



Japan Seattle AI Innovation “Online” Meetup 17.0

Report 報告書

Co-organized by: Tetsuro Eto, Washington State Department of Commerce, Orrick Herrington & Sutcliffe, and SWAN Venture Group

Supported by: Consulate General of Japan in Seattle, Japan External Trade Organization, Osaka Business Development Agency, and Hyogo Business & Cultural Center

June 15th – 16th, 2021

Executive Summary of 17.0

- 1 hour 2 days, 3rd time online
- 7 keynoters & 10 innovators pitch
- 385 participants in total
 - 355 audience from Japan, US, etc.

History & Track Records

- 1.0 – 14.0
 - Held physically in Seattle during 2016 – 2019 as 3 days business matchmaking event
 - Cumulative total over 300 Japanese executives from 100 corps attended
- 15.0 – 16.0
 - Held virtually during 2020 – 2021 with total 600+ audience
- 7 startups and 3 large/medium IT opened offices or obtained distributors in Tokyo and Kobe so far²



Overview

Executive Summary of 17.0

Day 1 Keynoters

Steven Maheshwary

Director of Economic Development for the ICT Sector,
Washington State Department of Commerce

Blake Ilstrup, Ashley Walter, Betsy Popken, Hiroki Sugita,
Orrick Herrington & Sutcliffe

Jim Reed, Senior Managing Partner, SWAN Venture Group

Richard Samuelson, Managing Partner, SWAN Venture Group

Day 2 Keynoters

Hisao Inagaki

Consul General

Takanari Yamashita

Chief Executive Director, JETRO San Francisco

Susumu Saito

Executive Director, Osaka Business Development Agency

Junko Kobayashi

Executive Director, Hyogo Business & Cultural Center

Day 1 Innovators

BattGenie

Manan Pathak

<https://battgenie.life/>

CEO

Kirio

Franck Rougier

<https://www.mykirio.com/>

CEO

Alpha Ledger

Manish Dutta

<https://www.alphaledger.com/>

Co-Founder and CEO

Remmie Health

Jane Zhang

<https://remmiehealth.com/>

CEO & Co-Founder

LumiThera

Clark Tedford

<https://www.lumithera.com/>

President & CEO

Day 2 Innovators

Joule Case

James Wagoner

<https://joulecase.com/>

CEO

Pictory

Vikram Chalana

<https://pictory.ai/index.html>

CEO

Groopit

Tammy Sabvage

<https://groopit.co/>

CEO and Co-Founder

iGuard

Ken Deering

<https://iguardfire.com/>

CEO

Klatu Networks

Rick Kriss

<https://www.klatunetworks.com/>

President

Tetsuro Eto, Organizer

*Founder & Organizer
Japan Seattle AI Innovation Meetup*

*Partner
SWAN Venture Group*

*Japan Representative
Washington State Department of Commerce*



Eto published a book
“AI Gamechanger –
Seattle as next SV”



WA State
10 innovators
opened up offices
or obtained
distributors in
Japan

INNOVATION FINDERS CAPITAL GP, LLC | 4555 LAKE WASHINGTON BLVD. NE, UNIT 2, KIRKLAND, WA 98033

https://www.amazon.co.jp/dp/4296104489/ref=cm_sw_r_cp_a-pil_5vuZDbKRWQQC1



Track records of
this meetup series

Japanese 2 big
businesses opened up
innovation offices in
Seattle, 2019

DENSO
Crafting the Core

DNP

Washington State Department of Commerce



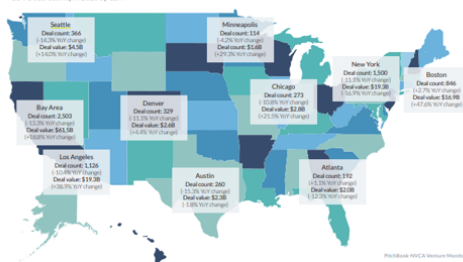
Steven Maheshwary

Director of Economic Development
for the Information &
Communication Technology Sector,
Washington State Department of
Commerce

[http://choosewashingtonstate.com/
about-us/meet-our-team/](http://choosewashingtonstate.com/about-us/meet-our-team/)

Seattle VC and unicorns continue to grow

Ecosystems adapt to shifting industry trends
US VC deal activity in 2020 by CSA



11 new unicorns in 2020 (from 1-2 new unicorns per year, to 4-5!)

