



Photo by Suzi Pratt

Japan Seattle A.I. Innovation Meetup 11.0
with Washington State Department of Commerce,
Consulate General of Japan, and Orrick Herrington & Sutcliffe
Jan 22-25 2019

innovation finders capital

Overview

AIを中心とする革新的技術提携のビジネス開発イベント Amazon Microsoftが本拠を置く“AIの首都”で事業開発

CHOOSE Washington
Washington State Department of Commerce

 **在シアトル日本国総領事館**
Consulate-General of Japan in Seattle

 **Microsoft**

 **amazon**
web services

 **orrick**
 **slalom**


4日間、ワシントン州のサポートでアメリカの最先端イノベーションのイベントと個別面談に参加し事業開発の商談を行うイベントです。100以上の最高レベルのスタートアップ、**Amazon, Microsoft**に訪問し技術セミナーを受ける。ワシントン大学で**Intelligent Data Symposium**に参加する。日本総領事公邸での最高のスタートアップのピッチイベントに参加する。



 **FUJITSU**  **NRI**  **Hitz** 日立造船株式会社
Hitachi Zosen

 **SONY**

 **ITOCHU**

 **TOTO**

 **docomo**
NTT DOCOMO Ventures, Inc.

 **Sumitomo Corporation**
 **日本証券金融株式会社**
 **Mitsubishi**
 **OSAKA GAS**

 **NE** | **NISSHO**
ELECTRONICS

 **Kaneka**

 **NTT Group**

 **MS&AD**

 **MACNICA**  **TERUMO**
 **SoftBank**

 **NEC**  **DENSO**  **EPSON**

22nd Jan

Intelligent Data Symposium 2.0 at University of Washington



Dr. Fumio Ohuchi,
Dept Material Science & Engineering,
University of Washington



Dr. Sarah Stone,
Executive Director, eScience Institute,
University of Washington

Intelligent Data

Tech Symposium for Machine Learning
and Artificial Intelligence

全米でトップレベルの研究開発重視のワシントン大学でデータサイエンティストを集めたIntelligent Data Symposiumに参加。ワシントン大学の教授陣や研究者からの発表とAI開発企業からのプレゼンセッション。

このイベントはIFCとワシントン大学との共同主催イベントですが医学構内で行われます。

今回のテーマ

From Academics 5 Sessions: 15 min.

- + Social Data
- + Medical Data
- + Material Science Data
- + Data and Machine Learning

From Companies 7 sessions 15 min

- + Use of Data in BlockChain
- + Machine Learning and Data
- + Data Preparation
- + Data Processing at the Edge

写真は2018年7月に行った第一回シンポジウム



22nd Jan

Slalom Corporate Visit and AI Technology Sessions シアトル最大のAI開発会社を訪問



Invaluable seminar on AI industry

Slalom社はアマゾン、マイクロソフトのAI受託開発を行っている大手開発会社です。全米5000人の開発者を抱え、売上高\$1Bを超える。

同社を訪問し最新のAI開発事例等のセミナーと経営陣とのミーティングを行います。

写真は2018年7月のイベントで



23rd Jan

Washington State Dept. of Commerce ワシントン州セミナー



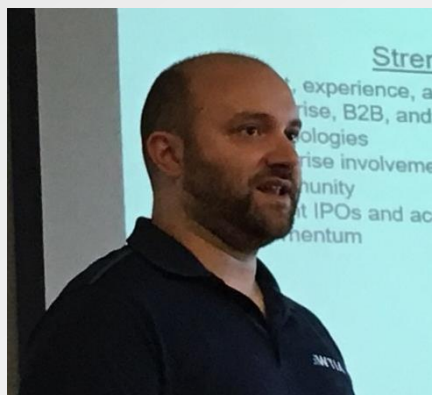
Action Pack Briefing to Encourage Japanese to Establish in WA State

ワシントン州政府・商務部を訪問しワシントン州でのITCとAIへの取り組み、州政府の海外企業ワシントン州拠点設置のサポートプログラムについてのセミナー。州IT業界団体のWTIAからのセミナー。全米大手弁護士事務所のOrrickからの投資セミナー等

