

Ohio

**Development
Services Agency**



SME SUPPORT JAPAN

Informational Webinar: Online Business Matching for Ohio Companies

Sponsored by
Ohio Development Services Agency
SME SUPPORT JAPAN
(Organization for Small & Medium Enterprises and Regional Innovation, JAPAN)

Today`s Agenda

- Greetings and Introductions
 - Ohio Development Services Agency (3 to 5min)
 - SME SUPPORT JAPAN (3min)
- Overview of Japan (5min)
- Overview of J-GoodTech (30min)
- How to operate J-GoodTech - video (5min)
- Q&A Session (5 to 10min)
- Closing (3min)

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- Overview of Japan
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- How to operate J-GoodTech - video
- Q&A Session
- Closing

Lydia Mihalik
Director

Ohio Development Services Agency

Ohio

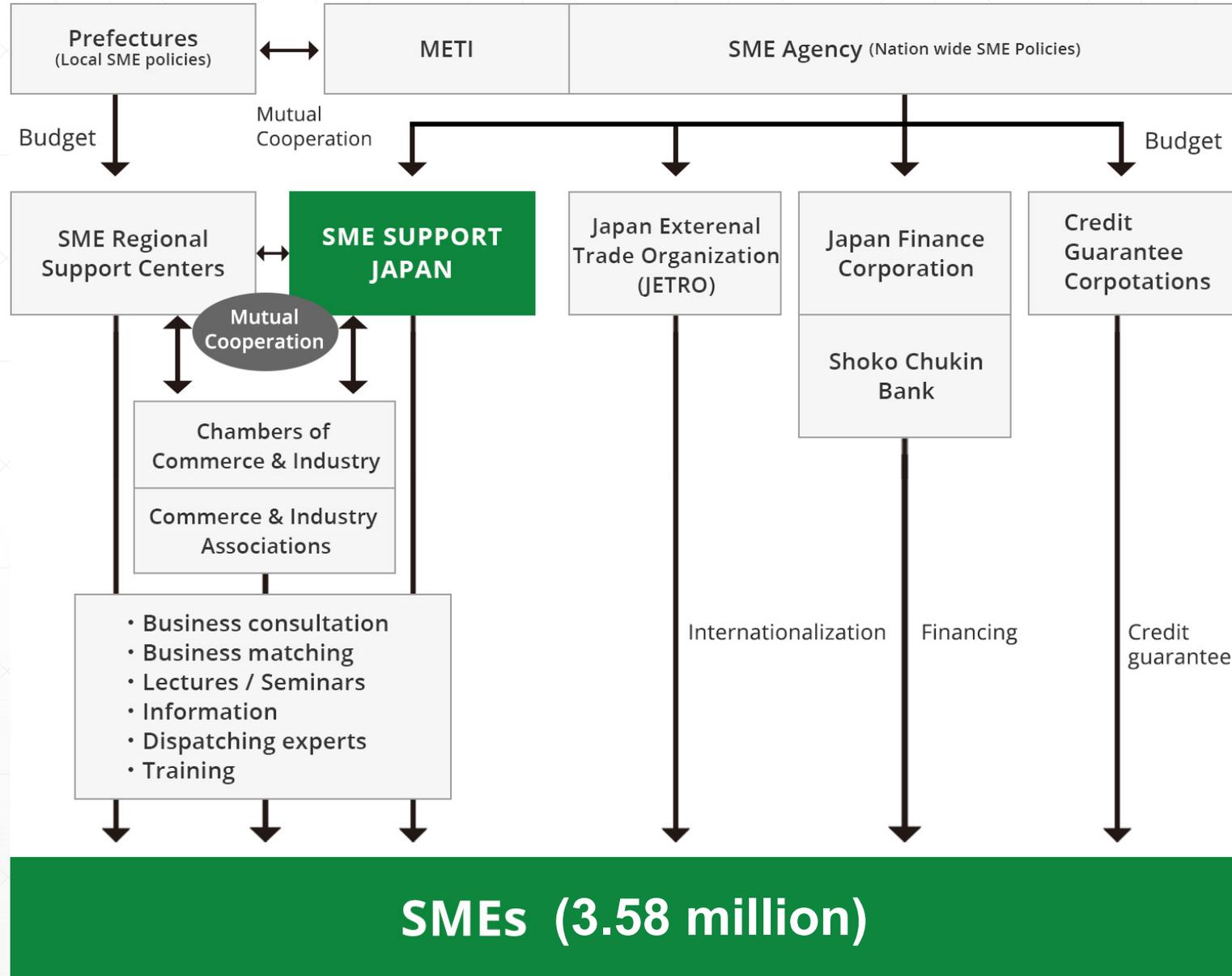
Development Services Agency

- Japan is a great trade partner.
- J-GoodTech can open new opportunities for Ohio businesses.
- Development can help with a network of advisors and three specific programs to build export success.
- Visit ExportAssistance.Development.Ohio.Gov.

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Katsuhisa Takiguchi
Director
Marketing Support Division
SME SUPPORT JAPAN

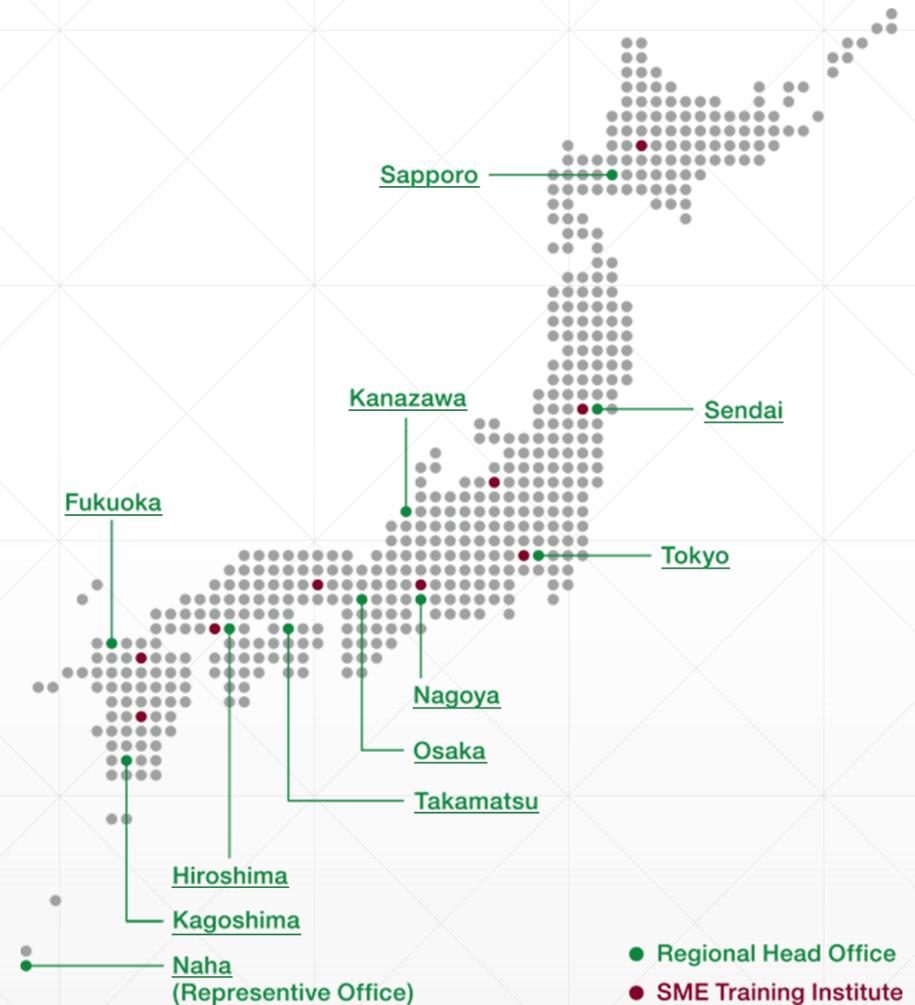
Role of SME SUPPORT JAPAN in Policy Implementation



