innovation finders capital

2018年2月15日
関東テレコム講演会

Welcome to Seattle
AI Capital of the World ›

A Day in the Life: Seattle and Everywhere

グローバルスタンダード を輩出する都市シアトル

SV workers are moving to Seattle

Gene Balk / FYI Guy

Seattle No. 1 for techies looking to flee California

Originally published June 10, 2015 at 6:57 pm | Updated June 11, 2015 at 7:39 am

Seattle Times
2015年6月10日

Seattle top pick for Silicon Valley refugees

Seattle is the No. 1 city in the United States for residents [of the San] Jose area who are searching for property elsewhere. Wes[t is the top] locale for would-be Bay Area transplants.

SEATTLE 12.4%

PORTLAND 8.6%

SACRAMENTO 10.4%

LOS ANGELES 9.6%

SAN DIEGO 4.2%

RANK	NAME	PERCENTAGE OF ALL SEARCHES IN SEATTLE MARKET
1	West Seattle	12.8%
2	Queen Anne	8.0
3	Ballard	5.4
4	Capitol Hill	4.4
5	Magnolia	3.1

TOP SEATTLE NEIGHBORHOODS

Source:Redfin

GARLAN[D]

GeekWire

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Search

Silicon Valley invasion: Seattle job trends show tech workers migrating north

BY MADELINE VUONG on March 18, 2016 at 3:26 pm

3 Comments   f Share 232   🐦 Tweet   in Share 195   Reddit   📌 Pin

GeekWire Summit: Purchase tickets here!

効果的なダッシュボードを
作成するための
6 つのベストプラクティス

ホワイトペーパーをダウンロード

+++ +ableau

GeekWire Newsletters

GeekWire
2016年3月18日

SV Giants to open R&D centers in Seattle

GeekWire   NEWS ▾ JOBS EVENTS ▾ RESOURCES ▾ DEALS ABOUT ▾   f ⌂ ◔ ⬤   Search

Google to move to new 4-building complex in Amazon's backyard in Seattle, developed by Paul Allen's Vulcan Inc.

BY **TODD BISHOP** on March 24, 2016 at 1:18 pm

11 Comments   f Share 3.5k   🐦 Tweet   in Share 1.5k   🟠 Reddit   📌 Pin

GeekWire Summit: Purchase tickets

GEEKWIRE SUMMIT
October 4-5 | Seattle

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Salesforce to 'go big' in Seattle regional presence and consolid

BY **JACOB DEMMITT** on October 26, 2015 at 2:00 pm

9 Comments   f Share 793   🐦 Tweet   in Share 1.2k   🟠 Reddit   📌 Pin

✦ +a b l e a u

GeekWire Newsletters

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Facebook leases big Seattle office Paul Allen's Vulcan, continuing rapi

BY **NAT LEVY** on December 2, 2016 at 8:18 am

1 Comment   f Share 2.5k   🐦 Tweet   in Share 689   🟠 Reddit   ✉ Email

Apple acquires A.I. startup of UW

GeekWire 2016年8月5日

Overseas companies AI Centers in Seattle

Chinese tech powerhouse Baidu opens Seattle-area office, expanding its reach in AI and the cloud

BY **TODD BISHOP** on October 9, 2017 at 7:00 am

1 Comment | f Share 289 | ▼ Tweet | in Share 207 | Reddit | ✉ Email

Baidu President Ya-Qin Zhang in the corner window of the company's new Seattle-area office, overlooking downtown Bellevue, Wash. (GeekWire Photo / Todd Bishop)

China's Baidu is opening an engineering office in the Seattle region, giving the Beijing-based Internet powerhouse an additional U.S. outpost to expand its reach in artificial intelligence and the cloud.

The new Baidu office in downtown Bellevue, Wash., is starting with a small team that includes the leaders of Kitt.ai, the Seattle-based artificial intelligence startup acquired by Baidu this year. Baidu's current space has room for as many as 40 people in the first year, depending on how quickly it's able to recruit top engineers.

