

The International Technology Promoters programme, a new service initiated by the DTI in 1996, gives direct assistance to smaller companies who wish to establish a technical alliance or licensing arrangement with companies overseas.

In June 1998 we will take a selected group of companies to Japan and assist them in finding licensing, joint development or collaborative partners. The visits will include seminars in Tokyo and Osaka where, as a participant, you will have the opportunity to give a business or technical proposal to an assembly of carefully selected individuals from potential partner companies or research organisations. Extensive research and preparation will be carried out on your behalf in order to pre-arrange as many direct one to one meetings as possible with target companies. The Embassy and Consular offices as well as the DTI's Export to Japan Unit will be closely involved.

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A previous visit run in October 1997, which included a partnering event organised by the Osaka Chamber of Commerce, received the following comments:

Bob Flint, Business Development Manager

CRL Ltd *'The visit to Japan helped CRL on several fronts: we made real progress in relationships with several potential licensees, identified at least one deal that may happen in the short-term, and made an agreement with a Japanese agent to act on our behalf. But the key is the homework: the DTI gave us real assistance in setting up meetings with people identified in advance as likely prospects.'*

Mike Anstey, Managing Director

Chiprack Electronic Systems Ltd *'I feel that events of this type provide an example of real, practical support for SMEs seeking to establish partnerships abroad.'*

Dave Arnold, Managing Director

Flying Null Ltd *'I was very pleasantly surprised by the level of participation in the event by Japanese companies, the quality and quantity far exceeded my expectations.'*

Please note that the deadline for application is February 27th 1998. You will be informed by the end of March whether your company has been selected to participate.

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For further information
on how you may apply,
please contact:

**Robert Bahns,
International Technology
Promoter - Japan**

**Phone: 0171 931 5485
Fax: 0171 267 8707
email: bahns@ibm.net**

**Becket House,
1 Lambeth Palace Road,
London SE1 7EU**

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*Are you developing
a new technology
and looking for overseas
partners to bring
commercial benefit?*

*Are you searching
for collaborative partners
to bring a new technology
to market?*

*Are you looking to
license in new technologies
to complement your existing
products and services?*

*If you can answer "YES" to any of these
questions then this DTI supported mission may
be of interest to you.*

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