Washington State

Introductory Remarks

Steven Maheshwary

GOVERNOR'S INFORMATION & COMMUNICATION TECHNOLOGY SECTOR LEAD;

OFFICE OF ECONOMIC DEVELOPMENT AND COMPETITIVENESS

JUNE 2021



Washington State
Department of
Commerce



Blake Ilstrup

Partner, Orrick Herrington & Sutcliffe (Seattle)

<https://www.orrick.com/en/People/2/3/8/Blake-Ilstrup>

Hiroki Sugita

Partner, Orrick Herrington & Sutcliffe (Tokyo)

<https://www.orrick.com/en/People/5/B/7/Hiroki-Sugita>



TECHNOLOGY COMPANIES GROUP

BLAKE ILSTRUP
PARTNER | SEATTLE

June 2021



Total Access Japan

Total Access Japan

Total Access Japan では、イブニング・セミナー、ウェビナー、ビジネス・ピッチ&ネットワーキングイベント、無料法律相談などを開催し、起業家のビジネス戦略、および法律に関する情報を提供しています。

Total Access Japan セミナー/ウェビナー

経験豊富な業界のエキスパート、ベンチャーキャピタリスト、オリックの弁護士等を講師に迎え、業界における最先端の問題に関する実務的な見識や、東京、ロサンゼルス、ニューヨーク、シリコンバレーなどにおける業界のプロフェッショナルとのネットワーキングの場を提供します。

Total Access Japan 無料法律相談

オリックの日本・米国資格の弁護士が、会社の設立・組織、資金調達、諸契約、人事・雇用法、ストックオプション、役員報酬、知的財産権、データ・プライバシーなど、スタートアップ企業に関する様々な法的問題について30分間程度のカウンセリングを行います。

Total Access Japan：近時のイベント

Webinar - M&A トレンド：米国外企業を対象とするSPAC（特別買収目的会社）について

開催日：2021年5月19日
スピーカー：オリック・ロンドン・オフィス、パートナー、ネル・スコット
オリック東京オフィス、パートナー、杉田 泰樹
オリック東京オフィス、シニア・アソシエイト、ケイン・ファン

Webinar - ブロックチェーン・暗号資産（仮想通貨）：マーケットトレンド（日本、シンガポール、米国）

開催日：2021年4月23日
スピーカー：Compound社、ジェネラル・カウンセル、ジェイク・デルピンスキー
リキッドグループ株式会社/Quoine株式会社、チーフ・リーガル・オフィサー、ベン・スピック
リキッドグループ株式会社/Quoine株式会社、リーガル・カウンセル、リンリ・クエック
オリック東京オフィス、パートナー、伊能 優子
モデレーター：オリック・東京オフィス、パートナー、杉田 泰樹
オリック・シリコンバレー・オフィス、パートナー、ジョセフ・パーキンス

ESG: RESPONSIBLE INNOVATION & ETHICAL AI

BETSY POPKEN

SUSTAINABILITY & HUMAN RIGHTS CN | SAN FRANCISCO



How Do You Responsibly Innovate?

1

Raise awareness through
responsible innovation education

2

Develop *principles and/or policy*
guiding innovation aligned with emerging
standards and regulations (e.g. AI Ethics
Principles, Human Rights Policy)

3

Assess and *analyze potential impacts*
during and after product development
(e.g. algorithmic audits)

4

Develop *risk mitigation plan*
(e.g., algorithm or product changes,
written user warnings or guidance,
consumer/client contract terms)

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Ashley Walter

Partner, Orrick Herrington & Sutcliffe (Seattle)

<https://www.orrick.com/People/8/8/B/Ashley%20Walter>

Betsy Popken

Sustainability & Human Rights Counsel,
Orrick Herrington & Sutcliffe (San Francisco)

<https://www.orrick.com/en/People/E/O/E/Betsy-Popken>



SWAN Venture Group



Jim Reed

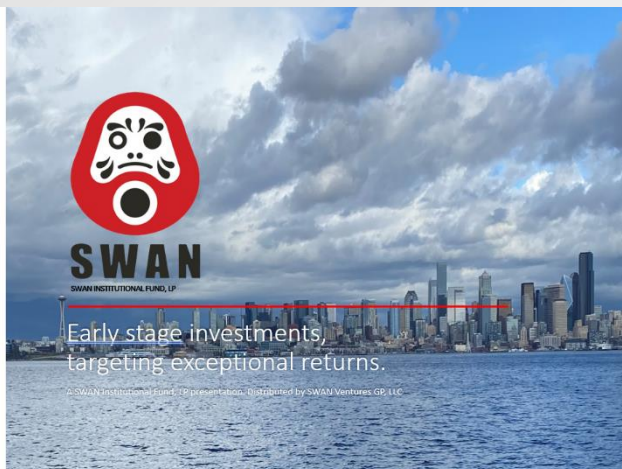
Senior Managing Partner, SWAN Venture Group

<https://swanvg.com/about/>

Richard Samuelson

Managing Partner, SWAN Venture Group

<https://swanvg.com/about/>



Why the PNW?



A fertile environment for early stage investment.



Home of global leaders that produce numerous entrepreneurs:

Microsoft

amazon



PACCAR

COSTCO

intel

Micron

BOEING



T-Mobile



PNW startup valuations are significantly less than is typically found in Silicon Valley (SV).



Entrepreneurs, software and AI engineers are plentiful. Economics drive SV talent to move here and plentiful new talent graduates from local universities.

