Japan Seattle A.I. Innovation Meetup 11.0
Seattle Innovation Investor Track 2.0
UW Japanese Collaboration: Intelligence in Data Symposium 2.0
with Washington State Department of Commerce, Consulate General of Japan, and Orrick Herrington & Sutcliffe
January 22nd-25th, 2019

innovation finders capital
Executive Summary
Telecom Service Association of Japan joined the delegation with 5 of its member companies in the telecom industry as well as NTT Holdings. We had 20 delegates from 16 Japanese corporations and organizations. We organized Intelligence in Data Symposium with University of Washington. We collaborated with Greater Seattle Alliance and Japanese Consulate to organize 3.5 days of seminars and meetup events with over 136 one-on-one meetings.
Business Development Track: for Japan Delegation

Overview

Day 1: Intelligence in Data Symposium

Day 2: WA State Briefing

Day 2: Visit to AWS

Day 2: Innovators Pitch & Grand Reception

Day 3: Visit to Microsoft

Day 3: Japan Delegation Pitch

Day 4: IFC presentation & 1on1 meetings
Overview

Innovation Investor Track:
for Investors from Japan, Seattle & Canada

Day 2: WA Investor Round Table
Day 2: Innovators Pitch & Grand Reception

Day 3: Seattle Innovation Investor Track Pitch Session by Investors

Day 4: one-on-one meetings

Participating Delegations

- RPA Holdings (Japan)
- NTT Holdings (Japan)
- TMX Group (Canada)
- BennetJones (Canada)
- SWAN Venture (Seattle)
Whole Delegation:
WA State Dept. of Commerce Briefing

Welcome Remarks:
Chris Green, Assistant Director,
Connie Robins, Acting Director,
WA State Dept. of Commerce

Blake Ilstrup, Partner,
Orrick Herrington & Sutcliffe

Melinda Goforth, VP,
Business Development,
Greater Seattle Alliance

Connor Dogan,
Aerospace Business Development,
WA State Dept. of Commerce

Greetings by Shigenori Miyazaki, Chairman of Telecom Service Association of Japan, representing whole delegation.
“Overview of UW's Data Science Institute”
Dr. Sarah Stone, Executive Director, eScience Institute, University of Washington

“ML Model Development and Importance of Data”
Rajeev Dutt, CEO, DimsionalMechnics

“Evaluating explainable machine learning models and insights for human-centered applications”
Bernease Herman, eScience Institute, University of Washington

"Realtime Data in Industrial IoT"
John Traynor, Senior Vice President, FreePoint Technologies Inc.

“A Case Study of Using Self-Organizing Maps (SOM)”
Luna Huang: Data Visualization for Materials Science:
Innovation Investor Track: WA State Investors’ Roundtable

Investment Discussion by Washington, Japan & Canadian keys

Investment Climate in WA State: Dr Joseph Williams, ICT Sector Lead and Director, Washington State.

TSX-Venture IPO: Julia Yang, TMX Group

Participants: NTT Holdings, RPA Holdings, Nikkei BP, Greater Seattle Alliance, Swan Venture Group, and Orrick
Day 2

Business Development Track: Visit to AWS – Amazon Web Services

AWS Executive Briefing Center

AWS IoT service business strategy session for Japan's enterprise company delegation

Amazon/AWS updates
By Takeyoshi Nakamura,
Business Development, AWS

AWS Machine Learning
By David Pearson,
Sr Manager of Business Development,
AWS ML Application Services

AWS IoT overview and Wrap up (Lunch on)
David Ford,
Senior BDM,
AWS IoT
Grand Reception & Innovators Pitch Event at Consul General of Japan’s Official Residence

Welcome Speeches

Washington State Presentation


“Clean Energy and Technology” Brian Young, Governor’s Clean Technology Industry Sector Lead

“Washington State’s Transportation Policy” Charles Knutson, Executive Policy Adviser

Japan Delegation Speech by Shigenori Miyazaki, Chairman, Kanto Chapter, Telecom Service Association of Japan

Blake Ilstrup, Partner, Orrick Herrington & Sutcliffe

Charles Knutson, Dept of Commerce
Julie Monahan, Dept of Commerce
Brian Young, Dept of Commerce
Andrew Crowder, Dept of Commerce
Day 2

Innovators Pitch Event
@ Consul General of Japan’s Official Residence

Rajeev Dutt, CEO, Dimensional Mechanics
John Traynor, Senior VP, FreePoint Technologies Inc.
Don Pickering, CEO, OlisRobotics
Slava Agafonov, CEO, Energsoft

Waqas Nazir, CEO, DigitSec
Greg Adams, CEO, Stabilitas
Chris Jones, CEO, DragonScale
Jeremy Salesin, Principal, Photonic Sentry LLC

Angela Zhu, COO, Jethro Mobile
Abhishek Suthan, CEO, Pulselabs.AI
Robin Elenga, CEO, Revel HMI
Benjamin Waters, CEO, Wibotic
Day 3

Innovation Investor Track: VC Pitch to Innovators

Opening Remarks:
Tom Sato, IFC

Orrick Presentation:
Blake Ilstrup, Partner, Orrick Herrington & Sutcliffe, Seattle

Investor Pitch:
NTT Holding
RPA Holdings
SWAN Venture Group
Day 3  

Business Development Track: Visit to Microsoft Corporation

Japan Delegation visited Microsoft HQ to learn about their AI development and showcases.

