO Startup Division

担当者 蟹江・林田

E-mail [J-StarX Inquiry Form](#)