Nationwide support network

Nationwide support network

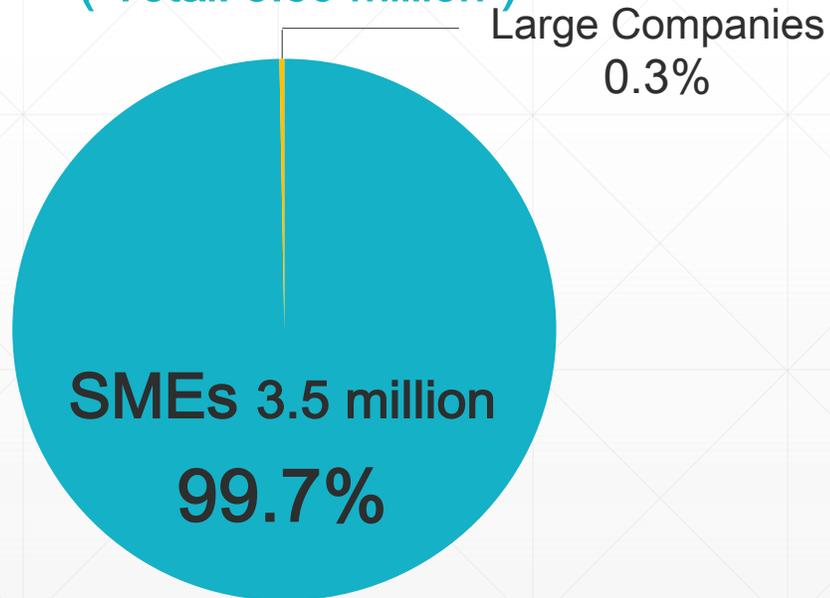
- 9 Regional Head Offices & 9 SME Training Institutes
- Approx. 750 employees
- Over 3,400 registered experts and advisors
(ex. lawyers, CPAs, tax accountants, consultants, etc.)
- Capital \$ 10,729,212,886



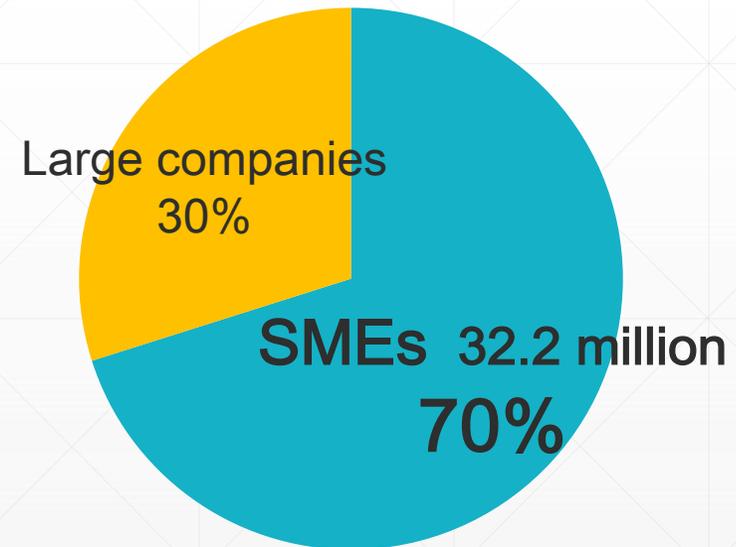
Definition of SMEs

	Manufacturing and Others	Wholesale	Retail	Service
Capital (\$)	3 million or less	1 million yen or less	0.5 million or less	0.5 million or less
Number of Employees	300 or less	100 or less	50 or less	100 or less

Number of Enterprises
(Total: 3.59 million)



Number of Employees
(Total: 46.79 million)



J-GoodTech: Business Matching Platform

Overseas businesses



J-GoodTech provides a platform and opportunity to find business partners, technologies, products and services.

Face to Face or Online Business Meetings

Joint development, Technology sharing, Match-up etc.

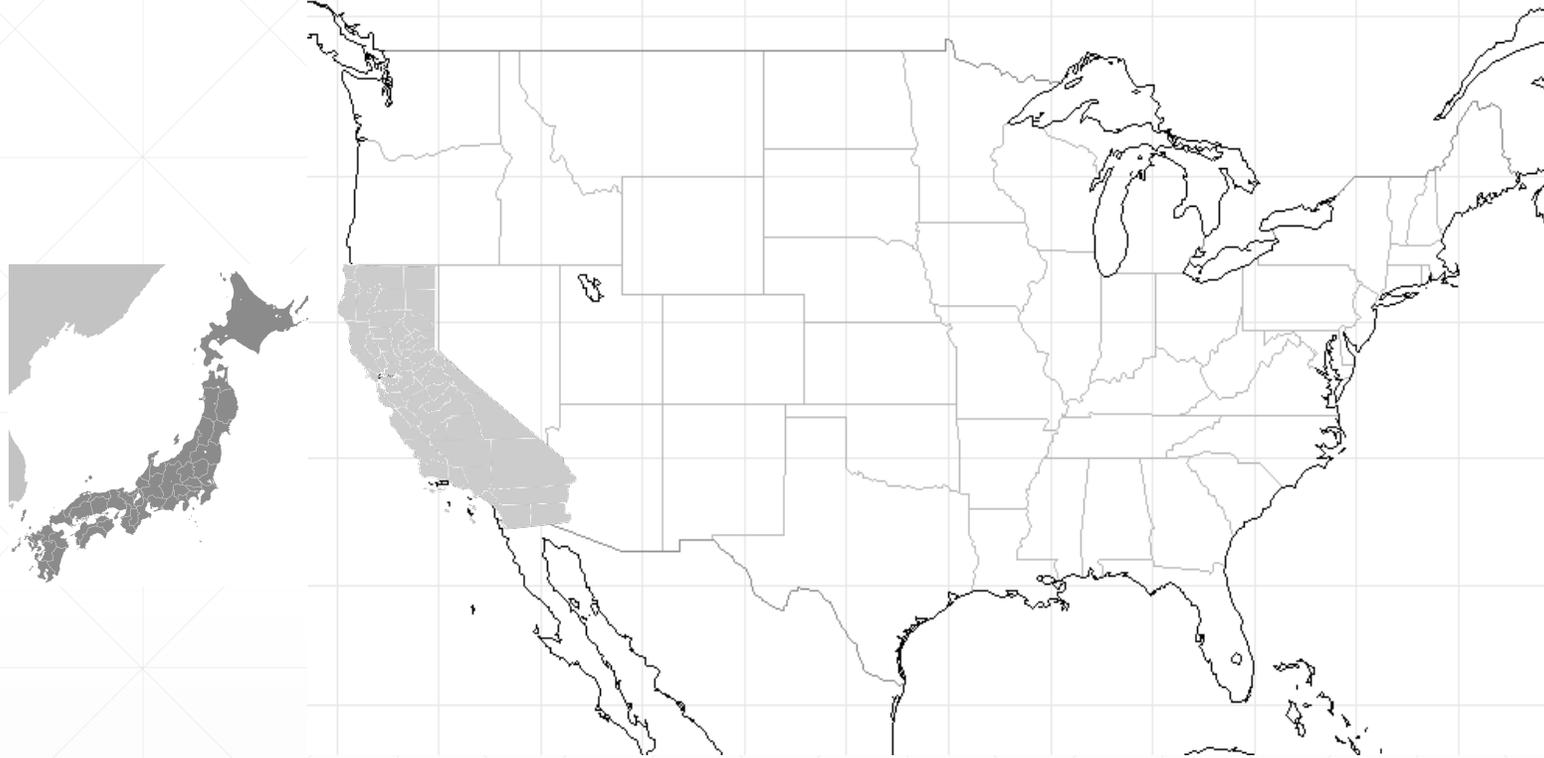
Supported by Business Coordinators of SME SUPPORT JAPAN (communication, matchings, etc.)

