

SWITZERLAND GLOBAL ENTERPRISE
STAMPFENBACHSTRASSE 85 - CH-8006 ZURICH

Your contact

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Zurich, 18 July 2018

OFFER

Target Country Japan

Services **TechBIZKON: Artificial Intelligence**

Organized by
Swiss Business Hub Japan

In Cooperation with
Science & Technology Office, Embassy of Switzerland in Japan

Advantage Austria

German Chamber of Commerce and Industry in Japan

Creww, The Start-up Community

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1. INTRODUCTION

TechBIZKON is the joint initiative of science and technology as well as export business promoters of Austria, German and Switzerland (DACH countries) in Japan. The focus of this year's TechBIZKON is on Artificial Intelligence (AI). It is a pitching event where selected 12 AI-based technology startups from DACH and Japan present their cutting-edge AI solutions. The event program also includes a keynote speech and a panel discussion.

DATE and PLACE

November 20, 2018

Dock-Toranomon by Creww Inc. Shiroyama Trust Tower 4F, Tokyo, <https://docks.space/>

EVENT FORMAT (PLANNED AND TENTATIVE)

3:00 PM – Registration

3:30 PM - Opening Remarks/Greetings by Organizers

3:35 PM - Keynote Speech: “AI made in Japan – Current State and Future Prospects” (Working Title)

3:55 PM - Panel Discussion: “The Race is on: who will develop the best AI? And who will have the Best Data?” (Working Title)

Selected speakers from each country will discuss topics related to Artificial Intelligence. Issues about where this powerful technology will have the biggest impact and what should be done by governments and companies to make the integration of AI technologies a success.

4:40 PM - Coffee Break

5:10 PM - Startup Pitches (partly live on stage, partly virtual via live video streaming)

***Three** startups from each country (Austria, Germany, Japan, Switzerland), so in total 12 startups with Artificial Intelligence (AI) technologies will make their pitch their technologies and business models (7 min).*

6:40 PM - Networking Cocktail & Individual Talks with Startups

Startups who pitched live on stage will be available for individual talks at their booth, startups who pitched virtually will be available via Skype terminals.

7:30 PM - Award Ceremony for Pitching Contest

Impressions from TechBIZKON 2017



2. OBJECTIVE

The objective of this event is to bring together the most promising start-ups from the DACH countries and Japan tackling problems at scale using AI to potential business partners, collaborators and investors based in Japan.

Entrants from each country will join a pitch competition either live or via online live stream. Those who pitch live have also a small exhibition desk. The final winners will be selected by an audience vote. Sponsors and prizes are currently under development.

ELIGIBILITY

To participate:

- You must be a start-up company legally incorporated or registered a business in Switzerland.
- Your company must currently offer a product, service, or platform which utilizes AI or Machine Learning technologies.
- Your business model is scalable to the Asian/Japanese market.
- Your start-up is generally looking for investments.

SERVICES:

See 3 Offer.

EXCLUSIONS

- Shipping costs of marketing materials and exhibits are not included in this offer and will be borne by the Client.
- Participation does not include insurance cover.
- Translation of brochures and posters into the Japanese language is not included in this offer, but can be offered in addition. Creating a small product and company information in Japanese will be helpful and recommendable.

TIMELINE

1. **October 1st, 2018:** Deadline for registration/order
2. **October 15th, 2018:** Participation confirmation

FURTHER INFORMATION

<https://swissbiz.jp/techbizkon/>

3. OFFER

We are pleased that you are interested in our products and are delighted to submit the following offer:

Japan	Price CHF (excl. VAT)	Delivery Time (weeks)
Marketing Support	250.00	November 20, 2018
■ Sales Support		
<u>Service Package</u> A slot of 7 minutes pitch live or via Skype A booth for exhibition and individual talks		
Option 1 Translation of marketing materials (brochures, poster, business cards, etc.), E/D/F or I -> J	Estimate upon request	
Option 2 Online presence on www.swissbiz.jp E/J	Proposal upon request	
Option 3 <input type="checkbox"/> Pre-arranged meetings <input type="checkbox"/> Translation at meetings	Proposal upon request	
TOTAL	250.00	

The price quoted above does not include any additional expenses such as material transport from Switzerland to Japan, travel costs, etc.. All such additional expenses shall be the responsibility of the Client.

Information needed from the Client should be promptly handed over to Swiss Business Hub Japan. Delay in receiving data and information from the Client will cause a delay in the project delivery.

Become a Gold member of Switzerland Global Enterprise and profit from a **discount of 15 %** (except for expenses) on the services provided by Switzerland Global Enterprise (following confirmation of the membership). For further information, visit <http://www.s-ge.com/member>.

TOTAL as a Gold member of Switzerland Global Enterprise 210.00

You will find the corresponding membership form in the appendix.

Payment terms

Payment	50 % down payment due immediately upon receipt of order confirmation 50 % balance 30 days net from the final invoice date
Delivery	You will be notified of the delivery date for your project when we receive your order confirmation. This date will depend on local factors and any external suppliers involved. The delivery period does not begin until we have received the down payment.
Validity	24.08.2018

In the event that the client should commission S-GE to perform a service which entails expenses (such as for hotels, transportation, restaurants, etc.) and S-GE finances these in advance, these costs will be billed to the client along with a 2% administration surcharge (expenses are not eligible for discounts).