Chinese tech giant Tencent is poised to be a leader in AI, says head of new Seattle research lab

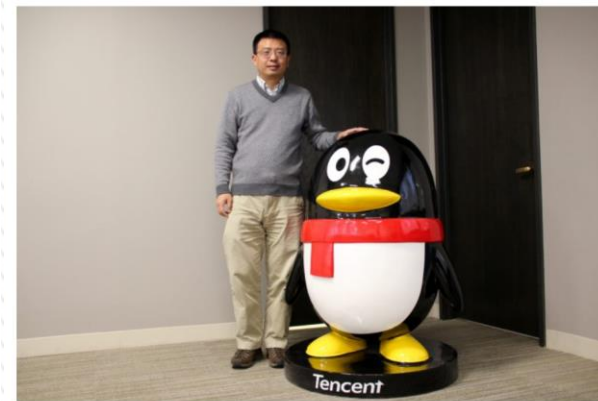BY **TAYLOR SOPER** on December 14, 2017 at 6:05 pm

1 Comment | f Share 60 | ▼ Tweet | in Share 11 | Reddit | ✉ Email

Dr. Dong Yu spent nearly 20 years at Microsoft Research before taking a new job as the leader of Tencent's new AI research lab in Bellevue, Wash. (GeekWire photo / Taylor Soper)

Judging by one of the company's slogans — "AI in all" — it's clear that Chinese tech powerhouse Tencent sees giant potential for artificial intelligence.

Tencent, maker of the popular WeChat app, is betting big on AI, and the company's decision to open an AI research lab in the Seattle area is another example of this.

The lab, located on the sixth floor of the Plaza Center tower in Bellevue, Wash., is not quite open yet — GeekWire stopped by this week and saw construction ongoing. But Tencent already has 20 researchers in the area working on AI-related services and products. They will soon move into the permanent space and there are plans to grow the workforce. Tencent will also launch an "Explorers" program that sponsors Seattle-area graduate students to work with the company and its technologies.

Engineering Center in Seattle

Mercedes-Benz to open Seattle software engineering center with up to 150 people in first 18 months

BY JOHN COOK on November 14, 2017 at 7:11 am

Post a Comment | f Share 274 | Tweet | Share 506 | Reddit | Email

Former Amazon engineering manager Michael Dosenbach is heading up Mercedes Benz's new office in Seattle. (Photo via Mercedes Benz)

Mercedes-Benz has tapped former Amazon software development manager Mike Dosenbach to lead a new engineering center in downtown Seattle that could employ up to 150 software engineers by mid-2019.

The German automaker's new engineering center, its sixth worldwide, will focus on cloud computing efforts, making sense of data collected from connected vehicles.

It marks the latest major company to

RELATED CONTENT

Check out GeekWire's list of Seattle-Area Engineering Centers established by out-of-town companies.

Uber opening Seattle engineering office, led by Isilon vet Tim Prouty

BY TODD BISHOP on March 3, 2015 at 10:42 am

12 Comments | f Share | Tweet | Share 101 | Reddit | Email

It's confirmed: On-demand transportation company Uber is opening a Seattle engineering office, with plans to hire as many as 50 people or more this year.

The office will be started up by Tim Prouty, a University of Washington Computer Science & Engineering alum who was most recently a director of engineering at EMC's Isilon Storage Division, reporting to Paul Mikesell, an Uber infrastructure engineering director and another UW alum, according to a post this morning on the UW CSE News site.

Tim Prouty will be starting up the new office for Uber.

"At Uber one of my primary goals will be to grow the team very rapidly from 0 to 50+ people this year, so we'll be working hard to make a splash in the Seattle technology community over the next few months," the post quotes Prouty as saying.

GeekWire first reported news of Uber's plans for the Seattle engineering office in December, based on a job post seeking an engineering manager in the city. We've contacted Prouty and the company for additional information on the work the office will be doing and the potential direction of the engineering efforts here.

Update: Uber released a statement from general manager Brooke Steger: "We are thrilled to announce the expansion of Uber's Seattle team. Seattle was one of Uber's first cities and we are excited to continue to generate jobs in the area by tapping into the city's impressive talent pool."

The company's jobs site currently lists openings in Seattle for its scalability engineering team. Prouty has been at Isilon since 2006, since long before the company was acquired by data-storage giant EMC.

Uber has a large majority of its engineers in San Francisco, and a few others scattered among New York City, Lithuania, and Bulgaria. The seven-year-old company, which is operating in 250 cities, last year opened a mobile development

University of Washington

» UW enjoys $2 billion R&D budget.
» A.I., Robotics, IoT, Big Data, Material Science, CleanTech
» COMMOTION: Incubator of UW