W UNIVERSITY OF WASHINGTON



SWAN Venture Group Presents Innovators Pitch Session List Part I

Day 1

SWAN Venture Group Presents
Innovators' Pitch Session
Startup List

Companies Presenting
on 6/15 Tue PDT:
日本時間6月16日(水)に
ピッチするスタートアップ

これらのスタートアップに関する質問、
その他のお問い合わせはSWAN担当者
松井hm@swanvg.comまでご連絡ください。



BattGenie
Manan Pathak

<https://battgenie.life/>
CEO

Kirio
Franck Rougier

<https://www.mykirio.com/>
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Alpha Ledger
Manish Dutta

<https://www.alphaledger.com/>
Co-Founder and CEO

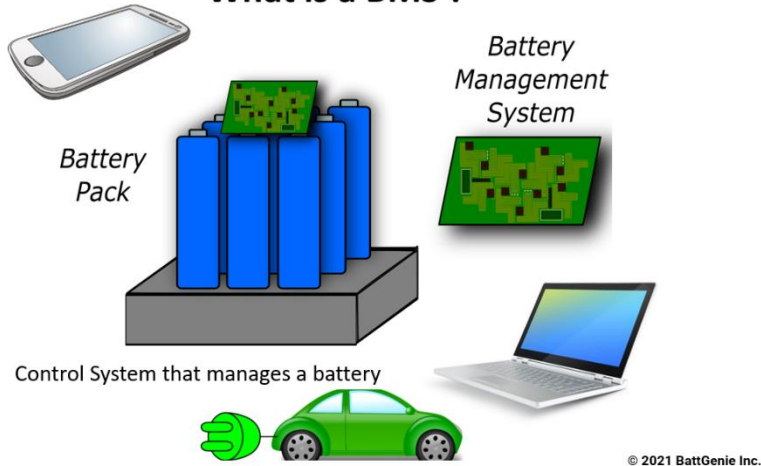
Remmie Health
Jane Zhang

<https://remmiehealth.com/>
CEO & Co-Founder

LumiThera
Clark Tedford

<https://www.lumithera.com/>
President & CEO

What is a BMS ?



EV and Consumer Electronics Battery Consumer Needs

- Longer lasting batteries
 - State of health (SoH)
- Faster charging
 - < 15 mins charging time
- Greater range/usage time before recharge
 - Higher State of charge (SoC)
- Smaller/lighter batteries
 - Full Depth of discharge (DoD)
- Improved acceleration
 - State of power (SoP)
- Safer car/device
 - Control temperature (T), pressure (P)



© 2021 BattGenie Inc.

BattGenie.

- Industry: バッテリーのテクノロジー
- バッテリーマネジメントシステム(バッテリーの充電・管理)のソフトウェアソリューションを提供。
- BattGenie は、大電流、高電圧のバッテリー、バッテリーモジュールサイクラーを等の最先端のバッテリーテスト機器を利用。
- BattGenie's の最適な充電手法は、バッテリーのサイクル寿命を延ばし、高速充電を可能にし、その他様々なメリットがあります。



Kirio Platform Solution



Neutral Platform: Any device, manufacturer, protocol or connectivity

Only **NGBS Green Certified™** Property Automation Platform

Single App: open-API for control and automation

Multi-Factor Authentication for highly secure app pairing

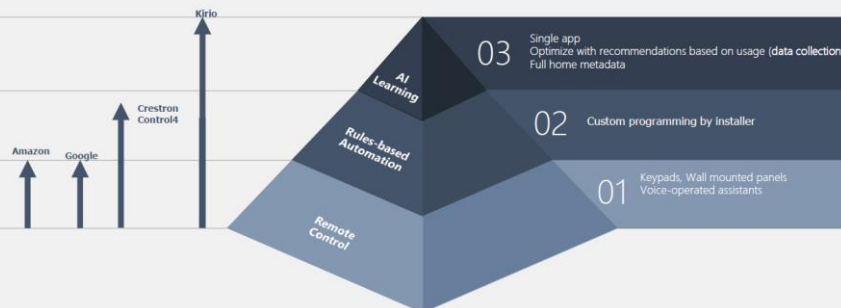
Data from all integrated devices and onboard sensors

AutoLearn™: AI optimizes efficiency and comfort

Patented: Proprietary technologies with several granted patents



Kirio® AutoLearn™



Kirio's
Advantages

Any device
wired or wireless

Any manufacturer

Simple installation

Data stream

Learns

kiriō

- Industry: 家庭内ハブのための人工知能 (AI)
- ホームオートメーション、効率性、快適性を実現する製品を提供。
- Kirio は、家庭内の機器に接続し、照明のオン・オフや温度調整など、ユーザーの好みを学習します。
- 深層学習アルゴリズムにより、すべてのデバイスを統合するインテリジェントなソフトウェアプラットフォームのスタートアップです。