\$ = No fees

Outstanding Japanese SMEs

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Seiji Hanabusa
Deputy Director
Marketing Support Division
SME SUPPORT JAPAN



Land area of California
1/3 Population of USA

No.1 in GDP

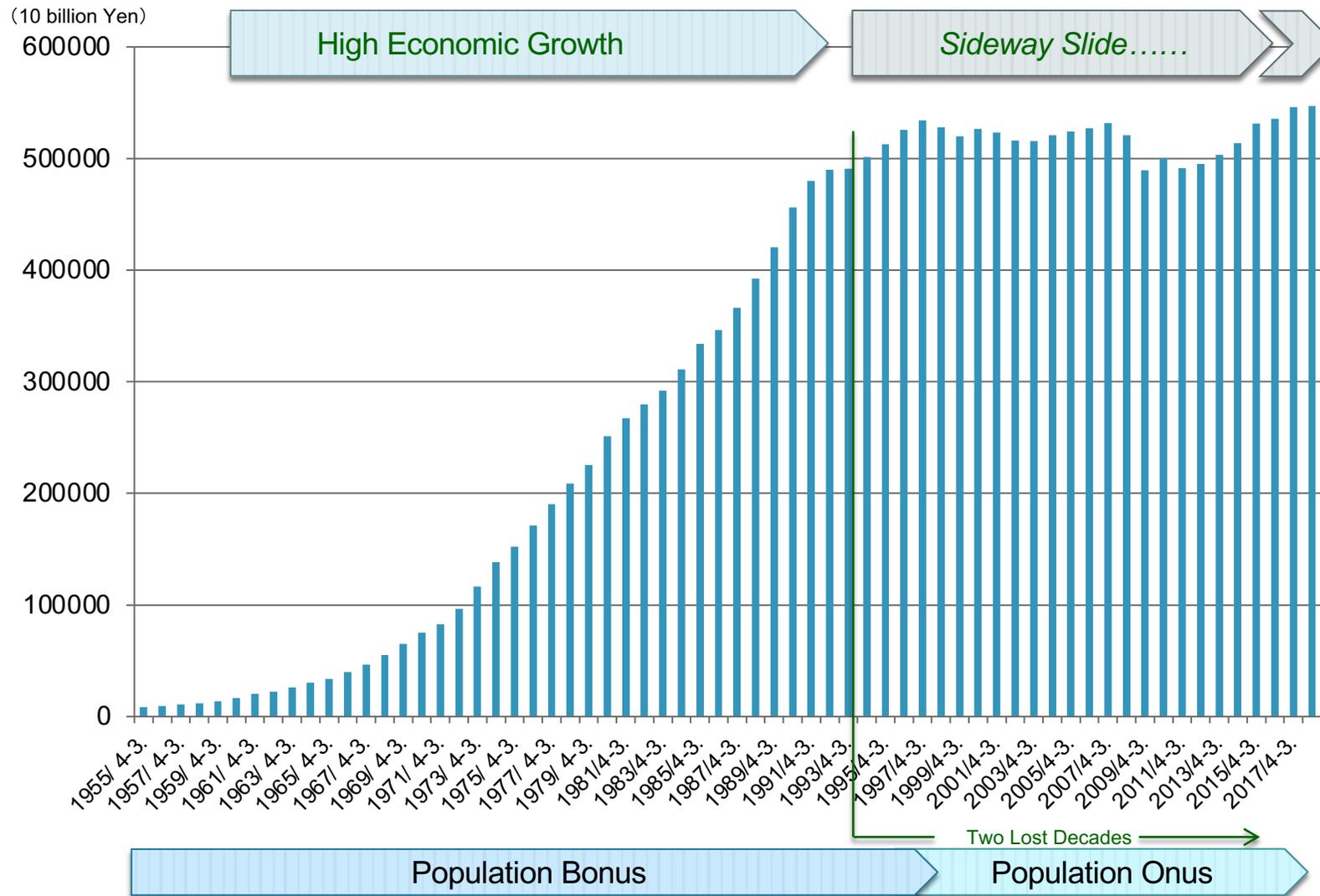
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Land area of Japan
Population of Japan

