

Attachment 2: Cost Guide for JETRO Global Acceleration Hub Project (IT/Software/Internet Sectors)

4/17/2020

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	28	7,000	Up to 1 - 2 hour each for 28 Companies
<b>② Phase 1 (Preparation)</b>						
a. 1-on-1 mentoring support	Unit	250	Per Hour	120	30,000	Up to 10 hours each for 24 Companies
b. Arranging business meetings (Potential Customers)	Unit	500	Per Case	20	10,000	Up to 3 companies each for 24 Companies
c. Introduction to investors (Venture Capital, Angel Investors, accelerators)	Unit	500	Per Case	8	4,000	
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	4	2,000	
<b>③ Phase 2 (Acceleration)</b>						
a. 1-on-1 mentoring support	Unit	250	Per Hour	60	15,000	Up to 10 hours each for 12 Companies
b. Arranging business meetings (Potential Customers)	Unit	500	Per Case	10	5,000	Up to 3 companies each for 12 Companies
c. Introduction to investors (Venture Capital, Angel Investors, Accelerators)	Unit	500	Per Case	4	2,000	
d. Introduction to media contacts, potential co-founder, Board Members	Unit	250	Per Case	2	500	
e. Follow up meeting arrangement for groups b., c. (above)	Unit	500	Per Case	2	1,000	
<b>④ Phase 3 (Expansion)</b>						
a. 1-on-1 mentoring support	Unit	250	Per Hour	20	5,000	Up to 10 hours each for 4 Companies
b. Arranging business meetings (Potential Customers)	Unit	500	Per Case	6	3,000	Up to 3 companies each for 4 Companies
c. Introduction to investors (Venture Capital, Angel Investors, Accelerators)	Unit	500	Per Case	3	1,500	
d. Introduction to media contacts, potential co-founder, Board Members	Unit	250	Per Case	2	500	
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	8	6,000	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	28	1,400	Introduction Phase Administration
	Unit	50	Per Company	24	1,200	Phase 1 Administration
				Total	97,200	