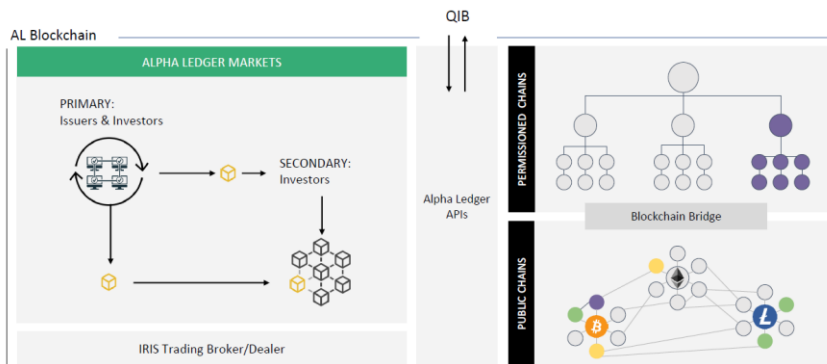


Innovative Infrastructure for Digital Asset Bonds



Manish Dutta

Continued Innovation

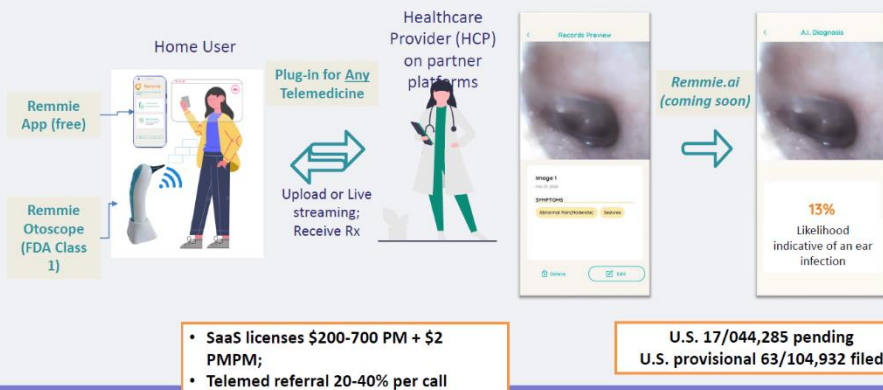


- Industry: ブロックチェーン技術／地方自治体のローン・債券市場
- 米国の地方自治体市場を中心に、負債による資金調達を合理化し、投資家との直接取引を増やし、透明性の高いローン、債券市場を提供。
- 資産のデジタル化とブロックチェーン技術の安全性により、従来の証券発行・取引プロセスに代わる近代的な手法を提供します。

Remmie Health Jane Zhang

<https://remmiehealth.com/>
CEO & Co-Founder

Remmie solutions: easy remote ENT care and patient journey



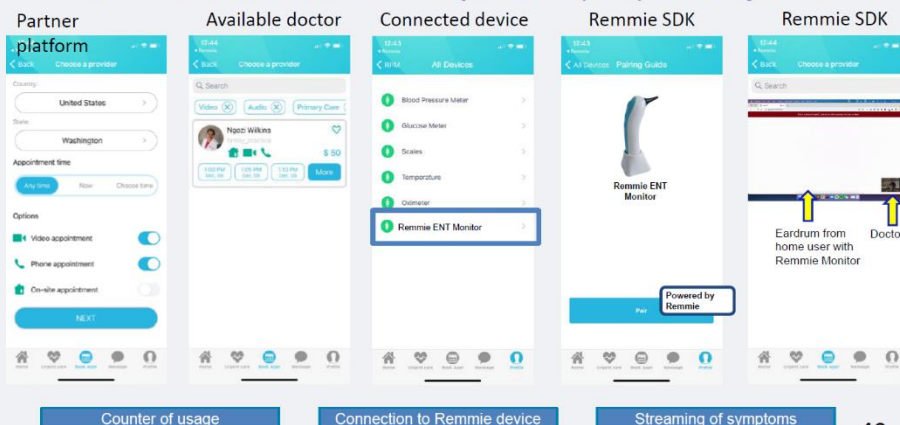
The average wait time for a telemedicine visit is 20 minutes and the average cost for a telemed visit is \$79. Average cost of an Urgent Care visit is \$150 and a low acuity ED Pediatric visit is \$900.

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Jane Zhang

How the Remmie Software Development Kit (SDK) Currently Works



40



- Industry: 家庭用医療機器
- 家庭で使えるような耳を診断するための機器を開発・製造しています。
- 耳鏡は、健康診断で病気の有無を調べたり、耳の症状を調べるのに役立ちます。
- Remmie は家族の健康管理に役立ち、遠隔医療企業の診断精度を向上させます。



Today's Presenter

Highly experienced ophthalmology leader



Clark E. Tedford, Ph.D., Co-founder, President and CEO

- 30 years of pharmaceutical and medical device experience; 10+ years of ophthalmology experience
 - Held several scientific and executive management positions
 - Ph.D. in pharmacology from the University of Iowa
 - Post-doctoral work in the Department of Pharmacology at Loyola University Medical School