UWのロボット研究を解説するDieter Fox教授

研究所内でスタートアップしたLula RoboticsのCEO Nathan Ratliff氏

UW(ワシントン大学）発スタートアップも投資先候補

UWは全米第3位の研究開発費を誇ります。

AI（人工知能）、ロボット、IoT、ビッグデータ、新素材、新エネルギー等有望なスタートアップを数多く輩出。

学内の研究所の多くが企業の研究受託や共同研究開発を行う他、大学発のスタートアップ支援を行っています。

University of Washington's Innovation

UW (University of Washington) eScience Institute

ビッグデータ研究を解説する
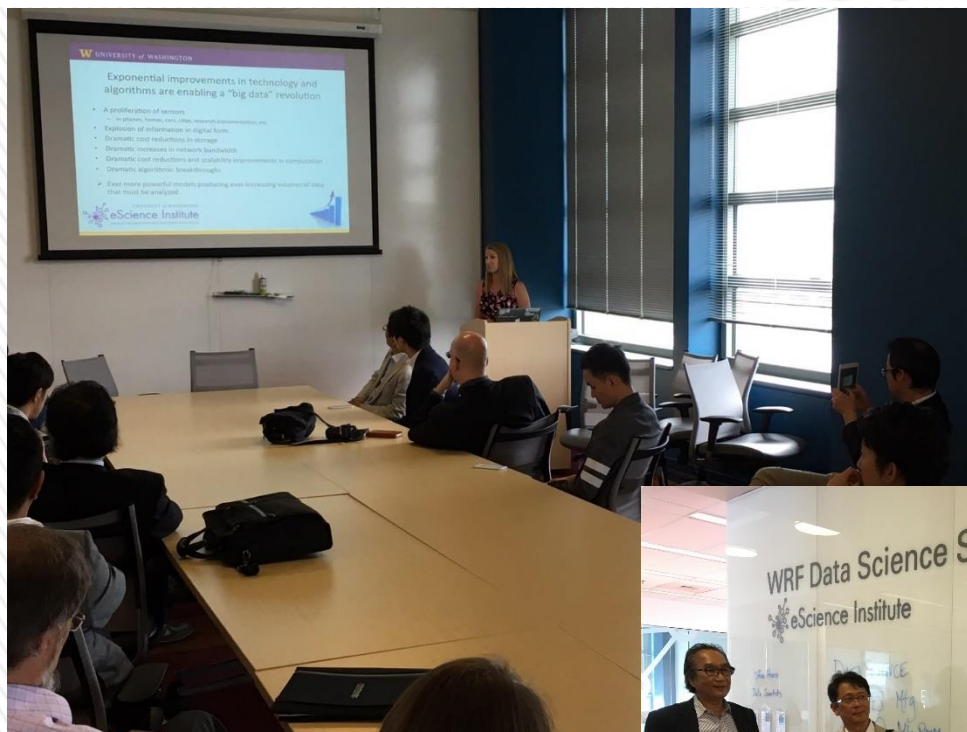Micaela S. Parker氏

研究所内を案内する
Terry Grant博士

ワシントン大学 ビッグデータ研究所

UWは年間約2000億円の研究開発予算を持つ（全米第3位）。

UW、NYU、UCバークレー校の3大学はビッグデータの研究開発で提携。UWは博士クラスの教育カリキュラムの開発を担当。各大学で開発されたノウハウは他大学でも共有化されている。

eScience Instituteはワシントン大学内の社会学からバイオ化学まであらゆる学部の研究者に対してビッグデータ解析のノウハウを提供。

学生や研究者は同研究所で随時ビッグデータ開発手法を学べる。研究所は学内外で大型プロジェクト化も手掛ける。

Seattle AI Startup Ecosystem

IFC to deal source with

- UW Commotion
- Microsoft Accelerator
- Amazon Alexa Fund
- Extraslice
- Voyager Capital
- Element8
- Surf Incubator

シアトルの代表的VC＆インキュベータと協業

IFCはシアトルの投資コミュニティの一員として、スタートアップの日本進出支援を担当。

UW Commotion, Microsoft Accelerator, Amazon Alexa fund, Voyager Capital, Element8等と協業し日本企業に案件を紹介。

Seattle Startup Ecosystem Guide

インキュベータ代表例：Microsoft Accelerator

- Innovation + Azure expansion
- Global Incubation Program
- Strong in AI and Machine Learning

$1.8 Billion Raised By Alumni!

| 454 | 32 | 81% | $4.9M |

GlobaTomのDan Acosta社長によるピッチ
AI、マシン・ラーニング技術による
国際物流管理システムをクラウドで提供

マイクロソフト・アクセレレータ ディスカッション＆ピッチ

世界7拠点：
シアトル、ロンドン、ベルリン、
テルアビブ、バンガロール、
上海、北京

起業家を世界中から集め、TED型のプレゼンをトレーニングし、AZUREを無償提供。

・18億ドル（約1800億円）が卒業したスタートアップ価値の総計。
・454社のスタートアップを育成。
・32社のExit（M&A29+IPO3）。
・81％のファンドレイジング成功率。
・490万ドル平均の卒業後資金調達。

