



J-StarX



JETRO  
日本貿易振興機構(ジェトロ)



DEEPTECH CONNECTIONS  
ALIGNMENT SUMMIT (U.S.A.)

【Application Guidelines】

Deadline: Tuesday, **April 7**, 12:00 (JST)

# 01 OUTLINE | コース概要



## Objective

To connect dual-use / deep-tech startups directly with key decision-makers across government, industry, and investors, to position their technologies for real adoption pathways, such as partnerships, funding, and pilot opportunities.

This structured forum is designed to bridge startups with government demand, prime contractors, and investors, supporting entry into U.S. government markets and accelerating dual-use commercialization.

1	Develop understanding of U.S. defense priorities and procurement/capital pathways (e.g., DoD, SBIR, federal acquisition)
2	Build relationships with government stakeholders, defense primes, and strategic investors
3	Facilitated engagements and structured sector rooms enabling decision-oriented interactions and high-visibility exposure

## Location

Santa Clara and Palo Alto, California

## Target Companies

Target Companies	<ul style="list-style-type: none"><li>Japanese startups in dual-use / deep-tech sectors, seeking U.S. market entry (government/commercial partnerships)</li></ul>
Stage	<ul style="list-style-type: none"><li>Priority for startups with a ready product or prototype, for pilots and partnerships</li></ul>
Sectors	<ul style="list-style-type: none"><li>Space / AI, Autonomy, Cyber / HealthTech / Energy / Advanced Manufacturing, Materials</li></ul>
Other	<ul style="list-style-type: none"><li>Priority for Founders / CXO-level decision makers to be able to attend</li><li>Business-level English proficiency</li></ul>



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### Pre-Summit Session



#### Orientation

- Orientation to be held online, prior to the summit, to ensure participants are fully prepared.
  - Summit Overview
  - What to Expect
  - Preparation Guidance

2

### Alignment Summit



#### Japan Delegation Participation (4/29) @Venue in Santa Clara

- Build relationships with investors, corporate partners, and government professionals with influence on budgets, programs, and acquisition decisions.
  - Small exhibition space
  - Panel sessions
  - Sector breakout sessions
  - Networking and Reception

3

### Official Side Event



#### Networking Breakfast Event (4/30) @Japan Innovation Campus

- Official breakfast event hosted by JETRO, NEDO, and the Consulate of Japan.
- Closed networking, inviting Summit participants and delegations from Canada/Sweden.

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### Mentoring Program



#### Follow-Up with Relevant Experts

- Provide follow-up mentoring by sector experts, to address challenges and organizing next steps, as well as introducing new business prospects

### 1 Pre-Summit Online Session | Orientation

Provide participating startups with a clear understanding of the Deep tech Connections Alignment Summit, including how to effectively engage with key stakeholders and maximize concrete outcomes such as partnerships, funding, and pilot opportunities.

**Capacity** Max 10 startups

**Schedule** Mid-April  
Online

#### Overview

- **Summit Overview & Engagement Strategy**
  - Structure of the summit
  - Dynamics of sector breakout sessions and facilitated discussions
- **What to Expect**
  - Key stakeholders and how to engage effectively
- **What to Prepare**

## 2 DEEP TECH CONNECTIONS ALIGNMENT SUMMIT 2026

Participating companies will join the Summit as a delegation from Japan, to engage in a highly curated, execution-focused summit designed to connect founders directly with decision-makers across government, corporates, and capital markets, driving concrete outcomes such as partnerships, funding, and pilot opportunities.

