SCORE
Program of Start-up incubation from COre REsearch
Program of Start-up Incubation from Core Research (SCORE)

This program promotes the creation of ventures originated in universities and other institutions with high growth potential based on their excellent technology seeds.

Researchers and entrepreneur leads (EL*) practically learn and gain knowledge beneficial for business start-up through training and mentoring conducted by accelerators with commercialization support expertise.

Moreover, researchers and EL prepare practically verifiable, minimal prototypes and data (experiment results and calculation results) based on their own technology seeds. Upon receiving evaluations from their assumed clients, the assumed business model hypothesis can be actualized and enhanced by feeding back the obtained results and social needs to the R&D.

By repeatedly brushing up such business models, they can improve the practical skills required for ventures, and form networks, which can lead to the next stage of commercialization.

EL (Entrepreneur Lead) is a person who mainly focuses on planning and verifying a business model hypothesis in the development of business start-up based on the technology of the principal investigator. A person who can engage in activities closely with the cooperation of the principal investigator, both inside and outside of campus.

Lean Start-up Practice Program to Accelerate the Return of Research Outcomes to Society

1. Teams of inventors (principal investigators) of technology seeds and entrepreneur leads (EL) make proposals for business start-up.
2. Conduct seminars, workshops, brush-up training, and Demo Day to practically learn knowledge useful for venture start-up and growth, such as the lean start-up method.
3. Personnel who are active in the business venture industry foster and support the team as mentors.
4. Researchers and entrepreneur leads (EL) prepare minimal prototypes and data (experiment results and calculation results) that can be verified for practical use to verify the business model hypothesis. These can be presented to venture capitalists and others along with their business development vision, which aim for commercialization.

A Framework of Program of Start-up Incubation from Core Research (SCORE)

Team up
Teams of inventors (principal investigators) of technology seeds and entrepreneur leads (EL) make proposals for business start-up. Proceed with further teaming up through matching events even after adoption.

Seminars, workshops, and brush-up training
Training is conducted to learn practical skills useful for venture start-up and growth, such as the lean start-up method.

Mentoring
Personnel who are active in the business venture industry foster and support the team as mentors.

Business Model Verification
Minimal prototypes and data (experiment results and calculation results) that can be verified for practical use are prepared, market research with interviews of prospective clients is conducted, and realization and enhancement of the business model hypothesis are promoted.

Demo Day
Present business models with projections to the START project promoters and venture capitalists so that it can lead to the next commercialization stage.

Support programs related to commercialization
Support development support to START
Promote learning up, various investigations, and client interviews using practically verifiable minimal prototypes and data while going through various SCORE trainings and mentoring support.
Business model realization and enhancement
Presentation at Demo Day

Support various networking opportunities
Support the enhancement of the business model through mentoring
Support for optimizing a presentation for Demo Day

Principal investigators and EL
Accelerators and mentors
Japan Science and Technology Agency
Image of Project Implementation

In order to promote the creation of ventures originated in universities and other institutions with high growth potential, it encourages researchers and EL to actualize and enhance business models through practical learning and verification of the hypothesis. The goal is to lead them to establish business start-ups or applying for START.

STEP1
Form a team

STEP2
Seminars and workshops

STEP3
Business model brush-up

STEP4
Demo Day

STEP5
Principal investigators

EL

STEP1
1st application
Form EL teams that work with researchers from universities and other institutions toward business start-ups and submit the first application form.

STEP2
2nd application
All the teams that submitted the first application participate in seminars and workshops conducted by accelerators selected by JST. Then they submit the second application form reflecting the business model hypothesis constructed based on the learning results from those seminars and workshops.

STEP3
Project assessment
Based on the submitted second applications, the External Evaluation Committee assesses and determines whether or not to support the proposals.

STEP4
Project kickoff
After the adoption of the proposal, activities funds and such are granted at universities and other institutions. Prepare verifiable minimal prototypes and data (experiment results and calculation results) and conduct prospective client interviews while going through training and mentoring provided by accelerators. After receiving practical evaluations, verify and brush-up the business model hypothesis. Present the brushed-up business model to the START project promoters and proceed to the next stage for the return of technology seeds to society, such as considering for the next year’s START application or directly establishing a business venture.

STEP5
Demo Day

Sample Timeline of Annual Schedule

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<tbody>
<tr>
<td>Application 1st</td>
<td>Application 2nd</td>
<td>Assessment</td>
<td>Joint Training 1</td>
<td>Joint Training 2</td>
<td>Joint Training 3</td>
<td>Joint Training 4</td>
<td>Demo Day</td>
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Continuous individual mentoring by accelerators

- Business model hypothesis formulation and market research
- Hypothesis verification through prospective client interviews using prototypes and data
- Business model hypothesis brush-up, etc.

System Table

<table>
<thead>
<tr>
<th>Purpose of support</th>
<th>Verification of the possibility of start-ups</th>
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<tbody>
<tr>
<td>Applicable Institutions</td>
<td>Institutions correspond to any of the following: national, public, and private universities; national, public, and private institutes of technology; Inter-University research Institute Corporation; and Independent Administrative Institutions (including National Research and Development Agency).</td>
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<tr>
<td>Fields for application</td>
<td>The overall technical field in which business model verification and client interviews are feasible.</td>
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<td>R&amp;D period</td>
<td>For the first fiscal year (from the starting date to March 31, the ending date of a fiscal year).</td>
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<td>R&amp;D expense (direct expense)</td>
<td>5 million yen/year.</td>
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<td>Contact Information</td>
<td>Department of Industrial-Academic Collaboration START Group K’s Gobancho, 7, Gobancho, Chiyodaku, Tokyo 102-0076 Japan TEL: 03-5214-7054 E-mail: <a href="mailto:start@jst.co.jp">start@jst.co.jp</a> <a href="https://www.jst.go.jp/start/en/jigyo/index.html">https://www.jst.go.jp/start/en/jigyo/index.html</a></td>
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<td>For an outline of support of START, please refer to Page ST-4.</td>
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