写真は2018年7月



Chris Green, Assistant Director,
WA State Dept. of Commerce



Nick Ellingson
Startup Ambassador,
WTIA



Evan Wendlandt, Business
Development Manager,
WA State Dept. of Commerce



Blake Ilstrup
Partner
Orrick Herrington & Sutcliffe

23rd
Jan

Visit to AWS – Amazon Web Services Technology Presentation to Japan Delagation



Photo of Amazon Sphere and Amazon HQ

Amazon DAY 1 Building
in Seattle

Amazon AWS本社でのAI技術セミナーを受講する。

内容は、現在進行中の最新のテクノロジーについてその度に設定。講師陣は現役開発担当者です。



23rd
Jan

Innovators Pitch Event at Japan Consul General's Official Residence in Seattle



Julie Monahan, WA Dept of Commerce, ICT Business Development Manager gave overview of State support for startups



Japan Delegation Speech by Eiko Ooka, Director, Corporate Advisory Division, Sumitomo Mitsui Bank Corporation,

Welcome Speeches

日本国総領事公邸でのイノベーターピッチイベントでは政府・大学・業界関係者と10社のスタートアップのプレゼンテーションが行われます。



Blake Ilstrup, Orrick Herrington & Sutcliffe



Dr. Fumio Ohuchi, Dept Material Science & Engineering, University of Washington, talked about UW : Tohoku University collaboration.



James Reed, CEO, SWAN Venture Fund welcomed the Japan delegation and talked about his Seattle based Angel funding

Photo by Suzi Pratt

Reception at Japan Consul General Residence



Mr. Kentaro Sonoura, the Special Advisor to the Prime Minister and a member of the House of Representatives (and former Senior Vice Minister for Foreign Affairs) gave an impressive speech regarding Japan and Washington State and AI technological cooperation. July 2018



The Honorable Yoichiro Yamada,
Consul General of Japan

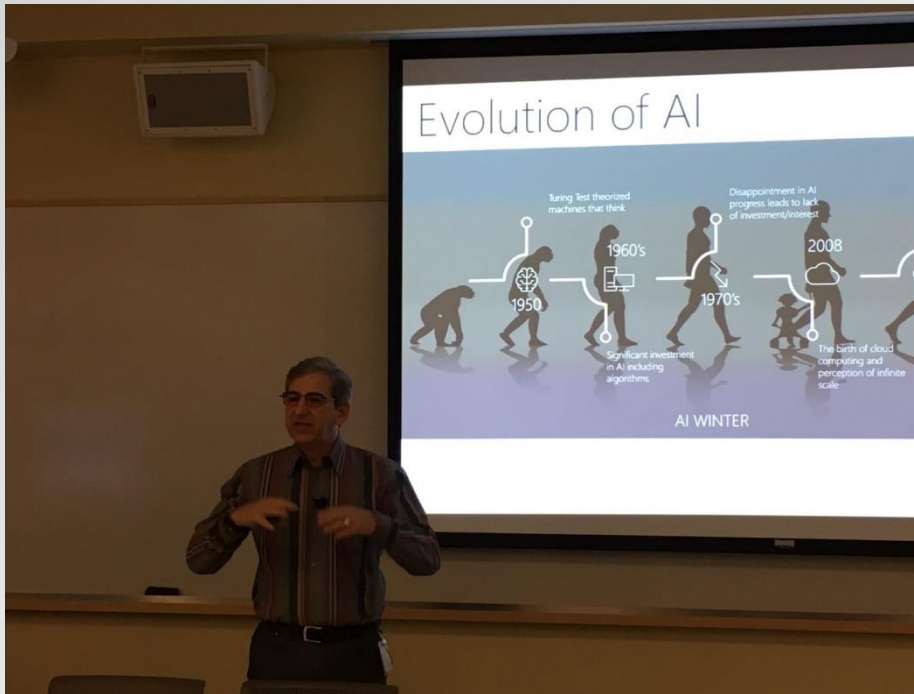


Reception at the Consul General's Residence



24th Jan

Visit to Microsoft Corporation Technology Presentation to Japan Delegation



Microsoft Building 34
in Redmond

AI and Digital Transformation
- Double Helix
By Norm Judah,
Worldwide Services CTO

Machine Learning Financial Forecasting
(Microsoft Showcase)
By Matt Conners,
Principal Program Manager,
Machine Learning

Azure-Spark Showcase
By Maxim Lukiyanov,
Senior PM Manager,
R&D Data-HDI



Day 3

Japan Delegation Reverse Pitch and Networking Sessions



Japan Washington Bilateral Trade

This is the main event in which, the largest Japanese corporations pitch to the innovation community of Seattle. 1, what kind of innovation they are looking for, 2. how they would like to work with innovators, and 3. what is their market/distribution channel.

