



shaping tomorrow with you

Guide to Fujitsu Accelerator Program Season 4 (February–September 2017)

Fujitsu Accelerator Program Office

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■ Program Goal

- We aim to deliver new values to the world through open innovation; by combining startup's innovative technologies and products with Fujitsu Group's products, solutions, and services.

■ Program Summary

- Through application screening and interviewing, teams composed of a Startup, Fujitsu business unit are formed to create new business.
- Please refer to "Application Themes" on the next page for areas of business to be covered in this program.
- When a formal business collaboration is established, funding from Fujitsu's corporate venture funds is a possibility.

[Press Release] Fujitsu Establishes New Corporate Venture Fund:

<http://www.fujitsu.com/global/about/resources/news/press-releases/2015/0401-01.html>

■ Targeted Startups

- Startups who are willing to drive business in the Japanese market

■ Program Benefits

- Business collaboration fully leveraging Fujitsu Group's assets.
 - Customer reach in Japanese market (over 170K customers)
 - Business functions required for large-scale delivery
 - Distribution channel, maintenance support, production, call center, etc.
 - Max. 1 year trial usage of Fujitsu cloud platform "K5"
 - Max. 6 month trial membership for open access members DIY workshop "TechShop Tokyo" (Roppongi Ark Mori Bldg.)
- Business collaboration teaming with Fujitsu business unit stakeholders
- Possibility of funding by Fujitsu Corporate Venture Funds
- Promotion of Startup's products by utilizing Fujitsu's internal/external media outlets

1. Fujitsu Accelerator Program Overview



■ Application Themes

Please select from the following categories when applying to the program.

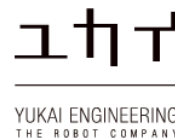
- A) Artificial Intelligence**
- B) Security**
- C) IoT**
- D) Cloud platform (PaaS/ SaaS)**
- E) Others**

■ Examples

Category	Proposal Content (Examples)
A	<ul style="list-style-type: none">• AI technology/ solution/ API for solving pain points for enterprises in various industry verticals (Finance Retail, and Local Government)• Deep learning technology/ unique AI technology to evolve AI platform service• Natural language processing technology (Voice recognition, multi-language support, local dialect support, etc.)
B	<ul style="list-style-type: none">• Minimize damage in case of a cyber attack• Dramatically reduce workload for security-related operations
C	<ul style="list-style-type: none">• Technology/ service for manufacturing industry and/or for maintenance operation, such as:<ul style="list-style-type: none">• Data input automation• Real-time prediction of anomaly during equipment maintenance• New IoT service combining battery-less sensor technology and LPWA / Sigfox technology
D	<ul style="list-style-type: none">• Evolving Fujitsu's cloud platform service<ul style="list-style-type: none">• Server-less architecture; Technology for application execution platform that does not require an application server• Advanced operation for IaaS/PaaS environment: Technology for dynamic configuration of cloud resource, and agile hyper-scale• Optimizing Cloud-Edge coordination for edge computing
E	<ul style="list-style-type: none">• Inter-vertical service to deliver new value for the financial sector• Stimulating regional society and/or agricultural value chain• Co-creation for new sharing business/ features for evolving existing sharing service<ul style="list-style-type: none">• Collaboration with SNS and payment methods in the market (ex: local currency, mileage program, credit cards, etc.)• Service to solve local community problems (ex: baby-sitting, vehicle sharing, housing, etc.)• Replacing existing community service and creating new value

1. Fujitsu Accelerator Program Overview

■ Achievements from the past seasons *In Japanese alphabetical order



■ Comments from Participating Companies



Soha Systems, Inc.
Vice President,
Business Development
Avishai Ziv

"We were able to successfully collaborate with Fujitsu through the Fujitsu Accelerator Program. Now, Fujitsu is a strategic partner of our company, not just in terms of the Japanese market but also globally. This program makes it very easy for any young start-up to execute their business, as we had the attention of senior executives who were a part of the accelerator board."