Valeda® Multi-wavelength Light Delivery System

- Uses Targeted Photochemical Approach to treat ocular disease and damage
- Non-invasive Photobiomodulation (PBM) treatment for ophthalmology degenerative diseases
 - Dry AMD
 - Diabetic Retinopathy and Macular Edema
 - Glaucoma



Confidential 47



Clark Tedford

Our Breakthrough Solution – The Valeda System

Novel, CE-marked, patent protected technology with commercial validation

Valeda System Overview

- Valeda treatment delivery very similar to many ophthalmology office Diagnostic and Treatment devices
- Treatment typically administered by trained staff under doctor supervision
- <5 min treatment per eye
- No pupil dilation required
- 9 flexible sessions over 3-4 weeks
- 2-3 treatment cycles per annum



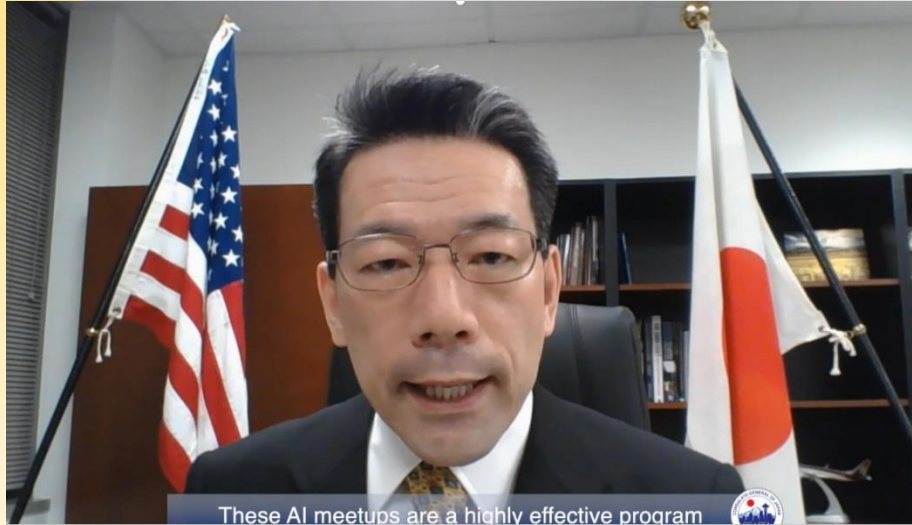
Confidential 48



- Industry: LED/レーザー医療機器
- 急性および慢性眼疾患の治療に焦点を当てたデバイスを開発。
- LumiThera のソリューションは、視力低下や失明を防ぎ、視覚機能を改善し、失明の恐れのある眼の疾患の進行を止めたり遅らせたりするのに役立ちます。
- 当社は、ノンインヴェイシブなLED治療を用いたフォトバイオモジュレーション (PBM) の応用を専門としています。



Consulate General of Japan in Seattle



These AI meetups are a highly effective program

Hisao Inagaki

Consul General

https://www.seattle.us.emb-japan.go.jp/itpr_ja/00_000283.html

Thank you so much for the introduction Mr. Eto. Good morning and good evening everyone, and welcome to the Japan Seattle AI Innovation Online Meetup 17.0. This is the third time for me to join this series of meetups and while we have only been able to meet online during the pandemic. We are getting used to a format that has freed us to a degree from the constraints of time and geography.

I would like to give a special thank you to Steven Maheshwary, the Governor's Sector Lead for Information and Communication Technology. Julie Monahan with the Department of Commerce, and Tetsuro Eto for the unwavering partnership even in these challenging times.

Consulate General of Japan in Seattle

In Japan, the administration of Prime Minister Suga is actively promoting a digital transformation of society as one of its policy priorities. The centerpiece of this effort is the launch of the Digital Agency, which will serve as a robust control tower that will lead the deployment of digital platforms suitable for providing people with public services they need. I expect that the Digital Agency which will be launched in September after new laws, a budget, and the selection of staff are complete, will promote public investment in the digital field in Japan and enrich our lives.

Last Month, Prime Minister Suga and President Biden met in Washington D.C. for a summit where among the topics the two leaders pledged to increase cooperation in technology by their countries, including through joint investment in R&D for 5G and next generation mobile networks 6G. Efforts like these are meaningful for enhancing the global economic competitiveness of both countries in the digital field.

In addition to national agreements, the business to business exchange that is happening between both countries plays an essential part in building a strong and lasting economic partnership by Japan and the U.S.

These AI meetups are a highly effective program for creating such exchanges. And I am confident that successful interactions among the participants here today will lead to fruitful relations across the Pacific.

Vaccinations are underway in both US and Japan. And thanks to efforts by many concerned people in the U.S., I was also able to receive my shot. We need to expand vaccinations to as many people as possible. And as soon as possible to end this pandemic soon. And I am looking forward to welcoming you to the next in-person AI Meetup in the near future. Finally, please stay safe and healthy. And I wish you all much success. Thank you!