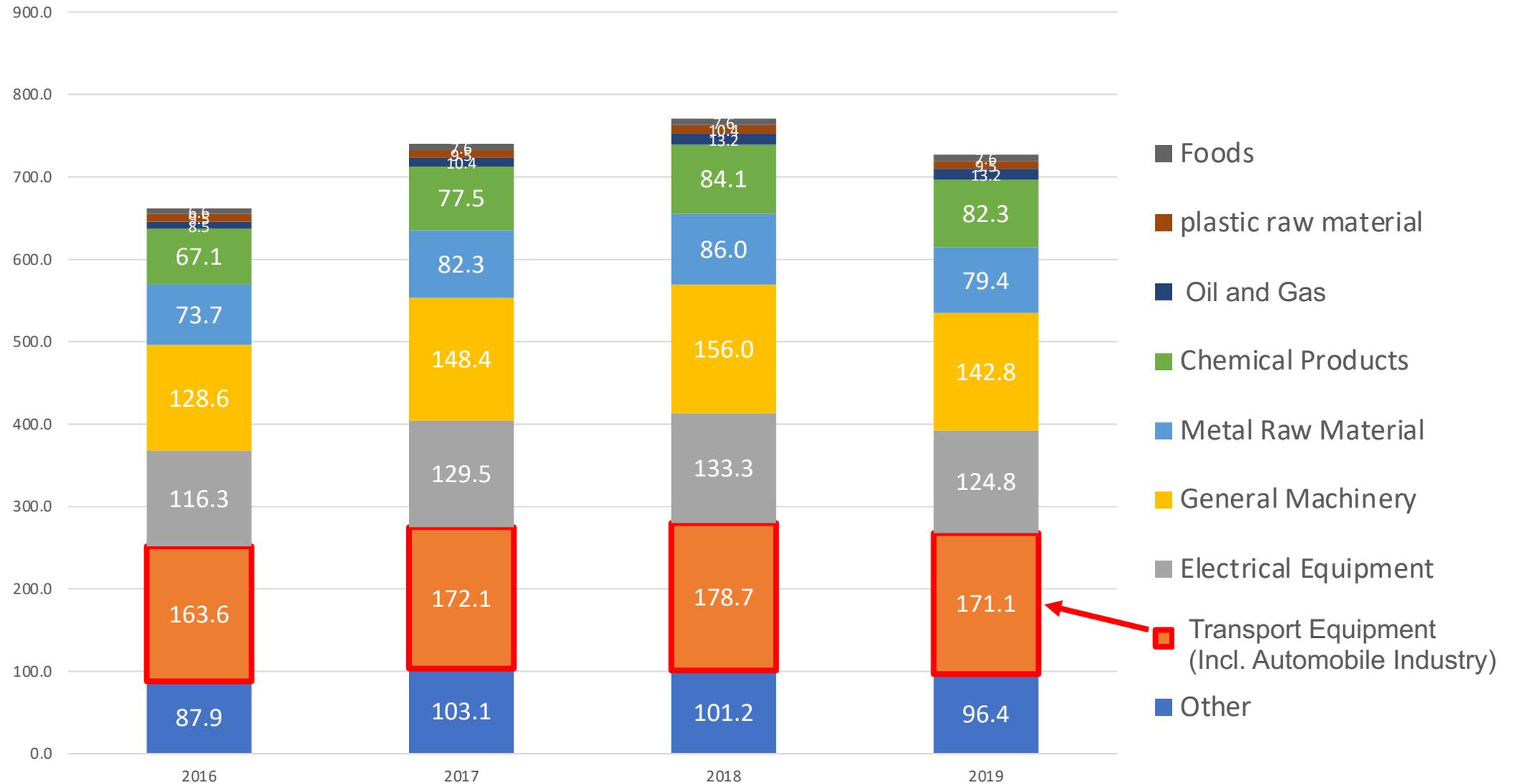
No.3 in GDP

Nominal GDP Trend: Postwar Japan



Source: Cabinet Office SNA(National Accounts of Japan)

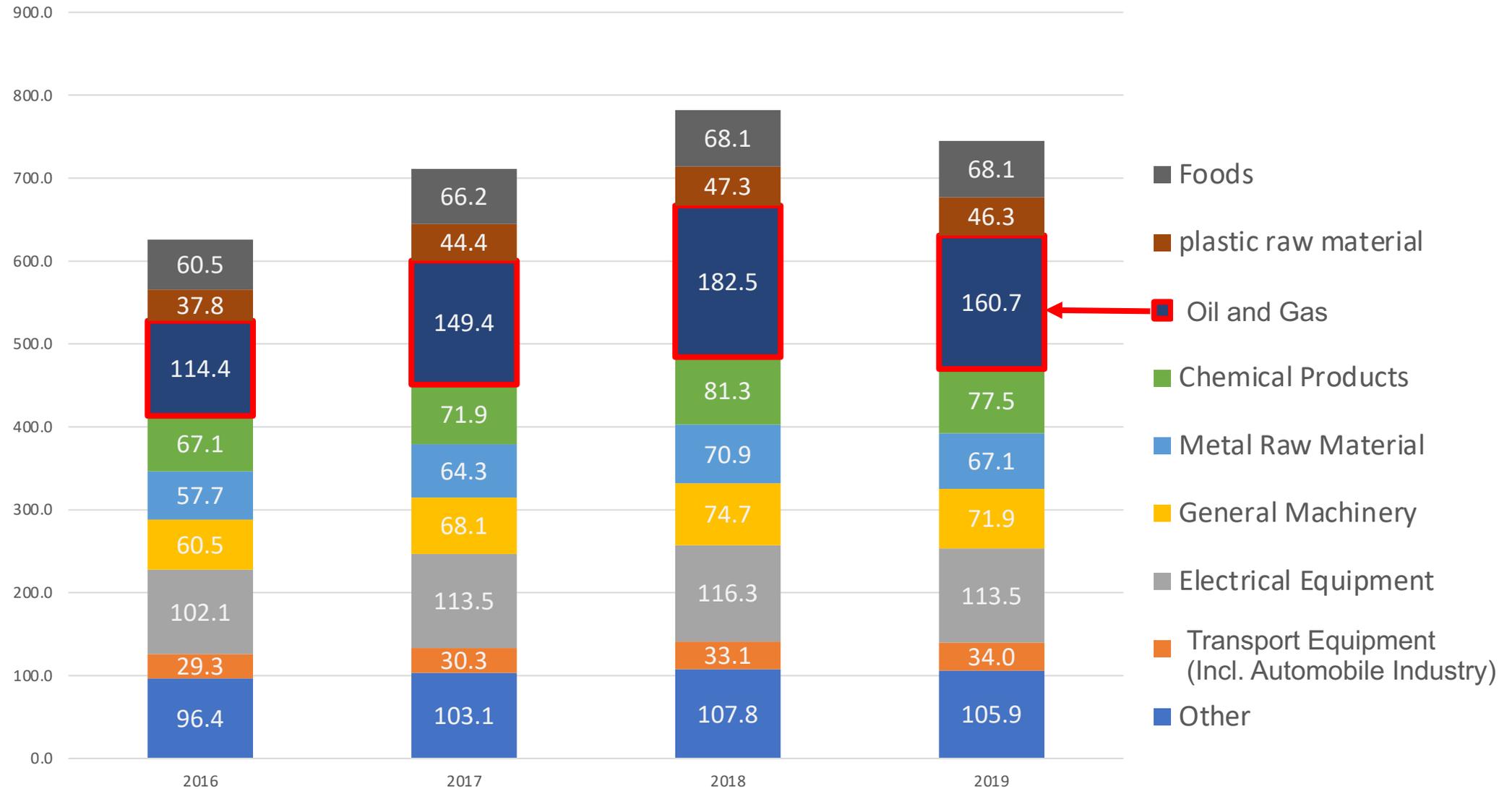
The Exports Commodities from Japan



(Billion \$)

