J-StarX Dual-Use Technology Accelerator

1. PURPOSE

JETRO is seeking proposals from qualified organizations (hereinafter "Accelerator") to design, plan, and execute the "J-StarX Dual-Use Technology Accelerator". The program aims to accelerate the global expansion of Japanese startup companies developing dual-use technologies with potential applications in both commercial and defense sectors. This program will facilitate potential market entry and contracts in the United States Government, with a focus on the Department of Defense (DoD).

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2. PROGRAM OBJECTIVES

The primary objectives of the J-StarX Dual-Use Technology Accelerator are to:

- Identify and select promising Japanese startups with dual-use technology potential.
- Provide comprehensive acceleration support tailored for dual-use market entry into the U.S..
- Facilitate direct connections with key stakeholders in the U.S. defense industry, government, and investment community.
- Equip participating companies with the necessary documentation and knowledge for engaging with the U.S. government procurement processes.
- Enable successful market entry and establish a foundation for sustained growth in the U.S..

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3. TARGET PARTICIPANT PROFILE AND NUMBERS

Proposals must outline a plan for recruiting and selecting Japanese startup companies located in Japan.

- Companies should represent all sectors with dual-use technology potential.
- Participants should typically be middle to later-stage (Seed to Series C and beyond).
- Companies must be actively considering or planning overseas business expansion.
- Participants must demonstrate English proficiency sufficient for program participation and final presentations.
- The program should support 10-20 participating companies.

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4. PROGRAM STRUCTURE AND DURATION

The program is expected to follow a multi-phase acceleration process, potentially structured as follows. The program structure and schedule may be flexibly adjusted based on the wishes of the Accelerator and JETRO.

Phase 1: Startup Selection: Approximately 8 weeks (e.g., September - October). This phase should cover recruitment, application processing, document review, paper screening, and selection of finalists.

Phase 2: Remote Program: Approximately 5 weeks (e.g., November - December) for up to 30 startups. This phase should utilize a remote format to cover lectures and orientations on dual-use technology, U.S. market entry strategies, and government contracting. The phase should also include workshops and activities for initial document development (e.g., Penta-Charts) through 1-on-1 mentoring sessions. Final participant selection may occur during or after this phase.

Phase 3: Japan Bootcamp: Approximately 1 week of in-person bootcamp (e.g., December or January) for up to 20 startups. This phase should utilize an in-person format to further support the selected participants in their necessary documentations and registrations (eg. Penta-Charts, Capability Statements, UEI, pitch practice) through workshops and mentoring sessions. It could also include interactions with relevant Japanese government divisions.

Phase 4: On-site Program (United States): Approximately 2.5 weeks (e.g., February). This must be an intensive in-person program in the U.S. focusing on market entry, networking, and presentations. The location should provide strategic advantages for accessing U.S. defense and commercial networks.

Phase 5: Follow-up Support: Approximately 2 weeks initially, with provisions for ongoing alumni support (e.g., March onwards). This phase should provide remote mentoring and support for documenting results and facilitating connections.

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5. PARTICIPANT SELECTION CRITERIA

Proposals must describe the methodology and criteria the implementing organization will use to select participant companies. The selection process should evaluate candidates based on factors including:

1.**Technical Excellence:** Assessment of the superiority and technical capabilities relevant to business development.

2.**Market Potential:** Evaluation of feasibility, continuity, and future potential in both Japanese and international markets.

3.**Team Readiness:** Assessment of the applicant team's drive, capacity for success, and language capabilities.

4.**Dual-Use Applications:** Clear demonstration of potential for applications in both commercial and defense sectors.

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6. PROGRAM CURRICULUM AND ACTIVITIES

The program curriculum must provide comprehensive support tailored to dual-use global expansion. Core learning modules should cover:

- Dual-Use Technology Fundamentals (concepts, U.S. procurement landscape, TRL, IP).
- Market Entry Strategies (U.S. defense market, government customer strategies, competitive analysis, partnerships).
- Government Contracting (OTA, SBIR, compliance, security clearances, export control).
- Business Development (customer discovery, pitching to government, fundraising, partnerships).

Practical applications and activities must include:

- Development of standardized documentation for U.S. government processes (e.g., Penta-Charts, Quad-Charts, Capabilities Statements).
- Multiple live pitch practice sessions.
- Structured networking opportunities with U.S. Department of Defense personnel, defense contractors, the investment community, academic institutions, and regional business leaders.
- Participation in a significant conference with pitch presentations.