Japan External Trade Organization



Takanari Yamashita

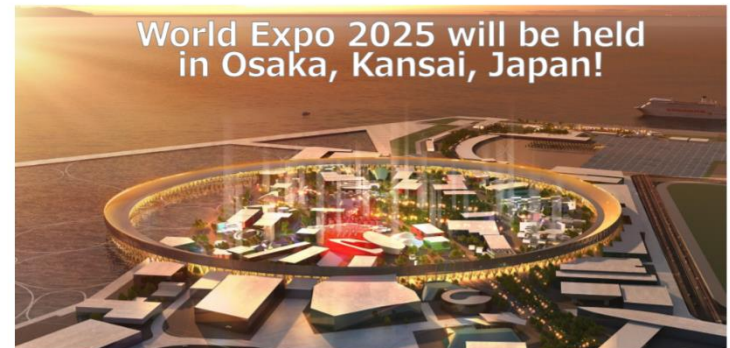
Chief Executive Director,

JETRO San Francisco

<https://www.jetro.go.jp/en.html>



World Expo 2025 will be held
in Osaka, Kansai, Japan!



Osaka Business Development Agency



Susumu Saito

Executive Director,

Osaka Business Development Agency

<https://www.obda.or.jp/en/about-us.html>

Toward Osaka/Kansai Expo 2025

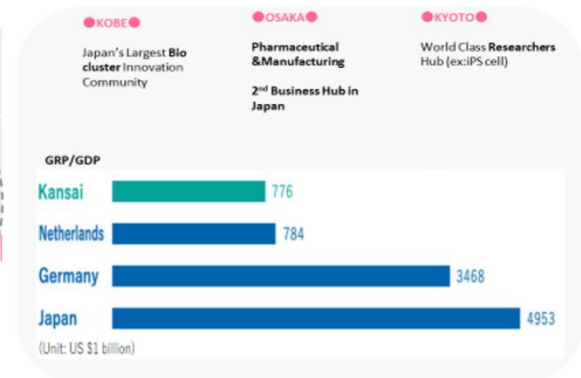
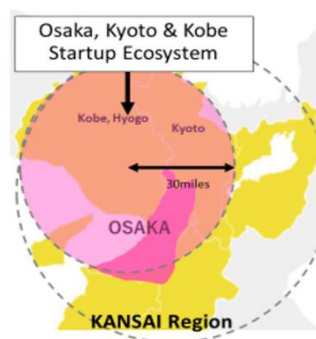
Osaka as an Experiment Field of our Future

Advanced Medical Innovation Base in Nakanoshima(2023-)
Green Field in Umekita2 (2024-)
Expo2025



Kansai and Keihanshin Ecosystem (Keihanshin means Kyoto, Osaka and Kobe)

Regional Startup Ecosystem



Hyogo Business & Cultural Center



Junko Kobayashi

Executive Director,

Hyogo Business & Cultural Center

<https://www.hyogobcc.org/eng/>



6 Bests, Advantages of Hyogo

01 Best Access

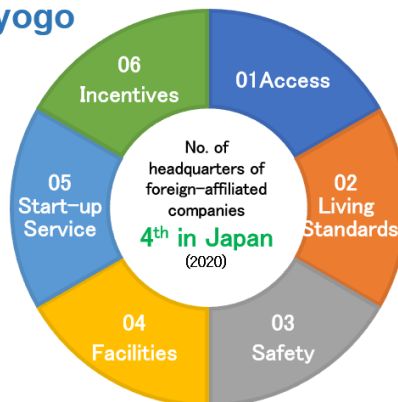
02 Best Living Standards

03 Best in Safety

04 Best Facilities

05 Best Start-up Services

06 Best Incentives



Contact us

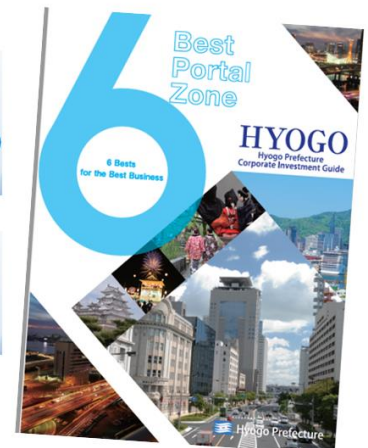
Hyogo Business & Cultural Center
(Seattle, WA)

office@hyogobcc.org

Website:

HYOGO-Kobe, Best Portal Zone
<http://www.hyogo-kobe.jp/best/>

*Thank you very much.
We are waiting for you in Hyogo!*



SWAN Venture Group Presents Innovators Pitch Session List Part II

Day 2

SWAN Venture Group Presents
Innovators' Pitch Session
Startup List

Companies Presenting
on 6/16 Wed PDT:
日本時間6月17日(木)に
ピッチするスタートアップ

これらのスタートアップに関する質問、
その他のお問い合わせはSWAN担当者
松井hm@swanvg.comまでご連絡ください。



Joule Case

<https://joulecase.com/>

James Wagoner

CEO

Pictory

<https://pictory.ai/index.html>

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<https://iguardfire.com/>

Ken Deering

CEO

Klatu Networks

<https://www.klatunetworks.com/>

Rick Kriss

President

Joule Case James Wagoner

<https://joulecase.com/>
CEO

SOLUTION

Stackable, interchangeable platform
— Highly functional interface
— Simple, silent, clean, and economical