IFCとはスタートアップの育成と日本での共同セミナーなど協業を推進中。

Microsoft Accelerator は
ML（機械学習）スタートアップに注力

DefinedCrowd.io

- Leader in Intelligent Data for AI.
- Solves major pain point of AI development by crowd sourcing to obtain speech and graphics data.
- Crowd sourcing in 30 countries and 90% of languages.
- Working with Nuance, Microsoft, Amazon.
- Headed by Daniela Braga Ph.D. with over 100 academic papers published as leader in AI and Data.
- IFC helps for their financing with a named OEM as well as business development with a leading newspaper and a technology giant.
- Currently closing the seed round.

ビッグデータをAI向けに構造化するプラットフォーム

AI用インテリジェント・データのリーダー。

AI開発の際の最大の課題であるオリジナル・データ作成をクラウド・ソーシングで解決。

クラウドソース拠点は３０か国。

Nuance, Microsoft, Amazonが採用。

経営陣はスピーチ認識の第一人者で１００以上の論文を学会で発表。

IFCは日本で、大手OEM、新聞社、大手ソフト会社庁等との提携を支援中。

Seattle : AI Capital of the World

Microsoft New campus (Image)

Amazon Seattle HQ
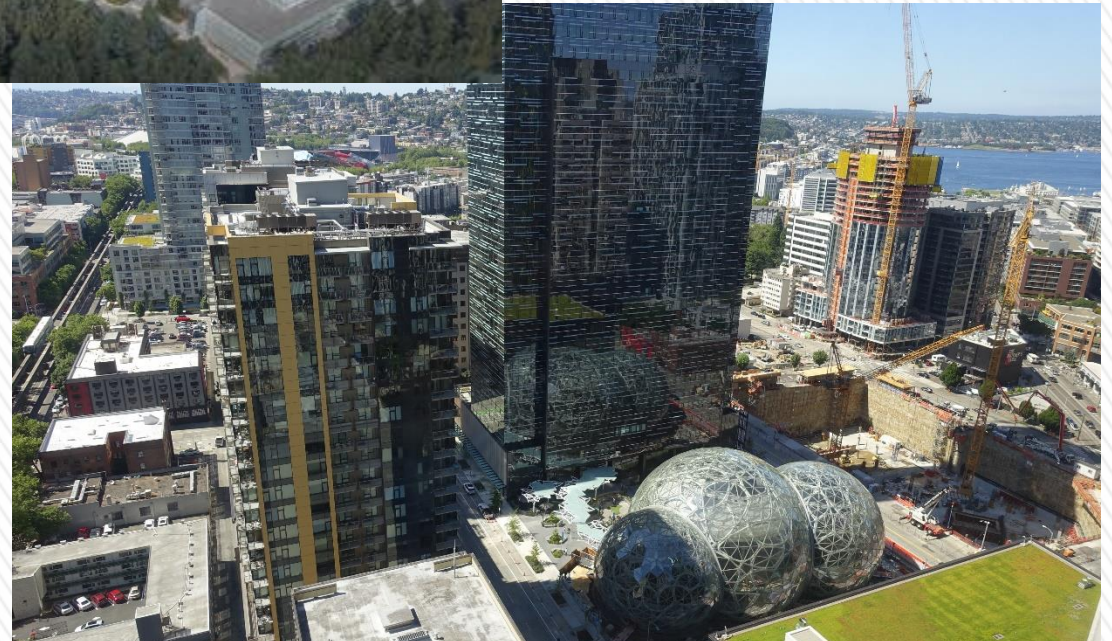
Microsoft : Global Scale

Azure Cosmos DB

Key-Value	Column-family	Documents	Graph

distribution　Elastic scale out　Guaranteed low latency　Five consistency models　Comprehensive SL

グローバル規模で最短レーテンシー
AzureのDBは発表と共にアップグレード
マイクロソフトはグローバルしか考えていない
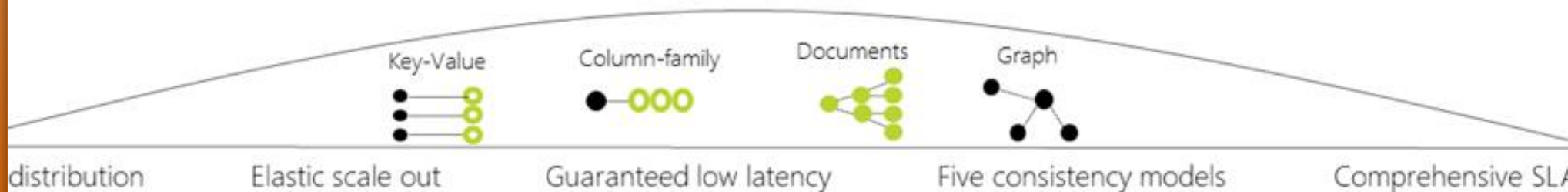
AWS: best for Consumers