Source: Ministry of finance, Trends of major imports and exports to the world

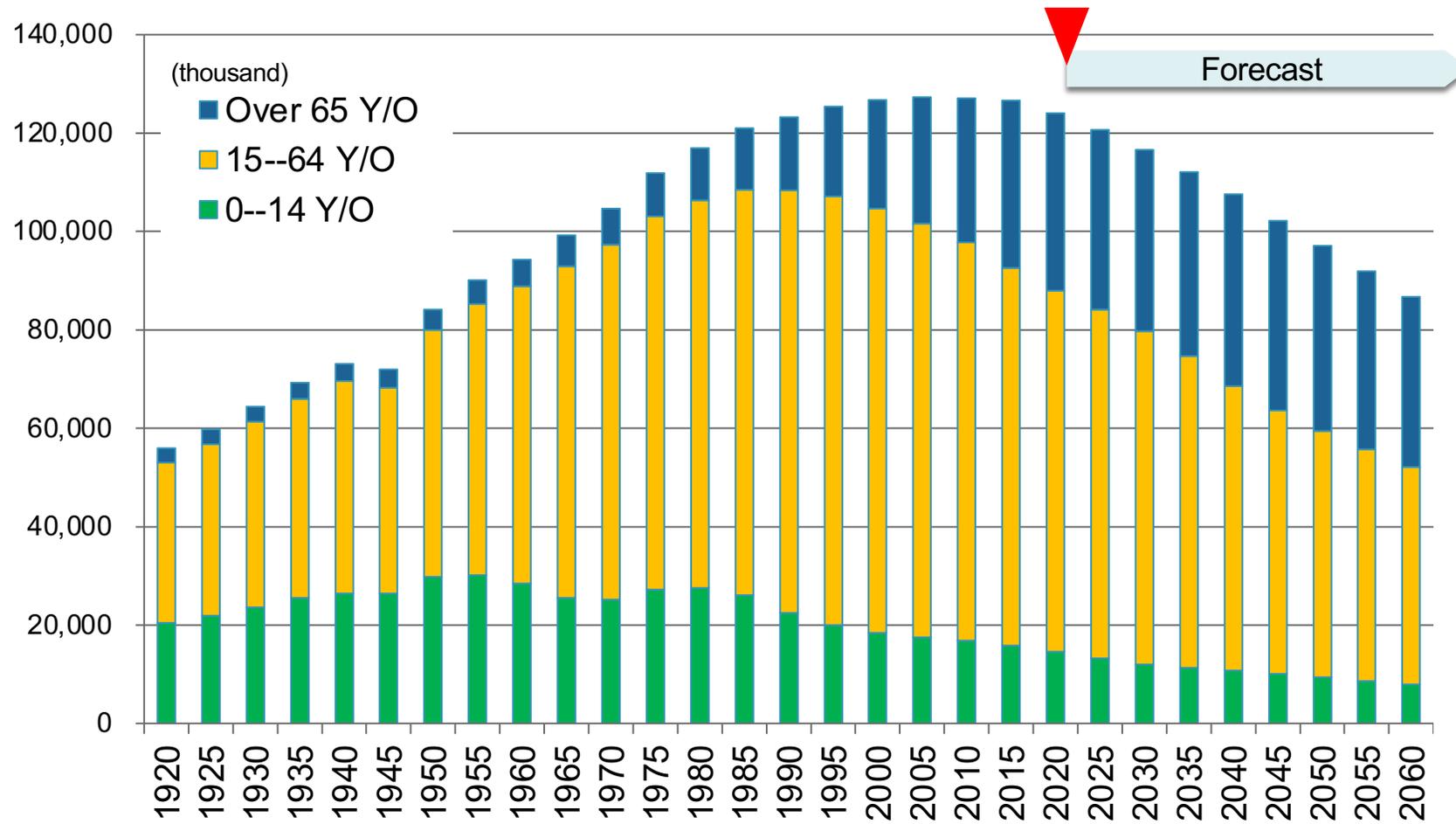
The Import Commodities for Japan



(Billion \$)

Source: Ministry of finance, Trends of major imports and exports to the world

Japan's Population Trend and Forecast



Source: MHLW, White Paper

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Zendai Abe

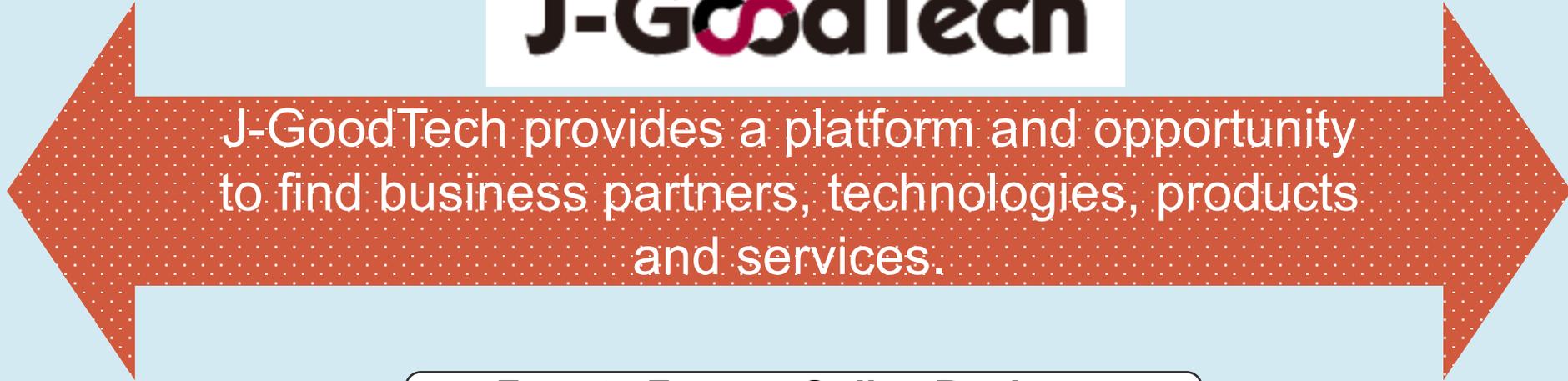
International Relations & Operational Advisor

Marketing Support Division

SME SUPPORT JAPAN

J-GoodTech: Business Matching Platform

Overseas businesses



**Supported by Business Coordinators
of SME SUPPORT JAPAN (communication, matchings, etc.)**

 = **No fees**

Outstanding Japanese SMEs

“J-GoodTech” as enabler of increased B to B activities

ジエグテック

J-GoodTech

<Necessary Information>
Level of technology?
Companies with solutions?
Quality of products?
How can we import?

