

Attachment 3: Cost Guide for JETRO Global Acceleration Hub Project (Bio/Healthcare sectors)

4/17/2020

San Francisco office of Japan External Trade Organization

Activity	Payment Structure	Cost	Rate	Unit (expected)	Total	Notes
<b>Support for Japanese Companies to enter the local startup ecosystem</b>						
<b>① Introduction Phase</b>						
Introductory mentoring support	Unit	250	Per Hour	16	4,000	Up to 1 - 2 hour each for 16 Companies
<b>② Phase 1 (Preparation)</b>						
a. 1-on-1 mentoring support	Unit	250	Per Hour	80	20,000	Up to 10 hours each for 16 Companies
b. Arranging business meetings (Potential Customers)	Unit	500	Per Case	12	6,000	Up to 3 companies each for 16 Companies
c. Introduction to investors (Venture Capital, Angel Investors, accelerators)	Unit	500	Per Case	6	3,000	
d. Introduction to media contacts, potential co-founder, Board Members	Unit	250	Per Case	4	1,000	
e. Follow up meeting arrangement for groups b., c. (above)	Unit	500	Per Case	2	1,000	
<b>③ Phase 2 (Acceleration)</b>						
a. 1-on-1 mentoring support	Unit	250	Per Hour	30	7,500	Up to 10 hours each for 6 Companies
b. Arranging business meetings (Potential Customers)	Unit	500	Per Case	5	2,500	Up to 3 companies each for 6 Companies
c. Introduction to investors (Venture Capital, Angel Investors, Accelerators)	Unit	500	Per Case	2	1,000	
d. Introduction to media contacts, potential co-founder, Board Members	Unit	250	Per Case	1	250	
e. Follow up meeting arrangement for groups b., c. (above)	Unit	500	Per Case	1	500	
<b>④ Phase 3 (Expansion)</b>						
a. 1-on-1 mentoring support	Unit	250	Per Hour	10	2,500	Up to 10 hours each for 2 Companies
b. Arranging business meetings (Potential Customers)	Unit	500	Per Case	2	1,000	Up to 3 companies each for 2 Companies
c. Introduction to investors (Venture Capital, Angel Investors, Accelerators)	Unit	500	Per Case	2	1,000	
d. Introduction to media contacts, potential co-founder, Board Members	Unit	250	Per Case	1	250	
e. Follow up meeting arrangement for groups b., c. (above)	Unit	500	Per Case	1	500	
⑤ Lease of coworking desk	Unit	750 (Actual Cost)	Per Case	4	3,000	Up to 3 months
⑥ Research and Marketing (2 articles /year)	Article	300	Per Article	2	600	2 articles per year
⑦ Administration Fee	Unit	50	Per Company	16	800	Introduction Phase Administration
	Unit	50	Per Company	16	800	Phase 1 Administration
				Total	57,200	