AI Collaboration

AWSと Microsoft は、新しい深層学習ライブラリ「Gluon」を発表した。Gluon を使うと、開発者はそのスキルレベルを問わず、両社のAI環境でクラウド、エッジのデバイス、およびモバイルアプリ向けの高度な機械学習モデルのプロトタイプ作成、構築、トレーニング、運用などを行うことができる。

What is ONNX?

ONNX is a open format to represent deep learning models. With ONNX, AI developers can more easily move models between state-of-the-art tools and choose the combination that is best for them. ONNX is developed and supported by a community of partners.
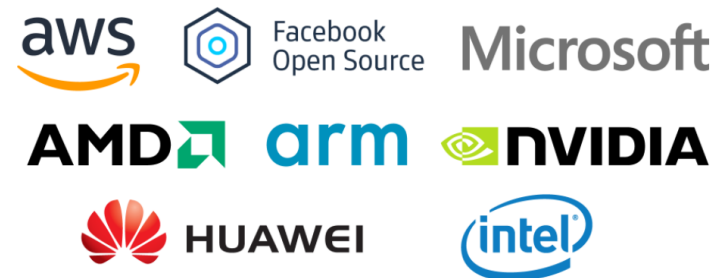
AI技術の進歩は加速度を増している
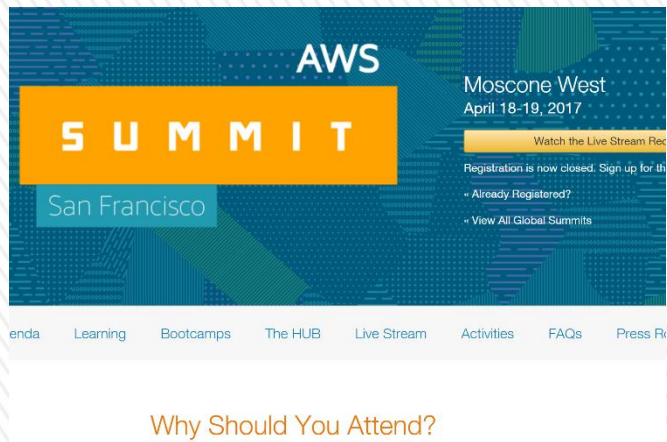
2017 4月〜 5月
各社は大型イベントで多量の新技術を発表
多くの起業家は大手3社のイベントに参加

18

Japan Seattle "AI" Innovation Meetup

» Quarterly in Seattle and Yearly in Tokyo

» Co-organized with Washington State DoC and Orrick.

» Backed by Consulate General of Japan in Seattle

» 39 Japanese corporations attended so far such as: NTT, Fujitsu, NEC, Sony, Nikon, Epson, Yahoo, SoftBank, Dentsu, Nikkei, Mitsubishi, Mitsui, Sojitz, Sumitomo, Kaneka, FujiFilm, KonicaMinolta, TOTO, Denso etc.

» Over 700 attended from Seattle startup community.

» Japan delegation corps pitch pain points, innovation they look for, and their business models / distribution channels.

日本企業とスタートアップのお見合い会

日米双方がピッチ。最終日に個別商談会

開催実績：

2016年　3月、6月、11月

2017年　3月、6月、7月(東京)、10月

2018年　1月

シアトルで参加した日本企業・大学：

青山学院大学、青山メインランド、アクロディア、INNOVA GLOBAL、インテージ、上田八木短資、SMK、NTT、NTTデータ、エプソン、OKWAVE、カネカ、CogentLabs、コニカミノルタ、スター・マイカ、双日、ソニー、ソフトバンク、デンソー、電通、電通国際情報サービス、東京海上、TOTO、ニコン、日本経済新聞、日本電気、日本ビジネスシステムズ、日本マイクロソフト、日本ラッド、野村ホールディングス、バリューアディッド・ジャパン、光通信、富士通、富士フィルム、プレシディオベンチャーズ、三井物産、三菱商事、ヤフー、ルネサス

（五十音順。本社名のみ。計39社様）

AI Meetup 8.0 is upcoming:
April 18 - 20, 2018 in Seattle

October 2017 AI Meetup 6.0 Recap

Washington State Dept. of Commerce Briefing to the Japanese delegation

Keynote by Joseph Williams, Governor's ICT Sector Lead, Office of Economic Development & Competitiveness

Micheal Pham, Business Development manager of WTIA, ITC industry association explain the Tech ecosystem.