CONTROL MODULES



BATTERY MODULES



03



James Wagoner @ Joule Case

AWARD-WINNING INTERFACE — IP PROTECTED

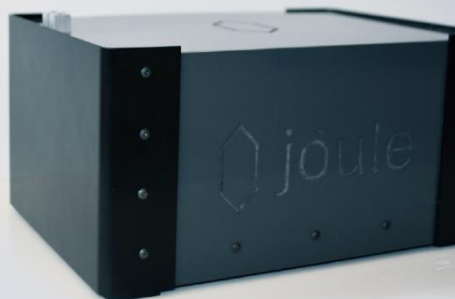
Patented

Simple Home Grid Connection Cord

Grid Scale Portable Battery Systems



BATTERY AGNOSTIC
» High user experience



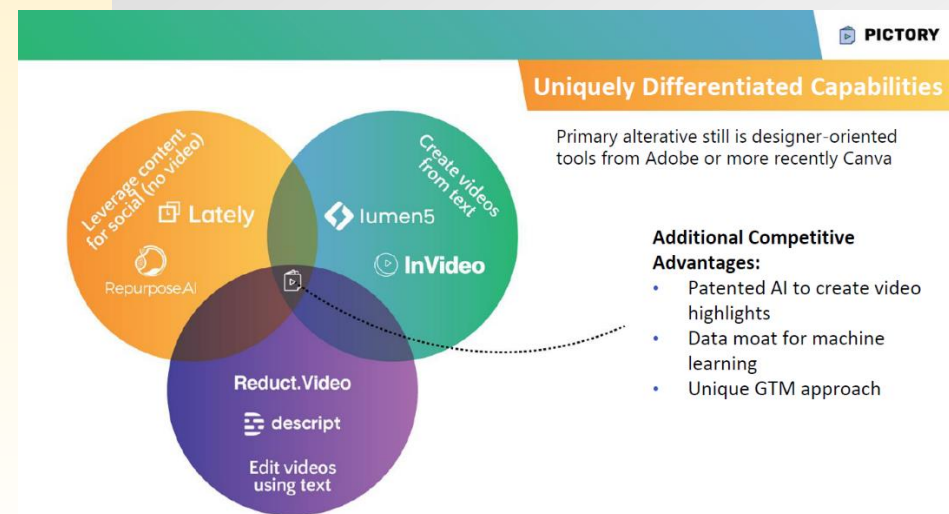
05



- Industry: ポータブル電源
- 住宅用、商業用、工業用、イベント用に給電できる制御モジュール、電池モジュール、太陽電池モジュール、スタック可能なシステムを提供。
- フードトラック、キャンプ、テイルゲーティング、ライブイベント、緊急時のバックアップなど、あらゆる場面で電力を供給できます。
- Gives customers a 騒音を伴うガス発電機の代わりに、クリーンで静かな環境を提供します。



SWAN



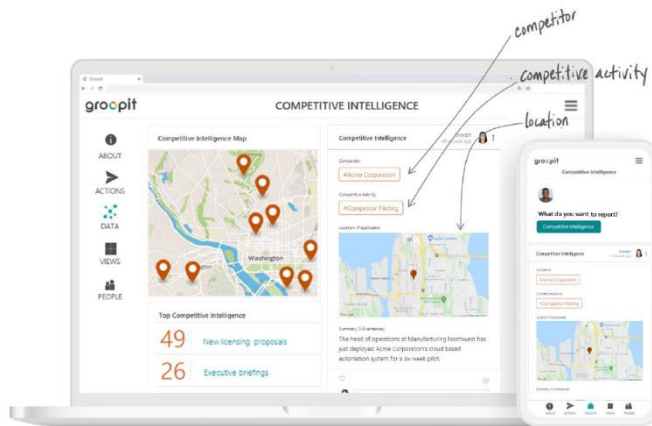
- Industry: 人工知能 (AI) による映像制作
- Pictory's AI はウェビナー、ブログ、ホワイトペーパーなどの長文コンテンツを、数分で短いソーシャルビデオに変換します。
- ユーザーはビデオ制作にかかる膨大な時間とコストを削減できます。
- PictoryのAIで制作された動画は、ユーザーのエンゲージメントと視認性が高いと評価されています。

Day 2
Innovators
from WA

Groopit Tammy Savage

<https://groopit.co/>
CEO and Co-Founder

Real-time
visibility to
data engages
& empowers
everyone



Groopit **replaces the chaos** of ad-hoc data collection with #crowdsolving software.