**Capacity** Max 10 startups

**Schedule** Wednesday, April 29 (One-day Summit) at Santa Clara, California

### Overview

#### Plenary Sessions

Insights from corporates and government on procurement, demand, and innovation priorities

#### Sector-Based Breakout Rooms (Core)

- Space / Aerospace
- AI / Autonomy & Cyber
- HealthTech
- Energy / Advanced Manufacturing / Materials

#### Facilitated Working Sessions

- Led by Sector Principals (industry experts)
- Structured by Facilitators to drive actionable discussions

#### Networking and Reception

- Open networking over lunch and coffee breaks; informal connections and follow-ups from sector sessions
- Causal evening reception

## Confirmed Summit Participants

### Government

SpaceWERX Strategic Partnerships Lead  
Corporate Ventures at the Army Applications Laboratory  
Regional Lead DEVCOM Army Research Laboratory  
US ARMY, Portfolio Manager, SBIR/STTR  
Private Capital & Technology Leader Advancing Defense Innovation at Army Applications Lab  
Director, DON SBIR/STTR Programs at the Office of Naval Research  
Chief Scientist for Innovation, NASA  
Lead, Strategic Integration to NASA InSpace Production Application Portfolio  
Medical Officer at NASA Ames Research Center  
Program Specialist (International Affairs) at NASA  
Private Capital Advisor - U.S. SOCOM

### Corporations

VP/GM LM Ventures at Lockheed Martin  
Strategic Partnership Lead at Lockheed Martin Space  
Investment Director at Lam Capital  
R&D Project Manager at Northrop Grumman  
Manager of Innovation at Northrop Grumman  
Investment Manager at 3M Ventures  
VP at Hanwha Asset Management  
Head of Advanced Innovation - Schaeffler

## Sector Principals (Breakout session facilitators)

### AI Autonomy Cyber

Representative from Pillsbury (Law Firm)  
Managing Director, TGY Advisors  
Venture Partner, Loyal VC  
GP at PaperJet Ventures

### Energy

Representative from Pillsbury (Law Firm)  
Founder & Managing Partner, Yabusame Partners  
Investor and Advisor, Wharton Aerospace Ventures  
Former OSC & EXIM

### Space

Representative from Pillsbury (Law Firm)  
President, And One Technologies  
Program Director, I2A  
Program Manager BMNT/NASA  
Managing Director, Beyond Earth Ventures

### HealthTech

Representative from Pillsbury (Law Firm)  
Senior Advisor, Medventure Partners  
Investor, Advisor, and Scientist  
Investor, CHAP Health Ventures and AcuityMD  
HealthTech Mentor, ARPA-H Alum  
Medical Officer at NASA Ames Research Center

### Advanced Manufacturing Materials

Representative from Pillsbury (Law Firm)  
Strategic Integration Lead at NASA  
Investor at NGP Capital  
Chief Scientist for Innovation, NASA

### 3 Official Side Event | Breakfast Networking @Japan Innovation Campus

Official breakfast event hosted by JETRO, NEDO, and the Consulate of Japan.  
Closed networking, inviting Summit participants.

**Capacity** All startups selected for the Summit participation

**Schedule** Thursday, April 30  
Japan Innovation campus

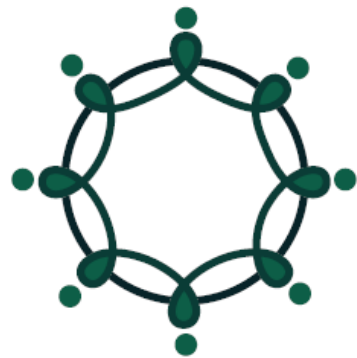
### 4 Mentoring Program

Provide follow-up mentoring by sector experts, to address challenges and organizing next steps, as well as introducing new business prospects.