This is free event for innovators and is for startup community. Over 100 people attended this reverse pitch from Japan side, of which around 50 of them were founders and CEOs.

Japanese companies consisted of leading AI computing company like Fujitsu, to electronics to financial institutions to manufacturing. This broad industrial sector base gave the innovators, right partnership opportunities for their targeted industrial area.

Networking session at the end made sure that those startups got to meet and talk to the Japanese delegation for opportunity to talk one-on-one on the the next day.

24th Jan

Japan Delegation Pitch Session



各企業の英語でのプレゼン

内容は

会社の概要

どのようなペインポイントがあるのか

どのようなイノベーションを探しているのか

どのように一緒にビジネスをしたいのか



One-on-one Meetings organized for a full day of Business Development



個別面談

IFCのイベントは基本的に個別面談を行い事業開発をします。個別面談は各社5社から12社、ご希望のスタートアップとの30分セッションをオーガナイズします。



NEXT

Jan 22-25th 2018

Who should come

- ◆ Delegation
 - ◆ Public Listed Companies and private companies with revenue of more than \$100 million
 - ◆ CEO, CTO Office, Corporate Planning, Product development, R&D
 - ◆ Global Venture Capitalist from Japan and EU
- ◆ Innovators
 - ◆ Startups, Entrepreneurs and innovative small to large businesses
 - ◆ Large Platform providers and development services companies

Secret of Successful One-on-one

Total revenue of our delegation is around \$200 Billion. None of them do business by half measure. If they work with you, soon the numbers go hockey stick. It just does not make sense for them to build up business that is less than \$10 million. They really want to work with you to create a \$100 million product line.

So, how to hack the one-on-one. Simple. Follow the 3 steps, here.

1. On the previous day, there is a meet up where the Japanese mega corps explain exactly what kind of innovations they are looking for and how they would like to do business. Just listen.
2. If you think you got it, go and meet them at the networking session and ask for an one-on-one session.
3. Prepare your pitch geared towards what the Japanese side wants.

IFC AI Meetup 11.0

DAY 1: Tuesday Jan 22nd 2019

Intelligent Data Symposium

Slalom HQ Visit

DAY 2: Wednesday Jan 23rd 2019

WA DoC Welcome Seminar

Amazon HQ Visit

Innovators Pitch Session and Reception At Japan Consul General Residence

DAY 3: Thursday, Jan 24th 2019

AM Delegation Track

AI/ML Technology Session at Microsoft HQ, Redmond

AM Venture Capital Track

Orrick Startup Global Investment Session

PM

Japan Seattle AI Innovation Meetup X

Orrick sponsored Dinner with Delegation

DAY 4: Friday, Jan 25th 2019

Innovation Finders Capital Presentation

One-on-one sessions

Organizer

Innovation Finders Capital

*We Find Innovation for Japanese Corporation
We help to develop Global Business for Startups*



Tetsuro 'Tets' Eto
CEO, Co-Founder and Managing Partner
There are few people within corporate Japan that understands Innovation better than Tets Eto. From his early days at ASCII and Microsoft, his mission had always been bringing innovation to Japan. As Senior IT Director at Dentsu, the largest Ad Agency in Japan, it was his responsibility to create its IT infrastructure. When Dentsu acquired Aegis Media, he was responsible for global IT integration as part of PMI.

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Tom Sato
Co-Founder and Managing Partner
In late 80ies, when Bill Gates needed the momentum to make Windows, the Global de facto standard, it was Tom's work to sign up over 20 Japanese PC OEM as the Japanese Windows Product manager. Since then he went to Silicon Valley to start his own E-Commerce startup. Serial entrepreneur and International BizDev expert, he authored "Microsoft War Stories: How to create a De Facto Global Standard"