Evan Wendlandt, Business Development Manager in charge of FDI explain the WA State advantage.
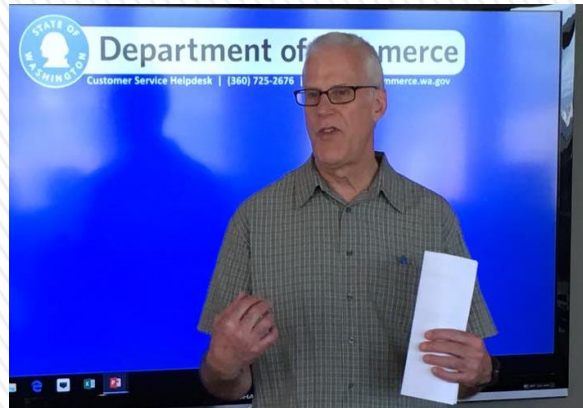
Mark Calhoon, Senior Managing Director welcomed the Japanese delegation and gave a prep talk regarding DoC's activities.

Action Pack Briefing to encourage Japanese to establish in Washington

Washington State Briefing to the Japanese delegation is an great overview of the state ICT economic climate and gives various advantage of locating business, here.

In this 2 hour session, Evan Wendlandt who is in charge of in coming international companies gave a special report on economic advantage, including business friendly zero state income tax policy and support in hiring skilled tech workers.

WTIA is the Washington State ICT industry association which has tech events and internship programs to support ICT companies hire more people.

Amazon AWS Technology Presentation
AWS ML and Alexa
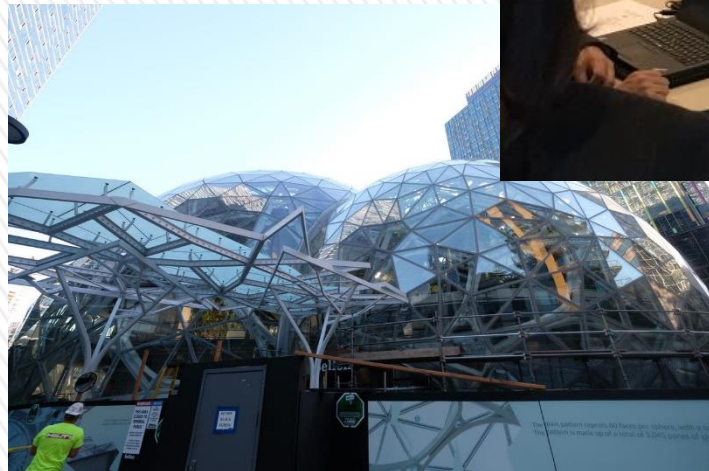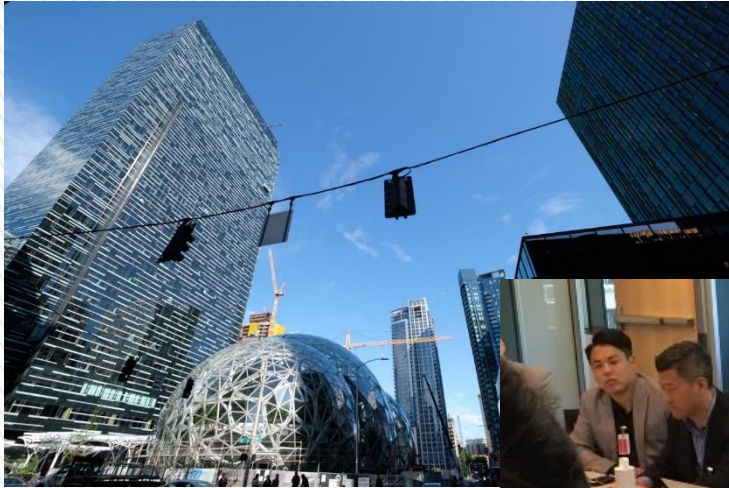
AWS Briefing for the Japanese delegation

Amazon/AWS updates and IoT engagement model
Takeyoshi Nakamura, Business Development, AWS

AWS Machine Learning/AI overview

Eric Heikkila, Business Development Manager, AWS AI and ML and NoSQL

Amazon Alexa overview and engagement model
Hikari Tamura, Alexa Japan, business development

Reception at Japan Consul General's Official Residence in Seattle

Brian Bonlender, WA DoC Agency Director and the Honorable Yoichiro Yamada, Consul General of Japan opened the 3 day event with

Japanese Kagamibiraki ceremony to bring good fortune to the participating companies.