**Capacity** All startups that have participated in the Summit

**Schedule** May ~ June 2026  
Online

**Mentors** Provided by Principals (Sector Breakout Session Facilitators)  
※refer to p.7



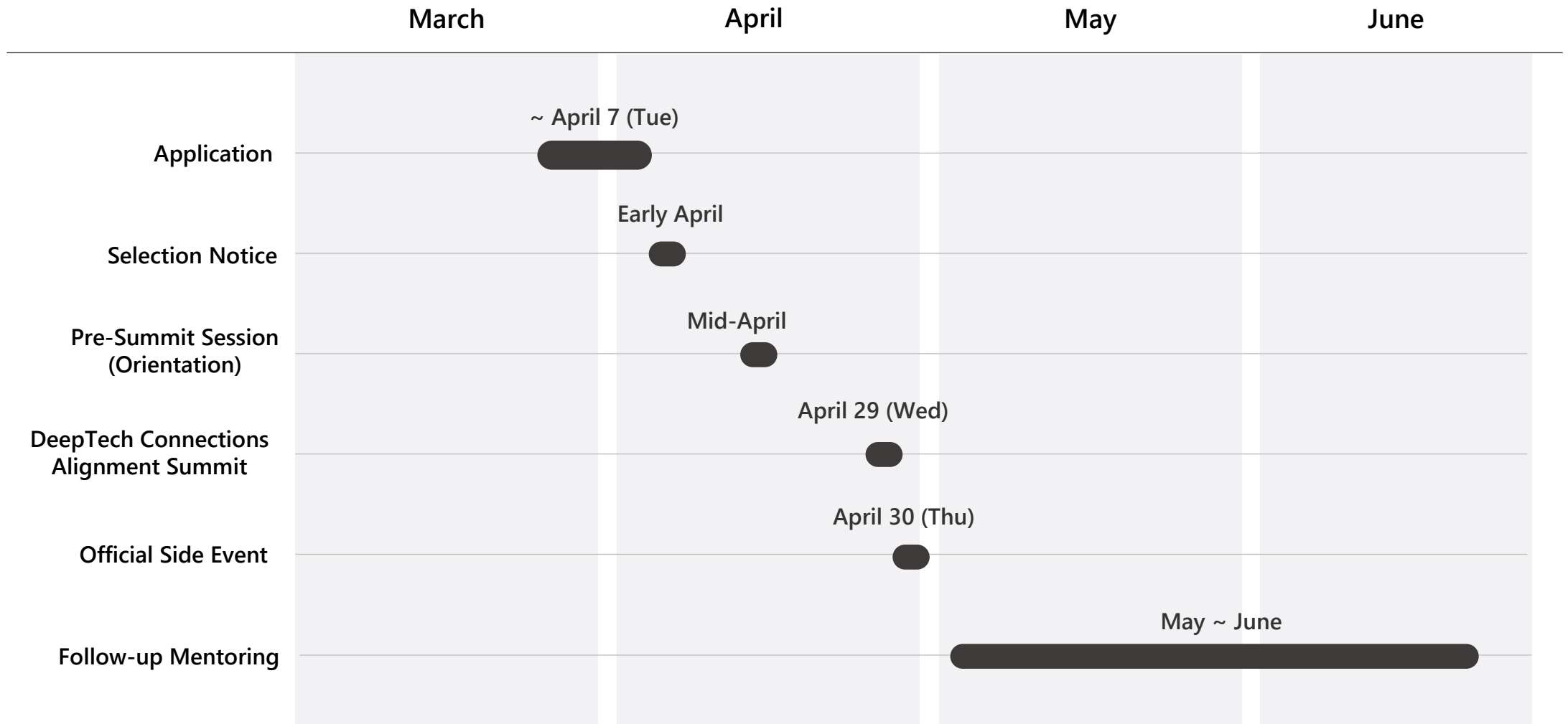
# DEEP TECH CONNECTIONS

## Deep Tech Connections

URL: <https://deeptechconnections.com/>

Deep Tech Connections (DTC) is a curated ecosystem that brings together founders, investors, corporates, and government stakeholders to accelerate the development and adoption of deep technologies. Through highly targeted gatherings and working sessions, DTC focuses on aligning key players around real challenges and opportunities across sectors such as AI, energy, health, advanced manufacturing, and space. The platform is designed to foster meaningful connections, surface collaboration opportunities, and support the growth of deep tech companies in global markets.