Studist Corporation
CEO,
Satoshi Suzuki

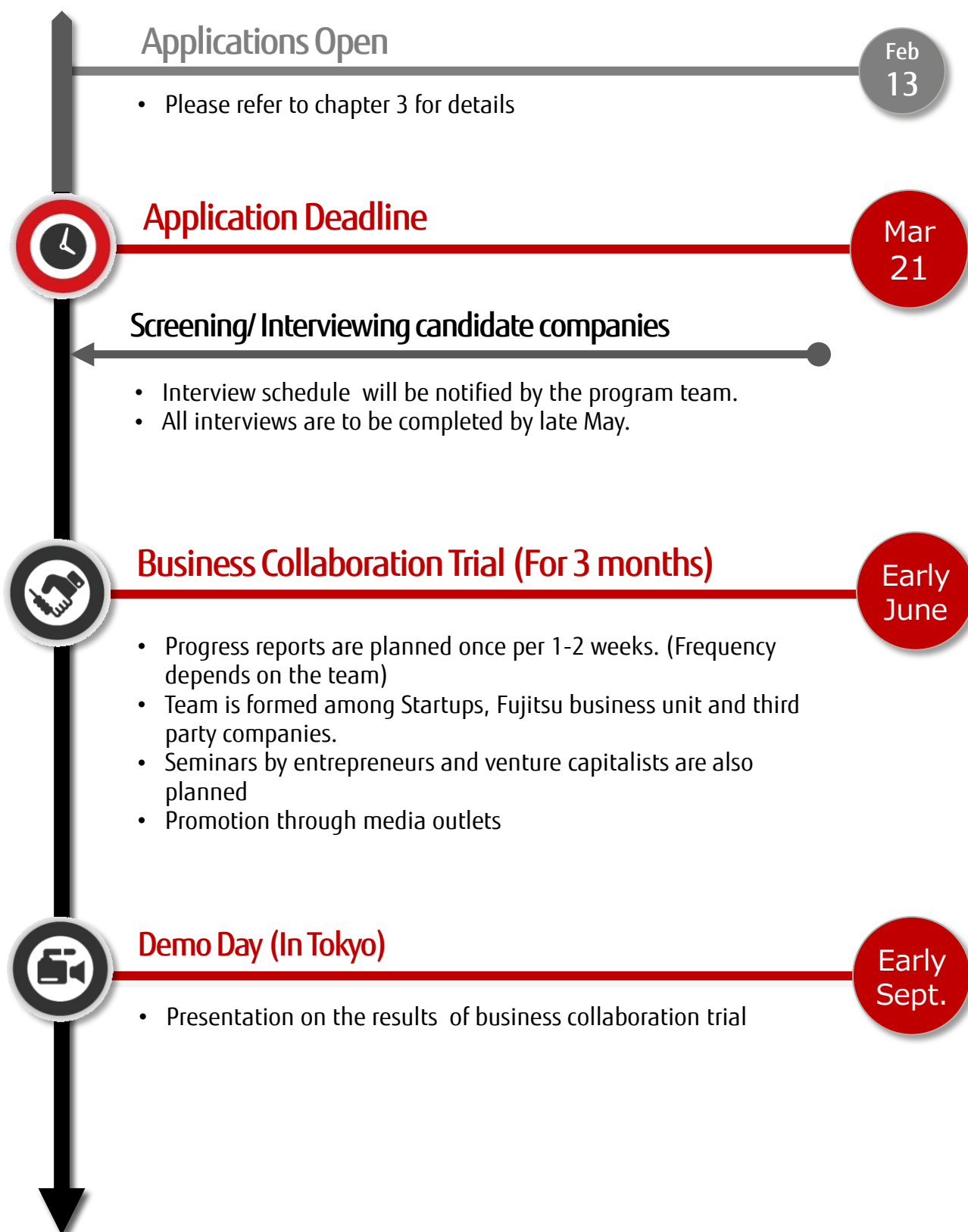
"We provide "Teachme Biz", a platform for creating and sharing photo and video-based manuals on PCs and smartphones. As business decision makers were an integral part of the Fujitsu Accelerator Program, we were able to identify new collaboration areas in the IoT business in a short timeframe of three months. We entered PoC testing phase with a Fujitsu customer immediately after the program."

*Akamai Technologies acquired Soha Systems in October 2016

Respective company names and titles on this page are "as-of" the program participation period

2. Program Schedule

Fujitsu Accelerator Program Season 4 (February through September 2017)



■ Please apply by using the attached Excel Sheet

- Application deadline: March 21st, 2017

■ Fujitsu Accelerator Program Office Contact

contact-fap@cs.jp.fujitsu.com

For inquiries, please contact the Fujitsu Accelerator Program Office

■ Fujitsu Privacy Policy

The information provided to this program (Personal information and business plan) will be handled accordance with privacy policy of Fujitsu Limited.

