

Attachment 2: Cost Guide for JETRO Global Acceleration Hub Project (Other sectors)

4/17/2020

Activity	Payment Structure	Cost	Rate	Unit (expected)	Total	Notes
Support for Japanese Companies to enter the local startup ecosystem						
① Introduction Phase						
Introductory mentoring support	Unit	250	Per Hour	12	3,000	Up to 1 - 2 hours each for 12 Companies
② Phase 1 (Preparation)						
a. 1-on-1 mentoring support	Unit	250	Per Hour	50	12,500	Up to 10 hours each for 10 Companies
b. Arranging business meetings (Potential Customers)	Unit	500	Per Case	9	4,500	Up to 3 meetings each for 10 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	
③ Phase 2 (Acceleration)						
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	2	1,000	Up to 3 meetings each for 4 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	
④ Phase 3 (Expansion)						
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	1	500	Up to 3 meetings each for 2 Companies
c. Introduction to investors (Venture Capital, Angel Investors, Accelerators)	Unit	500	Per Case	1	500	
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	2	1,500	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	12	600	Introduction Phase Administration
	Unit	100	Per Company	12	1,200	Phase 1 Administration
				Total	38,400	