Your
Company

Seeking new
technology and
partners

- Sharing corporate and product info.
- Import and Export activities
- Investments/Est. Joint Ventures
- Global Expansion

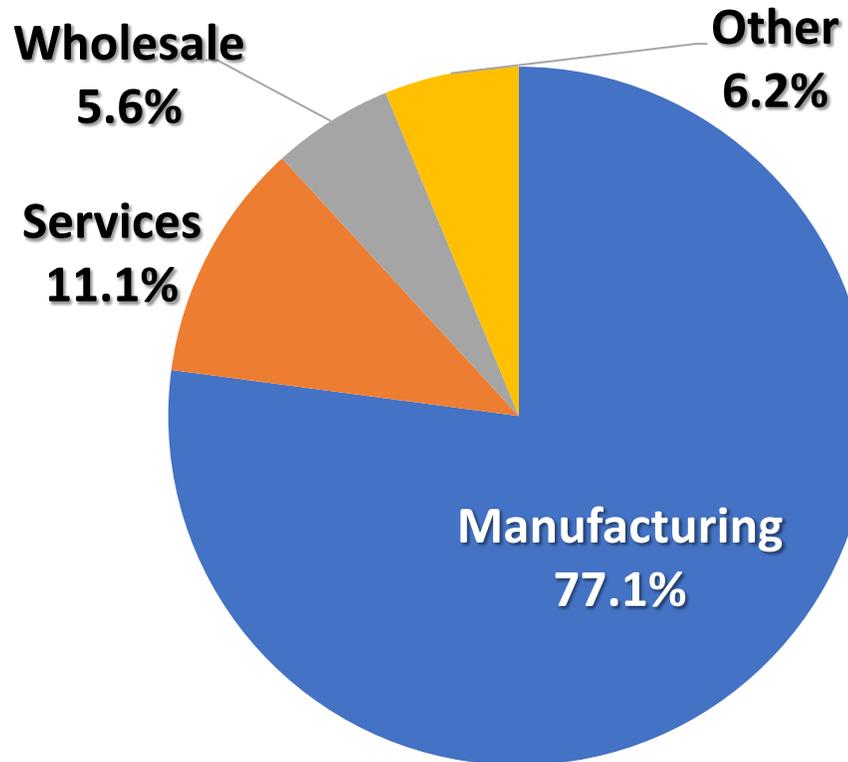
Information exchange between SME
SUPPORT JAPAN and overseas
organizations. (e.g. **ODSA of Ohio**)
⇒Eliminates uncertainties between
companies, enabling seamless business
arrangements

Select
Japanese
SMEs
(17,000
Companies)

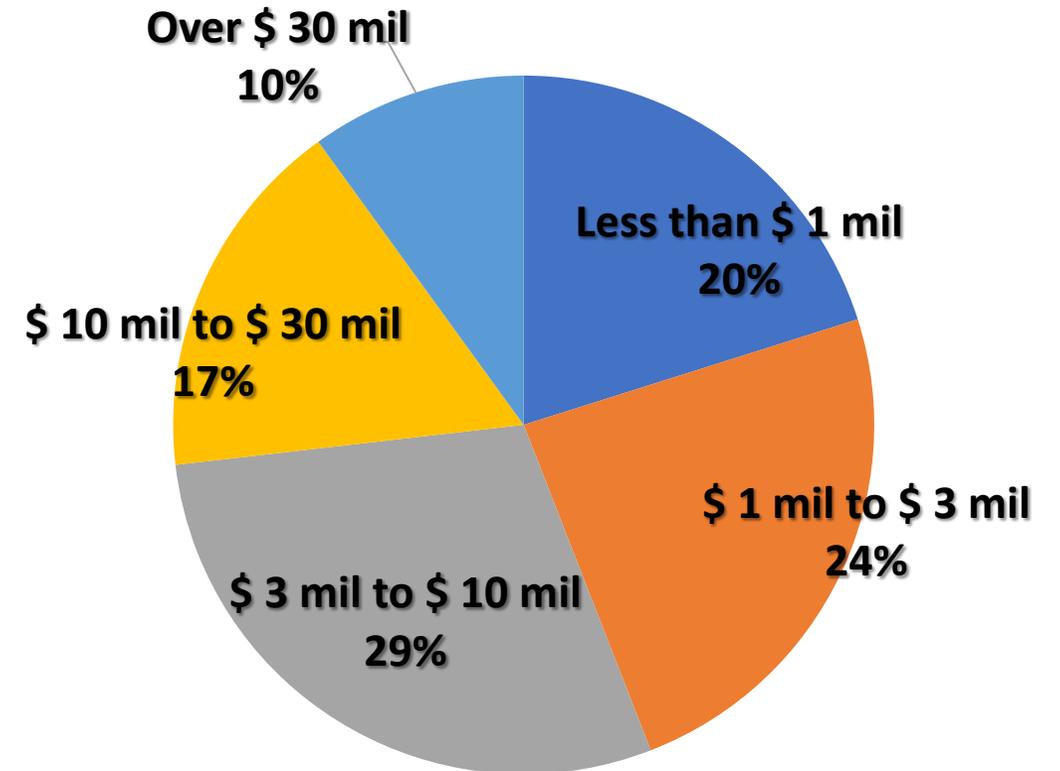
Seeking new
business
opportunities and
partners

Summary of Japanese companies on J-GoodTech

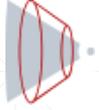
Business Sectors of Japanese companies on J-GoodTech



Revenue of Japanese companies on J-GoodTech



Functions to find a business partner through the platform



1 Promote your company (My Page)

You can advertise your company's products, technology and services, then, among other things, receive inquiries and sales leads from the other member companies.



2 Company search

Search for companies, as well as technologies, products, and services using keyword searches with specific terminology for materials, equipment, technologies and services.



3 "Needs" function

You can always share your needs to all the members to develop products, seek collaboration on projects and for anything your business may need to be stronger.



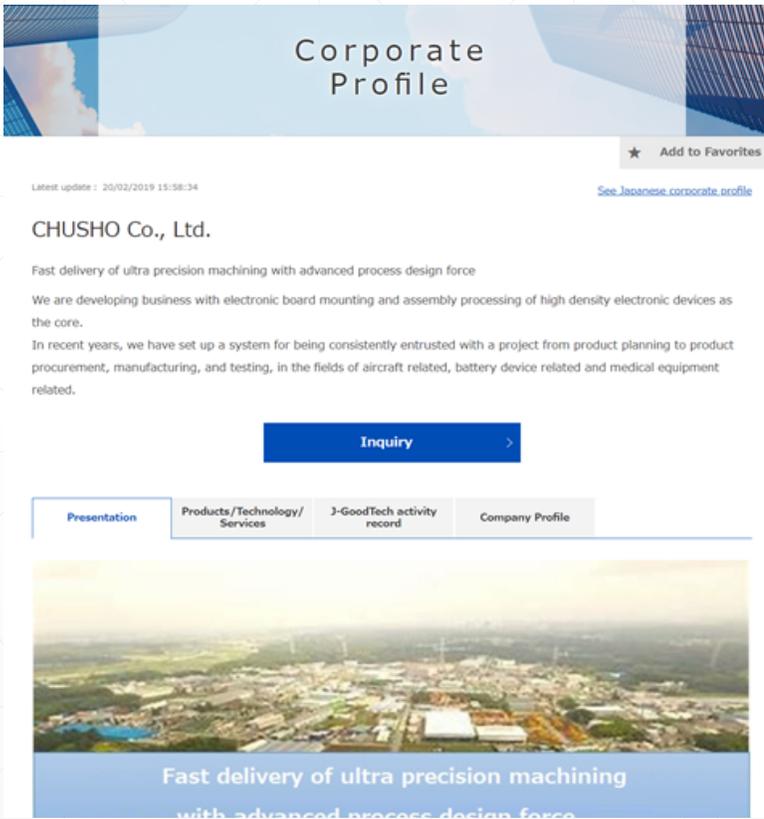
4 Topics

Easily exchange ideas and views on any matter. Introduce new products or events to all the members.