Toast by Japan America Society, Dale Watanabe and Japan Business Association of Seattle, Takeshi Katsurada

Japan Washington Bilateral Trade

Washington State Dept. of Commerce is co-organizer and put together full three days of program including WA Briefing to the Japanese delegation on the first day.

For this meetup, newly appointed CGJ Yamada took the initiative to cooperate with WA DoC by generously providing his official residence as venue for the Innovators Pitch sessions and the Kagamiwari Reception.

This event was covered by press and also in Brian Bonlender's Director's blog.
http://www.commerce.wa.gov/directors-update/cultivating-tech-investment-new-opportunities-with-japan/

Xconomy
http://www.xconomy.com/seattle/2017/10/06/at-japan-seattle-a-i-meetup-caution-leavens-tech-optimism/

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

John Tomozuka CTO of TaqTile, showed AR system for product design and field service which is much needed in Japan.

Shannon Smith, COO of FastData.IO talked about super fast stream data processing using edge processors GPU power.

Ed Butler of CuraCloud told the audience image recognition tool to assist medical diagnostics.

Petri Hautakangus of Tupl is in Japan with his big data AI analytics for MNOs.

Top level startups

Pitch 1 TaqTile John Tomizuka

Pitch 2 FastData.IO Shannon Smith

Pitch 3 CuraCloud Ed Butler

Pitch 4 OCCO.IO Greg

Pitch 5 Tupl, Petri Hautakangas

Pitch 6 VeriCloud Steve Tout

Pitch 7 MatchBox Mobile, Matt Calamatta

Pitch 8 PureWaterCraft, Andy Rebele

Pitch 9 IotWorldLabs Jaideep Sen

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

Steve Tout CEO of VeriClouId pitched his unique credential management system.

Andy Rebele CEO of PureWaterCraft showed the video of his Electric outboard motor for boats.

Greg Shirakyan CEO of Emergent Machines demonstrated his OCCO Photograph Robot.

Jaideep Sen, CEO of IoTWorldLabs gave a presentation on his IoT Analytics platform for manufacturing sector.

Matt Calamatta, CTO of MatchBox Mobile, a AI, M, IoT development company gave his pitch for developing using Microsoft and AWS platform.

Microsoft HQ Visit
Microsoft AI +R Division Presentation

Microsoft AI Platform

9:00 Welcome
Microsoft Machine Learning and data solution overview
How Microsoft is transforming its data platform to ML and AI ready
By Ryuta Hosaka, Senior program manager, data and analytics platform, Core Services Engineering

10:15 Microsoft machine learning solution
By Nagesh Pabbisetty, Partner Director, Cloud AI, AI and Research

11:00 Microsoft machine learning community
How we embrace data driven culture, how we grow together to put AI and ML first
By Alex Blanton, Senior program manager, Cloud AI, AI and Research

›
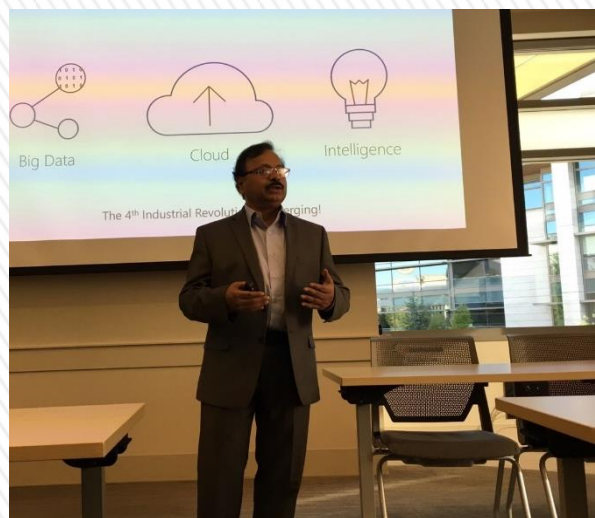
Over 150 One-on-one Meetings organized for a full day of Business Development

Export Deals

16 Tracks and 149 Sessions organized. Most of the Japanese delegation went back with 2-3 good leads.
One-on-one Session on Friday is the most important part of the event. IFC usually first talk to the Japanese side what kind of innovation they are looking for and based on these feed back, we start the match making process. Some of these are made about week in advance while others are based on the Networking session, the day before.

