

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

2/28/2024

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	\$325	Per Hour	150	48,750	Up to 1 - 2 hour each for 150 Companies
Introductory mentoring recruitment	Unit	\$160	Per Case	60	9,600	For new startups and changing the mentors
② Phase 1 (Preparation)						
a. 1-on-1 mentoring support	Unit	\$325	Per Hour	630	204,750	Up to 10 hours each for 110 Companies
b. Arranging business meetings (Potential Customers)	Unit	\$550	Per Case	30	16,500	Up to 3 companies each for 80 Companies
c. Introduction to investors (Venture Capital, Angel Investors, accelerators)	Unit	\$550	Per Case	40	22,000	
d. Introduction to media contacts, potential co-founder, Board Members	Unit	\$325	Per Case	35	11,375	
e. Follow up meeting arrangement for groups b., c. (above)	Unit	\$525	Per Case	40	21,000	
③ Phase 2 (Acceleration)						
a. 1-on-1 mentoring support	Unit	\$325	Per Hour	220	71,500	Up to 10 hours each for 55 Companies
b. Arranging business meetings (Potential Customers)	Unit	\$550	Per Case	14	7,700	Up to 3 companies each for 29 Companies
c. Introduction to investors (Venture Capital, Angel Investors, Accelerators)	Unit	\$550	Per Case	10	5,500	
d. Introduction to media contacts, potential co-founder, Board Members	Unit	\$325	Per Case	13	4,225	
e. Follow up meeting arrangement for groups b., c. (above)	Unit	\$525	Per Case	10	5,250	
④ Phase 3 (Expansion)						
a. 1-on-1 mentoring support	Unit	\$325	Per Hour	20	6,500	Up to 10 hours each for 6 Companies
b. Arranging business meetings (Potential Customers)	Unit	\$550	Per Case	5	2,750	Up to 3 companies each for 6 Companies
c. Introduction to investors (Venture Capital, Angel Investors, Accelerators)	Unit	\$550	Per Case	5	2,750	
d. Introduction to media contacts, potential co-founder, Board Members	Unit	\$325	Per Case	3	975	
e. Follow up meeting arrangement for groups b., c. (above)	Unit	\$525	Per Case	5	2,625	
⑤ Agreement for Proof of Concept, Paid Pilot, or likewise with potential partners, customers, investors, and	Unit	2000	Per Case	10	20,000	Up to 10 companies
⑥ Lease of coworking desk	Unit	\$550	Per Case	12	6,600	Up to 3 months ※Actual Cost
⑦ Research and Marketing (2 articles /year)	Article	\$425	Per Article	2	850	2 articles per year
⑧ Event	Unit	\$3,000	Per Event	1	3,000	1 event per year
⑨ Administration Fee	Unit	\$1,300	Per Month	12	15,600	Introduction Phase Administration, Phase 1 Administration
				Total	489,800	