Opening, MS History: Takashi Futaki, Experimental & Industry Marketing Lead, Central Marketing Organization

Microsoft AI Overview: David Carmona, GM, AI Marketing

Case Study / Demo with Partner Erik Johnson, Slalom
Day 3

Business Development Track:
Reverse Pitch and Networking Sessions

Japan and 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 a free event for innovators and is for startup community. Over 100 people attended this reverse pitch of Japan Delegation, of which around 65 of them were founders and CEOs.

From Japan we had a Delegation from Telecom Service Association of Japan. Together with regular participants such as NTT Holdings, Nikkei BP, Mitsubishi Corporation, we welcomed new comers such as Daiwa Research Institute, JSR, Vector(News Technology), Pencil, BIZWIND, Accenture/KDDI, and RPA.

Networking session at the end made sure that those startups got to meet and talk to the Japan Delegation for opportunity to talk one-on-one on the following day.
Industry Organization Delegation
Telecom Service Association of Japan

Day 3

Telecom Industry Association

Presidio Ventures, Inc.
/ T-GAIA Corporation
transcosmos, inc.
I-O DATA DEVICE, INC.
MIROKU JYOHOLE SERVICE CO., LTD

Japan Delegation Speech by Shigenori Miyazaki
Chairman, Kanto Chapter, Telecom Service Association of Japan
I-O DATA DEVICE

http://www.iodata.com/

Eiji Hori,
Executive Officer & Director of Business Development Dept.
Telecom Service Association Delegation
Presidio Ventures / T-GAIA Corporation

Yuji Greg Goshima
Principal / Project General Manager, HR Department

Presidio Ventures, Inc. / T-GAIA Corporation
http://presidio-ventures.com/
https://www.t-gaia.co.jp/english/ir/
Telcom Service Association Delegation

transcosmos, inc.

Day 3
Telecom Service Association Delegation
MJS (MIROKU JYOHO SERVICE)

MIROKU JYOHO SERVICE CO., LTD

https://www.mjs.co.jp/en/irinfor/

Hiroshi Kondo
Manager,
Product Development and Customer Support Department

Yoshiiito Naruse
Product Development and Customer Support Department
Product Development Department 2
Advanced Technology Base
Development Group
Whole Delegation: BBQ Party Sponsored by Orrick

Orrick always takes the entire Japan Delegation to a unique Texas Style BBQ in SODO district. Jack’s BBQ is probably the best authentic Texas BBQ in Seattle.

Http://www.jacksbbq.com
138 One-on-one Meetings Organized for a full day of Business Development

Export Deals

28 Tables and 178 Sessions Organized. Most of Japan 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 talks to the Japanese side what kind of innovation they are looking for. Based on these feedback, match making process begins. Some of these are made about a week in advance while others are based on the Networking Session, the day before.

Prior to arrival, IFC distributes a selected Startup List from previous meetups and also registered attendees who have expressed interest in meeting with Japan Delegation. Based on the Select List, IFC organizes the one-on-ones a week before. Additional meetings are scheduled after the Sessions of Innovators Pitch and the Networking. So that both of the Delegation and the Startups enjoy full days worth of meetings.
Comprehensive Activities Organized
by Orrick Herrington & Sutcliffe

Orrick is our co-organizer of the event, putting together a very comprehensive programs to help Investors connect with Seattle startup community and Japan delegation.

1. Day 1 PM: Orrick Greetings at UW. (Blake)
2. Day 2 AM: Orrick Greetings at Briefings by WSDoC (Blake)
3. Day 2 AM: Innovation Investor Track at WSDoC (Blake)
4. Day 2 PM: Presentation at CGJ. (Blake)
5. Day 3 AM: Orrick Presentation at Innovation Investor Track. (Blake, Laura and Christina)
6. Day 3 PM: Orrick Presentation at the Pitch Event and Networking. (Blake)
7. Day 3 Evening: Orrick hosts Welcome BBQ Dinner for Japan Delegation. (Blake)
8. Day 4: One-on-One meetings. (Blake)
Japan Seattle AI Innovation Meetup 12.0

DAY 1: Wednesday April 17th All Day
WSDoC Welcome Seminar – Whole Delegation
Investors’ Roundtable – Innovation Investor’s Track
AWS HQ Visit – Business Development Track
Innovators Pitch Session and Reception at Consul General of Japan’s Residence – Whole Delegation

DAY 2: Thursday, April 18th All Day
Microsoft HQ Visit - Business Development Track
AM Reverse Pitch - Innovation Investor’s Track
PM Reverse Pitch - Business Development Track
Orrick sponsored Dinner – Whole Delegation

DAY 3: Friday April 19th All Day – Whole Delegation
Innovation Finders Capital Presentation
One-on-one sessions

Who should come

◆ Delegation
  ◆ Public Listed Companies and private companies, enjoying revenue of more than $100 million
  ◆ CEO, CTO Office, Corporate Planning, Product Development, and R&D
  ◆ Global Venture Capitalist from Japan, US, Canada, 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.
We Find Innovation for Japanese Corporations
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.

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”

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Tetsuro Eto
CEO, Co-Founder & Managing Partner

Tom Sato
Co-Founder & Managing Partner

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