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7. REQUIRED DELIVERABLES

The Accelerator will be responsible for delivering specific outputs for each participating

company and for the program as a whole.

For Each Participating Company:

- **Documentation Package:** Including items such as Penta-Chart, Quad-Chart, Capabilities Statement, a market analysis report (e.g., 20-page analysis of U.S. opportunities), and a refined business strategy presentation for U.S. audiences.

- **Regulatory and Administrative Support:** Assistance with necessary registrations (e.g., UEI for U.S. government business) and guidance on compliance requirements (e.g., export control, security requirements).

- **Network Connections:** Facilitating direct introductions to relevant government personnel and potential commercial partners, leveraging an established network.

Program-Wide Deliverables:

- Integration of participants into a final conference event with pitch presentations and exhibition opportunities.

- **Comprehensive Reporting:** Including individual company progress reports, program effectiveness assessment, market opportunity analysis, and recommendations for future cohorts.

- Development and maintenance of an ongoing alumni support network.

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8. TEAM AND EXPERT NETWORK

Proposals must demonstrate the capability and relevant experience of the core team managing the program. Furthermore, proponents must provide details of their extensive network of experts and mentors relevant to dual-use technology, the U.S. defense ecosystem, government contracting, and investment. This network should ideally include active and retired U.S. military personnel, defense industry experts, government officials (DoD, INDOPACOM, etc.), investors focused on defense tech, technical specialists, and business development professionals.

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9. EXPERIENCE AND TRACK RECORD

Proponents must demonstrate a proven track record in technology acceleration, specifically

relating to dual-use technologies, defense contracting, and market access. Experience supporting entrepreneurs, helping companies raise funding, and establishing relationships with U.S. government agencies and defense contractors is highly desirable. Proposals should highlight past program results, alumni success stories, and relevant metrics (e.g., number of companies supported, funding raised).

Program Schedule

The contractor will propose a tentative schedule for the above services. Upon contract execution, the contractor will work with JETRO to finalize the schedule leading up to the program start.

Language

All services will be conducted in English.

Budget

US$869,500 (Maximum budget)

Please specify the pricing for each program in the proposal.

① <u>Selection Process</u> : US$_____

② <u>Online Program</u> (Minimum 10 startups) : US$_____

③ <u>In-Person Bootcamp</u> (Minimum 10 startups) : US$_____

   *Plus US$____ per each additional startup, up to 20 startups in total.

④ <u>On-Site Program</u> (Minimum 10 startups) : US$_____

   *Plus US$____ per each additional startup, up to 20 startups in total.

⑤ <u>Follow-up Mentoring</u> (Minimum 10 startups) : US$_____

   *Plus US$____ per each additional startup, up to 20 startups in total.

Conditions for the Contractor(s) engaged in the Project

(a.) Has an established organizational structure and capabilities to manage and complete the project properly. Has a global network, and knowledge necessary for the implementation of the project.

(b.) Can promptly share any changes or updates that might impact the arrangement process.

(c.) Will conduct regular internal meetings with JETRO to report on the business progress of each participating company.

(d.) Has broad and effective experience of implementation of programs in the world.

(e.) Can adhere to JETRO's requests, as well as report to, communicate with, and

consult with JETRO in an adequate manner. Can present efficient data for the program evaluation.

(f.) Has knowledge and system/tools for handling confidential and/or personal information accordingly.

(g.) Can comply with applicable laws and regulations, especially the Foreign Corrupt Practices Act and state unfair competition laws.

Term of Contract

The term of contract is from the contract start date (signing date) through March 29, 2026 (end date).

Payment

In compensation for the services to be provided by the Accelerator to JETRO, JETRO shall pay a total amount to the Accelerator in two payments.

The first half of the payment will be made by JETRO to the Accelerator upon execution of this agreement. This will be half the amount of the maximum possible value of the contract.

The second half of the payment will be made by JETRO to the Accelerator upon the completion of the program as well as the receipt of the final report and invoice from the Accelerator. It will be the actual value minus the first amount JETRO has paid to the Accelerator. Payment will be made by wire transfer to the Accelerator's bank account designated by the Accelerator in writing.

Necessary adjustments will be made according to the number of participants.

<For reference>

About JETRO

JETRO is a government organization that works to promote mutual trade and investment between Japanese and the rest of the world. Originally established in 1958 to promote Japanese exports abroad, JETRO's core focus in the 21st century has shifted towards promoting foreign direct investment into Japan and helping Japanese startups and scaleups to maximize their global potential.