Should work exceed the framework set out in this offer, Switzerland Global Enterprise will ask for the written agreement of the ordering party before proceeding.

4. PROJECT ORGANIZATION

In carrying out this project, Switzerland Global Enterprise will work with the following parties:

Client	Swiss AI-based technology start-up company
Project Management	Switzerland Global Enterprise, Zurich Ms. Jacqueline Tschumi
Network Partner	Swiss Business Hub Japan, Tokyo Ms. Yumiko Kijima

In fulfilling its project, Switzerland Global Enterprise may, under certain circumstances, need to enlist the services of third parties.

5. CONFIDENTIALITY

Switzerland Global Enterprise guarantees that it will handle all documents and information received from its clients for the purposes of executing its project in strict confidence.

6. GENERAL TERMS AND CONDITIONS

By signing the order attached to this offer, the undersigned company confirms that it commissions Switzerland Global Enterprise subject to the terms set out in this offer. The undersigned company confirms that it has read and accepted the General Terms and Conditions of Switzerland Global Enterprise, which are published and can be viewed at www.s-ge.com/terms

The undersigned company acknowledges that the aforementioned General Terms and Conditions are an integral part of this project.

7. ORDER - DEADLINE FOR REGISTRATION IS OCTOBER 1, 2018

Company Name	_____
Contact Person	_____
Address	_____ _____
ZIP / City	_____
Phone	_____ E-Mail _____

We accept the offer and hereby engage Switzerland Global Enterprise to execute the following project:

Japan	Price CHF (excl. VAT)	Delivery Time (weeks)
Marketing Support	250.00	November 20, 2018
<ul style="list-style-type: none"> ■ Sales Support Standard Package 		
TOTAL	250.00	

Become a Gold member of Switzerland-Global Enterprise and profit from a **discount of 15 %** (except for expenses) on the services provided by Switzerland Global Enterprise (following confirmation of the membership). For further information, visit <http://www.s-ge.com/member>.

TOTAL as a Gold member of Switzerland Global Enterprise 210.00

<input type="checkbox"/>	<p>Yes, we would like to become a Gold member of Switzerland Global Enterprise and benefit from the many advantages this offers, and we accept the membership statutes (www.s-ge.com/statutes). (Entitlement to the aforementioned benefits only begins once full membership has been confirmed by Switzerland Global Enterprise).</p> <p>If you are interested in becoming a member, please check the box on the left, then complete and sign the enclosed membership form and return it to us.</p>
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Place / Date:

Authorised signatory (signatories):

Please sign the enclosed copy and return it to

Switzerland Global Enterprise
 ExportHelp
 Stampfenbachstrasse 85
 CH-8006 Zurich

T 0844 811 812
 F 0844 811 813
exporthelp@s-ge.com

Declaration Form

For Switzerland Global Enterprise
(S-GE) Membership

1. COMPANY AND ADDRESS

Company: _____

Street, Number: _____

PO Box: _____

Postal Code / City: _____

Contact Person: _____

Position: _____

Telephone: _____

E-mail: _____

www: _____

Twitter: @ _____

LinkedIn Corporate Profile: _____

2. REGISTRATION IN THE COMMERCIAL REGISTER

Place and date: _____

Foundation year: _____

3. DOES YOUR COMPANY BELONG TO A CORPORATE GROUP?

Yes No

If yes, to which group? _____

I have read and accepted the bylaws at s-ge.com/statutes

You will receive a confirmation from us upon receipt of this declaration.

Place / Date: _____

4. KEY FIGURES

No. of employees: _____

Total annual turnover: _____

Export Percentage: _____

5. MEMBERSHIP FEE ACCORDING TO THE FOLLOWING CRITERIA (VAT NOT INCLUDED)

Silver-Membership (see benefits)

Microenterprises (max. 10 employees): CHF 350.-

Gold-Membership (see benefits)

up to 5 million total turnover: CHF 700.-

up to 50 million total turnover: CHF 1'100.-

up to 150 million total turnover: CHF 1'500.-

up to 250 million total turnover: CHF 1'800.-

over 250 million total turnover: to be agreed

Holding membership: at least CHF 2'000.-

Public corporations: to be agreed

Associations: to be agreed

S-GE suppliers: to be agreed

Company stamp and signature: _____

Please send to: Switzerland Global Enterprise, Member Management, Stampfenbachstrasse 85, CH-8006 Zurich, as a PDF to member@s-ge.com, or complete online at www.s-ge.com/joinusnow.

Membership data is stored by S-GE, its contact points and the network partners that cooperate with S-GE in Switzerland and abroad and used for internal market research purposes. General and publicly available member data may be forwarded to third parties and are published on the Internet and are accessible from third parties. Members declare their consent to S-GE, its contact points and the network partners that cooperate with S-GE in Switzerland and abroad informing them by letter, telephone and e-mail about their own and general economic activities during and after termination of membership. In so doing, S-GE observes the legal regulations laid down in the Data Protection Act and the regulations on unfair competition as stipulated by federal law.