<http://www.fujitsu.com/jp/about/resources/privacy/> (In Japanese)

■ Fujitsu Business Stakeholders



Fujitsu Limited
Corporate Executive Officer
Hiroyuki Sakai



Fujitsu Kyushu Systems Limited
Corporate Vice President
Akira Ohshima



Fujitsu Research Institute
Corporate Senior Vice President
Izumi Nagahori



Fujitsu Broad Solution & Consulting Inc.
Corporate Vice President
Takashi Nakata

4. Program Supporters



Cyber Security Business Strategy Unit
Security Solutions Marketing Div.
Vice President

Ryuichi Senoo



Digital Front Business Unit
Innovation Business Div.
New Business Promotion Dept.
Director

Youichi Takatsu



Digital Front Business Unit
Information Integration System Div.
Director

Kazumi Saito



Local-Government & Education Systems Unit
Business Strategy & Development Div.
Vice President

Hideto Okada



Solution & Global Business
Development Div.

Manager

Hiroyuki Fukuda



Digital Business Platform Unit
Head of Unit

Masahiro Ohta



Network Services Business Unit
IoT Business Div.
Director

Kazumasa Kuroshita



AI Service Business Dev.
Vice President

Kaoru Chujo



Innovative IoT Business Unit
Deputy Head of Unit

Goro Kobayashi



Global Business Strategy Unit
Service Platform Strategy & Planning Office
Director

Nariyasu Hayakawa



Advanced System Research &
Development Unit
AI Platform Div.
Director

Hirofumi Nagai



Fujitsu Research Institute
Consulting Unit 1
Financial and Regional Consulting Div.
General Manager

Minoru Tochihara

Department name and title are as of February 2017

4. Program Supporters



■ Program Office/ Supporters



Fujitsu Accelerator Program Office
Ai Shiotani
Kentaro Honda
Akino Kondo
Keisuke Matsuo
Naomi Tokunaga (Senior Director)
Kiyoshi Anzai
Yuya Yoshizaki (From Left to Right)



(USA Office)

Fujitsu Laboratories of America, Inc.
Integration Service Center
Masahiro Onchi



(USA Office)

Fujitsu Laboratories of America, Inc.
Integration Service Center
Takuro Watanabe



(USA Office)

Fujitsu Laboratories of America, Inc.
Integration Service Center
Kanako Kamamatsu



(USA Office)

Fujitsu Technologies
and Business of America, Inc.
International Procurement Operations
Yuki Nishida



(USA Office)

Fujitsu Laboratories of America, Inc.
Open Innovation Gateway (OIG)
Andrea Cisneros
Ryoma Ohashi
Mohi Uddin Ahmed
Dave Marvit (From Left to Right)



Corporate Planning and Business
Strategy Office
(Corporate Fund)
Manager
Hiroto Tsuge



TechShop Japan Limited
Chief Executive Officer
Shoichi Arisaka

■ About the Fujitsu Accelerator Program

Q: What is the aim of the program?

Bringing new value to the world through open innovation driven by fusing Fujitsu groups products and solution services with Startup's technologies and products.

Q: What businesses/business plans can apply?

We have defined the areas/territories to be covered. For examples of categories and content of applications please refer to page 3.

Q: What makes this program distinct?

Fujitsu's business stakeholders are part of the program. We will explore potential business plans by exploring/leveraging the large infrastructure that Fujitsu has in place for major business expansion, together with Startups.

Q: Do I need to be in Tokyo for the duration of the program?

We ask for your attendance at certain meetings and events, but other than that, there is no need to be in physically present in Tokyo.

■ Application

Q: Is there a fee to apply for the program?

No costs are incurred for the program, however we do ask that you cover all logistics costs (transport/board, etc.) required as part of the interview/pitch processes. Online interview (via Skype) is an option. Please let us know if you would prefer this option.

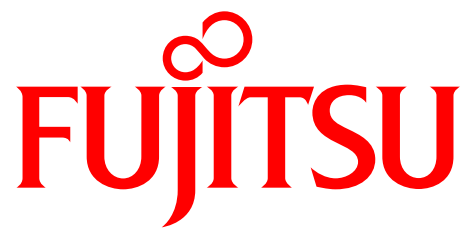
Q: Are there any restrictions to apply based on age, sex, nationality?

There are no restrictions to apply for this program.

■ Contractual agreements

Q: How are intellectual property rights handled?

The participating company owns the intellectual rights of any new values/results created or discovered by themselves solely as part of this process. If any Fujitsu intellectual property rights are applicable to values/results created, Fujitsu intellectual property rights will remain protected while the portions/aspects developed by the participating company will remain as their own.



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