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Presentation at the EU-Japan ICT cooperation workshop, Tokyo, May 20, 2008

Summary of proposed short presentation:

The presenter (Gerhard Fasol) has been working with Japan's technology sector since 1984, starting in 1984 to help build R&D cooperation between Germany's Max-Planck-Inst, Cambridge University and NTT R&D on semiconductor lasers. Later initiated a national Japanese focus program on spin-electronics, conducted a Japanese elite "Sakigake" R&D project, and initiated and/or conducted a number of other EU-Japan cooperation projects. Fasol's company Eurotechnology Japan KK works for more than 10 years has worked on many EU-Japan technology projects including M&A. The short presentation will summarize some key issues for successful EU-Japan technology cooperation.

Comments on the issues mentioned in the announcement:

1. Information: how can we better improve the information for organisations from both regions – among Japanese Universities and SMEs – interested in cooperation opportunities?

(a) The most efficient way for information flow today is internet and internet search. In the case of our company, many cooperation partners and business partners found us through internet search. Organisations interested in cooperation should improve their own internet presence. If they are interested in cooperation with Japanese companies, they should prepare Japanese sections to their website.

(b) In addition to sending large numbers of "first timers" to Japan (and vv) and having them enjoy their first steps in Japan at relatively high cost, better connect with those European experts and professionals who have been working for many years in Japan, and engage their experience and networks.

2. Funding: what solutions would be appropriate to ensure that an organization from Japan participating in a FP7 project – reciprocally a European organization participating in a Japan-funded project – can be funded?

- (a) The presenter (Gerhard Fasol) has been engaged in EU-Japan cooperation projects and business since 1984, and has benefited from a large number of funding opportunities, including the British Government, British Council, Trinity College Cambridge, Cambridge University, The Government of Japan, and many business projects. Some personal success stories (since 1984 – more than 22 years) of the presenter (Gerhard Fasol) will be shared at the presentation.

3. Connection: since cooperation starts with connection, which connection opportunities could be usefully provided to organisations from both sides (Forums, focused workshops, online facilities etc)

- (a) Internet
- (b) Conferences and individual initiative – current opportunities should be sufficient. There is a large number of bi-lateral workshops etc. This could be supplemented by more EU-Japan conferences.

4. Other issues: are there any other problems related to the cooperation framework that could be usefully tackled?

- (a) There already exists a considerable number of very experienced European professionals who have worked many years with and in Japan's high-technology sector. To work efficiently with Japan's technology sector a wide network is necessary, and it takes many years to build such a professional network. I suggest to better engage European professionals already experienced in working with Japan's technology sector, in addition to sending "first timers" to Japan in order to gain first experiences.