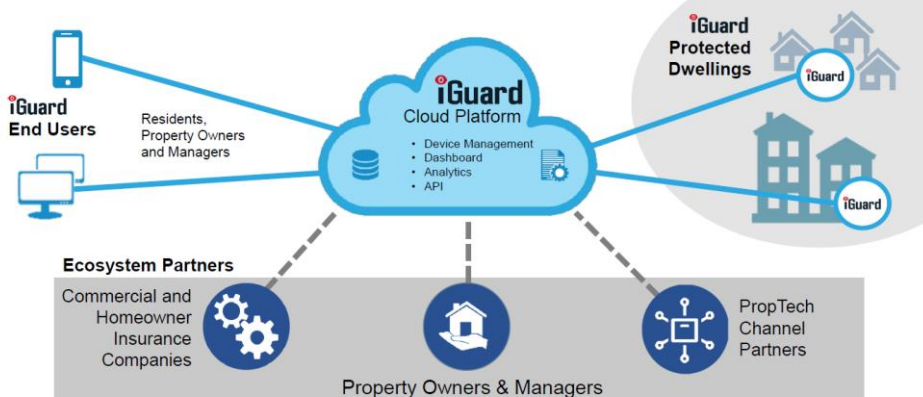


groopit

- Industry: 分散されたチームコラボレーション
- Groopit は、クロスファンクショナル、リモート、分散型のチームからデータを収集し、コラボレーションを加速させます。
- チームで問題を解決する際に、リーダーが明確になるように*クラウドソーシングを使用します。* データの分析・予測モデル作成に特化したクラウドソーシングサイト。
- データ収集という時間のかかるプロセスを置き換え、進歩を加速させます。



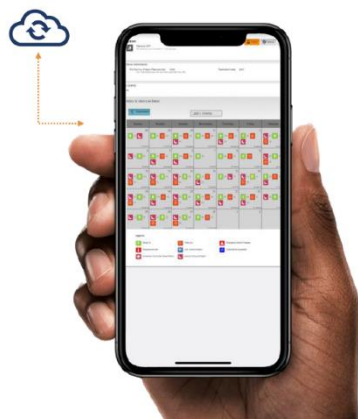
iGuard Hardware enabled SaaS (HeSaaS) Solution



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IoT/Cloud Solution



Unique Features

- Calendar View**
Provides quick insight to stove safety and kitchen activity history for the last 12 months
- Realtime Monitoring & Alerts**
Activity monitoring and alerts sent via text/email e.g., stove shutoff due to inactivity, first daily kitchen entry, nighttime activity
- Remote Lockout Control**
Lockouts based on time of day, caregiver only access, and always locked out.
- Reporting & Data Analytics**
Track usage and behavioral data to indicate changes in daily activity

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- Industry: キッチンの安全性／コンロの自動停止機能
- 5分以内にキッチンに人の動きがないとコンロが止まる、Wifi対応の人感センサーコントロールデバイス「iGuardStove」を開発。
- 高齢者、自閉症や身体障害者、子供のいる家庭、賃貸物件のオーナー、ストープのあるすべての家庭向けの製品に対応。
- お客様のニーズや必要に合わせカスタマイズできる機能も可能。

WIDELY DEPLOYED Positioned to Grow

TRAXX System deployed at 8/10 & 15/25 Largest Biopharma

Market Information

- 1.5M ULT freezers in operation
- 15-20M scientific refrigerators
- 8/10 & 15/25 Largest Life Science Co's

Product Strategy

- Product and regulatory compliance
- Portfolio price elasticity
- Further analytics development
- Incremental hardware enhancements

Channel/Commercial Strategy

- Fully leverage North American sales channel
- European expansion underway
- Looking to Asia Pacific
- Entering adjacent markets



TRAXX[™]
by klatu

New
2021 ✓



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/IoT, Predictive Failure Monitoring for Cold-Storage & Cell Growth Systems/

YOUR **LIFE'S WORK** IS **SENSITIVE**.
We take its protection seriously.

Research samples are sensitive and critically depend on unpredictable cold storage equipment. TRAXX predicts equipment failure, preventing valuable research loss.

There is a wireless monitoring solution designed to proactively monitor temperature, compressors, and door opening for Freezers, Refrigerators, Cold Rooms, and Incubators.

Monitor & Manage Your Cold Storage Assets Securely over Wi-Fi.

Freezers / Refrigerator / ULT Cold Rooms / Incubators

traxx Schedule a FREE Demo at www.klatunetworks.com/ContactUs

TRAXX[™]
by klatu

We help Tier-1 Life Science Companies Transition From **Fall and Fix** to **Predict and Prevent**™ Asset Management



➤ Industry: ヘルスモニター機器・ソフトウェア

➤ ライフサイエンス企業が低温貯蔵資産やその他のミッションクリティカルな実験機器の管理を最適化するためのワイヤレスセンサーネットワークソリューションを設計しています。

➤ 製品は、お客様のリスク管理、オペレーションコストの削減、エネルギーの節約、故障回避を可能にし、従来の「故障してから修理する」方法から「予測してから予防する」方法へと変化させます。



Special Thanks to Co-organizers



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