Secret of Successful One-on-one Meeting

Millions in 30 min

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.

ワシントン州政府のインフラ投資を事業機会に

July 2017

On behalf of the citizens of Washington State, I want to welcome and thank you for your interest in this groundbreaking Japan-Washington State mission to develop innovation and artificial intelligence (AI).

I would also like to extend my gratitude to Innovation Finders Capital for their assistance in planning this mission. I hope you will find it to be an interesting and productive week.

Washington State is at the forefront of developing artificial intelligence and machine learning and their applications to industry, so we are pleased to be able to highlight the deep talent and entrepreneurial spirit that our state can offer to help businesses thrive in Washington and in Japan.

Washington State is home to one of the most robust Information and Communication Technology (ICT) sectors in the world. It supports nearly 200,000 jobs at 14,000 companies statewide. It is home to world-renowned brands and industry leaders including Amazon, Cray, F5, Inrix and Microsoft, as well as institutions such as the Allen Institute for Artificial Intelligence and the University of Washington, which are on the leading edge of developing artificial intelligence technologies.

Japan is one of Washington State's most valued partners in culture and commerce, and our historic relationship goes back more than a century. Many Japanese companies have already invested heavily in Washington and are actively doing business, and many Washington State firms - both large and small - have successfully established a presence in Japan.

Both Washington State and Japan have worked hard on the Memorandum of Cooperation that we signed in June 2016. The agreement signified the efforts of both parties to promote cooperative research and information exchange with the aim of expanding opportunities for technological and investment partnership in business and industry.

The future of the cloud, and the future of machine learning and AI are being created in Washington, and with Japanese partnership, together we will provide global leadership in these emerging fields.

Again, best wishes for a successful mission.

Very truly yours,

Jay Inslee
Governor

　本年、国際協力銀行(JBIC)はワシントン州政府との間で、ワシントン州のインフラプロジェクトへの資金調達に関する覚書を締結しました。
　ワシントン州インフラプロジェクトにおいて、日本企業による投資等を通じたビジネス拡大を一層促進するために、JBICとワシントン州政府の業務協力関係を構築することを企図するものです。
　JBICは今後、日本の公的金融機関として、ワシントン州に関係するインフラ等の分野におけるプロジェクト等への参画を支援することにより、日本の産業の国際競争力の維持・向上を金融面から支援すると共に、日本とワシントン州との経済関係の一層の深化・発展に貢献します。
現時点では、両者協議と合意書は完結済みで今後は個別プロジェクトに関して協議予定。

Japan Seattle AI Innovation Meetup 8.0
Apr 18-20, 2018
@Seattle

Organizer:	Innovation Finders Capital (IFC)
Co-organizers:	WA State Department of Commerce (WSDoC)
	Orrick Herrington & Sutcliff (Orrick)
Supported by :	Consulate-General of Japan in Seattle
Sponsoring Partners:	Slalom
	Terawe

Team: Managing Partners

Tetsuro 'Tets' Eto
CEO, Co-Founder & Managing Partner
LLC Manager

There are few people within corporate Japan that understand Innovation better than Tets Eto. Since his early days at ASCII and Microsoft, his mission has always been bringing innovation to Japan. As Senior IT Director at Dentsu, the largest ad agency in Japan, it was his responsibility to create IT infrastructure. When Dentsu acquired Aegis Media, he was responsible for Global IT integration as part of PMI.

江藤哲郎

84〜86年アスキーでシリコンバレーの技術発掘と契約担当。

86年〜91年マイクロソフト日本法人立ち上げメンバー19名の一人として営業、マーケティングを担当。

92〜2014年電通でデジタル事業開発、情報システム等を担当。電通が買収したイージスとのグローバルIT統合責任者。

Tom Sato
Co-Founder and Managing Partner
LLC Member

In late 80's, when Bill Gates needed momentum to make Windows, the global de facto standard, it was Tom's work to sign up over 20 Japanese PC OEMs as the Japanese Windows Product Manager. He, then 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"

とむさとう

84年マイクロソフト英国法人でMSX世界標準化担当。同日本法人でWindowsを日本で初めて製品化。著書：マイクロソフト戦記 新潮新書刊

シリコンバレーで大型スタートアップ　CEO。 著書：だからアメリカで起業した　日本経済新聞社刊。東京IPOを起業し、Ｍ＆Ａ売却。

イスラエルITスタートアップの日本進出を主導（MyPermission等）。

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