Promote your company (My Page)

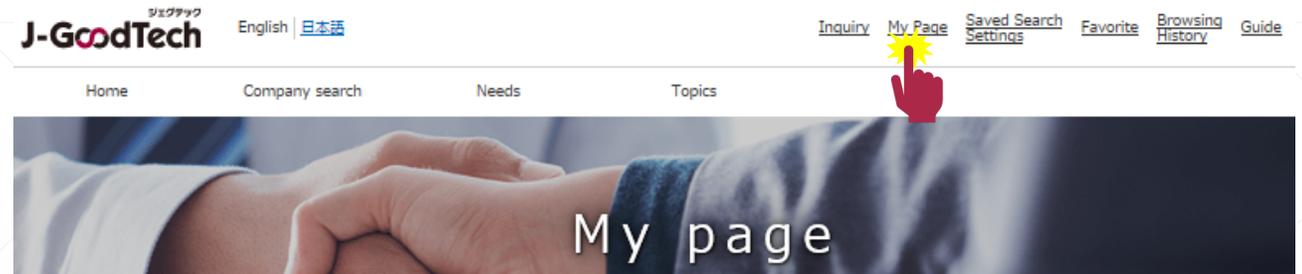
Promote
your
company
(My Page)

You can edit your “Corporate Profile” page on J-GoodTech to promote your business and products.



The screenshot shows the 'Corporate Profile' page for CHUSHO Co., Ltd. The page features a header with the company name and a 'Corporate Profile' title. Below the header, there is a navigation bar with tabs for 'Presentation', 'Products/Technology/Services', 'J-GoodTech activity record', and 'Company Profile'. The main content area displays a large image of a factory with the text 'Fast delivery of ultra precision machining with advanced process design force'. A blue 'Inquiry' button is visible below the text.

Promote your business by showing your products, technologies, and services along with pictures.



The screenshot shows the J-GoodTech website navigation menu. The menu includes links for 'Home', 'Company search', 'Needs', and 'Topics'. The 'My Page' link is highlighted with a red hand cursor icon. Other links include 'Inquiry', 'Saved Search Settings', 'Favorite', 'Browsing History', and 'Guide'.

POINT

- Clearly state your strengths
- Mention how you want to collaborate with Japanese Companies.



If you receive an inquiry through the platform, a notification will be sent by an email.

Company search

Search for companies, as well as technologies, products, and services using keyword searches with specific terminology for materials, equipment, technology and services.



Company search

Home Company search Needs Topics

Company Search

Free word input

CHUSHO Co., Ltd.

AND
OR
Search as a single tag

Specify industry

Simplified setting Detailed setting

Not specified

Specify area

Country

Search results

Search companies (2) Items Search products (0) Items

Save search settings

Add to Favorites

CHUSHO Co., Ltd.

We are developing business with electronic board mounting and assembly processing of high density electronic devices as the core. In ...

CHUSHO Co., Ltd., CEO Ichiro Chusho http://xxxx.co.jp/ +81-03xxxxxxx Apr 22, 1975...precision machining for **diesel engines** d ...

Corporate Profile

Add to Favorites

Latest update : 20/02/2019 15:58:34 [See Japanese corporate profile](#)

CHUSHO Co., Ltd.

Fast delivery of ultra precision machining with advanced process design force

We are developing business with electronic board mounting and assembly processing of high density electronic devices as the core.

In recent years, we have set up a system for being consistently entrusted with a project from product planning to product procurement, manufacturing, and testing, in the fields of aircraft related, battery device related and medical equipment related.

Inquiry

Presentation Products/Technology/Services J-GoodTech activity record Company Profile

Fast delivery of ultra precision machining with advanced process design force



If you receive a reply from the registered company through the platform, a notification will be sent by an email.

“Needs” function



“Needs” function

The “Needs” function lets you post information on technologies, products, and services you want to find on J-GoodTech.

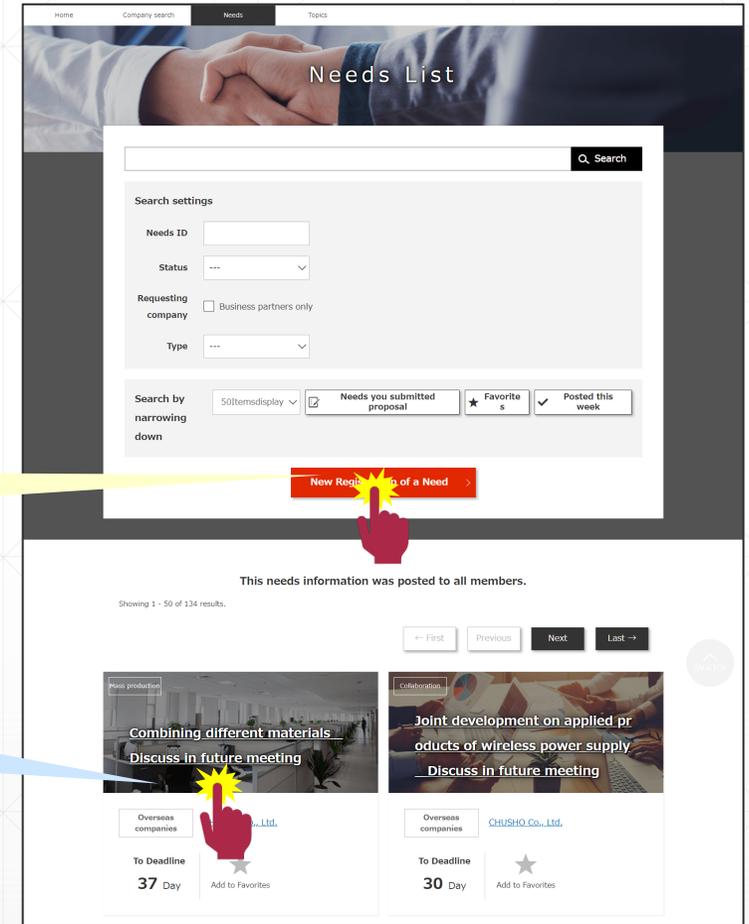
It also lets you propose solutions regarding posted “Needs”. This function assists in furthering business discussions.

You can post “Needs” information on J-GoodTech with clicking the “New Registration of a Need” button.

You can propose offers regarding posted “Needs” with clicking tiles.



If you receive a proposal from the register company through the platform, a notification will be sent by an email.





4 Topics

This is a place you can post an announcement or a message for the members.

List of Topics

Topics is a bulletin board where members can exchange information with other members.