### 03 SCHEDULE | スケジュール



### Capacity

- Maximum 10 startups

### Primary Target

<b>Target Companies</b>	<ul style="list-style-type: none"> <li>• Japanese startups in dual-use / deep-tech sectors, seeking U.S. market entry (government/commercial partnerships)</li> </ul>
<b>Stage</b>	<ul style="list-style-type: none"> <li>• Priority for startups with a ready product or prototype, for pilots and partnerships</li> </ul>
<b>Field</b>	<ul style="list-style-type: none"> <li>• Space / AI, Autonomy, Cyber / HealthTech / Energy / Advanced Manufacturing, Materials</li> </ul>
<b>Other</b>	<ul style="list-style-type: none"> <li>• Priority for Founders / CXO-level decision makers to be able to attend</li> <li>• Business-level English proficiency</li> </ul>

### Application Requirements

Course participants must meet all of the following conditions

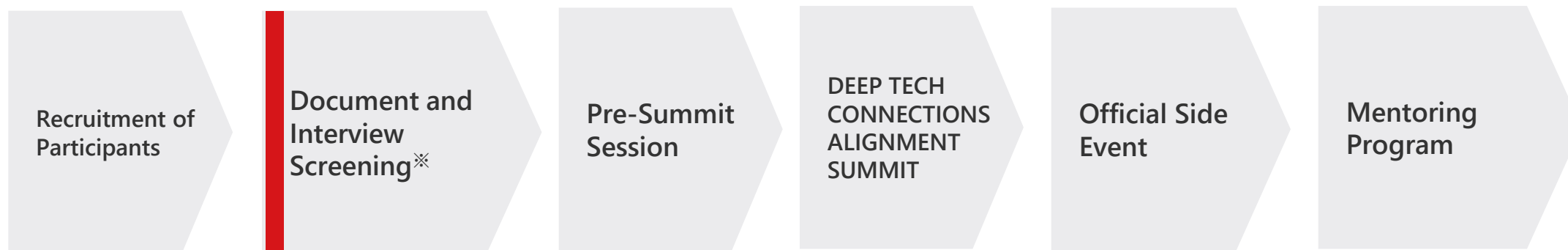
- CXO-level executives belonging to Japanese startups with operational bases in Japan or overseas business managers (Nationality is not a factor as long as they belong to a Japanese startup)
  - Has business-level English proficiency
  - Has a prototype to present to potential partners
  - Willingness 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

### Expenses to be borne by participants

- Domestic Travel Expenses
- International Travel Expenses (Airfare)
- Overseas Accommodation Expenses (Hotel)
- 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 (in-kind provision)

- Ticket fee for the DEEP TECH CONNECTIONS ALIGNMENT SUMMIT (4/29)
  - Fee for Official Side Event (4/30)
  - Program fees (e.g., mentoring)
- ※ JETRO will arrange and provide the above support directly. Participants will **not** receive funds and cannot claim reimbursements for equivalent costs.



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

### Selection Criteria

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- The accelerator mentors and JETRO must be able to provide support
- Alignment with the focus sectors of the Summit (Space / AI, Autonomy, Cyber / HealthTech / Energy / Advanced Manufacturing, Materials)
- Has strong intention to expand into the U.S. market, and is well-prepared to do so
- The product or service possesses technological strength and competitive advantage
- The team composition is suitable for overseas expansion
- Demonstrated passion for this program
- Possesses the English Proficiency required for discussions and business negotiations

[Application Form](#)

[Pitch Deck Submission](#)

Deadline: Tuesday, April 7, 12:00 (JST)

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- 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**

1. Participation fee support for this course is limited to one person per company as a general.
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.
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 be participating in a travel program of any other J-StarX courses.  
※ JETRO will determine eligibility for overlapping participation.

### Disclaimer

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

### Cancellation Policy

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**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



<b>Company</b>	JETRO Startup Division
<b>Contact Person</b>	Ryoma Kanie
<b>E-mail</b>	<a href="#">J-StarX Inquiry Form</a>
<b>Location</b>	〒107-6006 Tokyo, Minato, Akasaka, 1-12-32 Ark Mori Building 7 <sup>th</sup> Floor