Topics category

- Knowhow
- Ask advice to other users
- News from J-GoodTech Management Office
- Announcement (Event schedule)
- Free topics

Keyword search

Topics you are currently participating in

Favorite topics

Topics you are currently participating in

Favorite topics

Topics you are currently participating in

Favorite topics

Create a new topic >

Equipment **Material** **Technology**

Reduce cost **Make something better**

Knowhow

Views : 11

★ 業務委託承ります!!

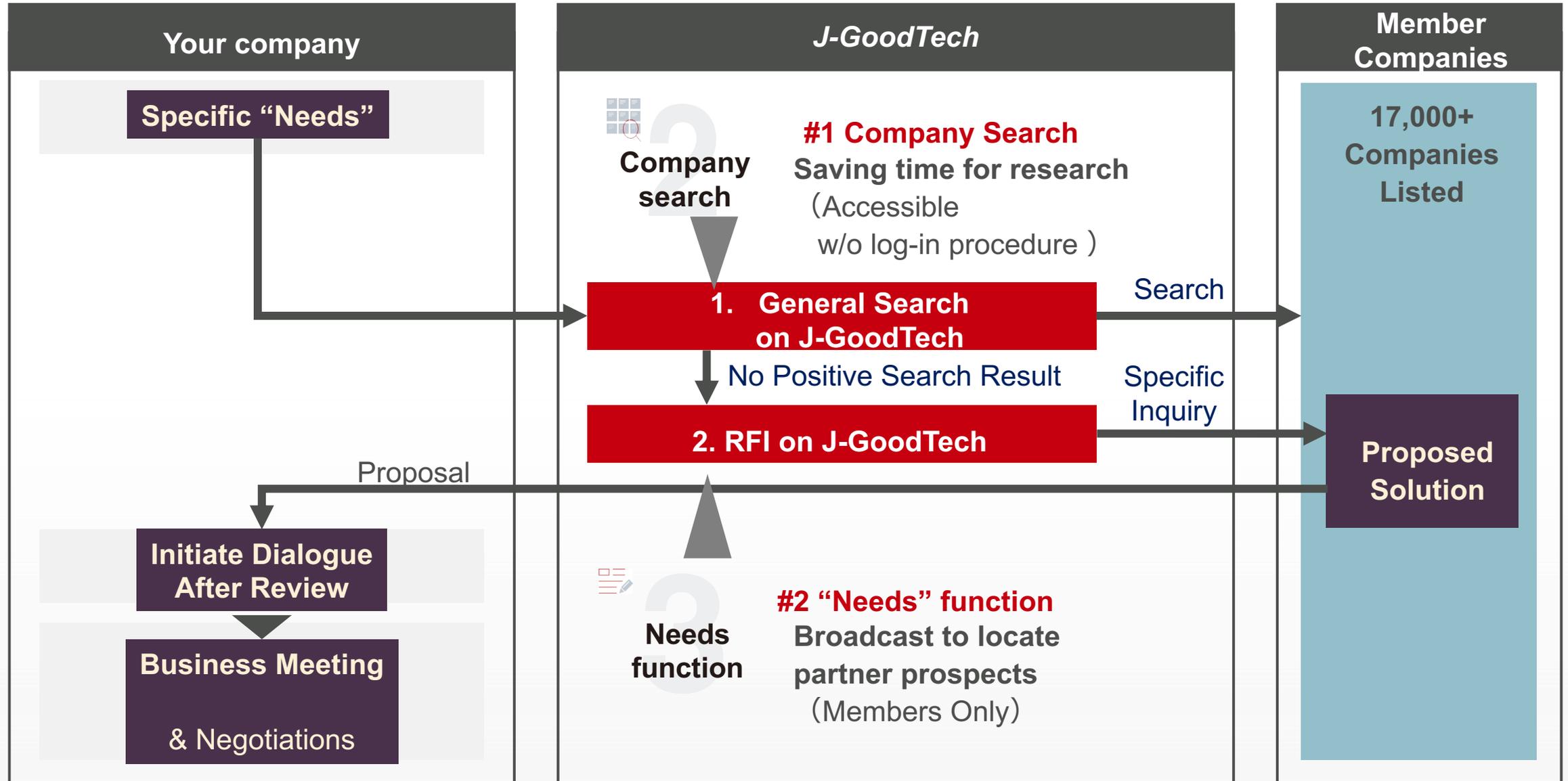
弊社は装置&部品加工メーカーであり、色んな方面からご協力出来るがあると思います。ご多忙とは思いますが、是非一度御見積りをさせて頂きたく思います。いつでもお気軽にご連絡をお待ちしております。

アイテック株式会社 〒373-0847 群馬県太田市西新町135-7 TEL : 0276-33-8887 FAX : 0276-33-8889 営業課 相場克彦 E-mail : k-aiba@itech-inc.co.jp URL : http://www.itech-inc.co.jp



If you receive a comment through the Topic function, a notification will be sent by an email.

Actual process/flow of contacting Japanese SMEs or other companies on J-GoodTech



Matching Example



Company search

Japanese co.

- Category
Manufacture of electrical machinery, equipment and supplies

- Employee
40 employees

Manufacturer specialized in producing parts utilized in various fields such as surveillance cameras for crime prevention, robots, measurement instruments, and medical equipment.



Company Profile

J-GoodTech

ジエグテック

Created a business relationship through the platform

European Co.

- Category
Manufacture of chemicals and chemical products

- Employee
8 employees

Pioneering an innovative carbon chemicals. This can make the industries develop materials with enhanced and monitored performances.



Company Profile



OUTCOME

Japanese company sent an "Inquiry" from J-GoodTech to improve their product and achieve higher performance.

They signed an NDA and they are continuing to exchange information.

Matching Example



“Needs”
function

Japanese Co.

- Category
Design, production & construction of structures for the park & urban environment



Company
Profile

- Employee
40 employees

Developed environment resistant steel (anti-corrosion), and established the integrated system.

ジエグテック
J-GoodTech

Created a
business
relationship
through the
platform

ASEAN Co.

- Category
iron casting
parts



Company
Profile

- Employee
8 employees

Producing small & large casting parts using FC/FCD material. Also has technology of lost wax casting and export to Europe.



UT COME

**Japanese and ASEAN company agreed to a manufacturing cooperation.
This cooperation improved productivity for both companies.**

Important Key Notes

- 1. Log-in and set your own password**
- 2. Go to “My page” and enter your corporate information**
- 3. Browse J-GoodTech thoroughly**
Perform “Company search”
Visit the “Needs List” page dedicated to US companies
- 4. Check email sent from “jgoodtech_cs2@smrj.go.jp”**

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Zendai Abe

International Relations & Operational Advisor

Marketing Support Division

SME SUPPORT JAPAN

ジェグテック
J-GoodTech  Operation Guide

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Ryo Hayakawa
Project Coordinator
Marketing Support Division
SME SUPPORT JAPAN



Thank you for your attention.

[Contact Information]

(J-GoodTech)

URL: <https://jgoodtech.jp/pub/en/>

(Sign up for J-GoodTech)

URL: https://jgoodtech2.smrj.go.jp/lp/american_com/sign_up_form

(SME Support, Japan)

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