

Kawasaki Green Innovation Cluster Member Information		Management Number	Section Number	Company
Business Classification	Consultants			
Business Field	Support of SMEs for JICA Overseas Business Development Scheme			
Company/Organization Information	Company Name	有限責任監査法人トーマツ		
	Company Name (EN)	Deloitte Touche Tohmatsu LLC		
	President	Kohei Kan		
	Address	Shinagawa Intercity Building C, 2-15-3 Konan, Minato-ku, Tokyo 108-6221		
	Contact	Public Sector Advisory ODA/Infrastructure Business Strategy Team		
	Capital	901 million yen		
	No. of Employees	6,631		
	E-mail	info_oda_infra@tohatsu.co.jp		
	Website	www.deloitte.com/jp		
	Branches/ Agencies	Japan: 40 offices Overseas: Dispatch representatives in Deloitte member firms in 50 cities that have network firms in over 150 countries and regions in the world		
Business Activities, Messages and Others	Business Activities	Accounting audit, internal audit/internal control, IPO support, Japanese enterprise overseas expansion support, CFO service, crisis management, M&A advisory, risk management, compliance management, fraud/dispute support, BCP/BCM (Business continuity management) formulation, corporate governance, CSR/sustainability/integrated report, pension consulting, regulatory services, assurance services, asset management companies/institutional investor services, public services		
	Message/ Other	Deloitte Touche Tohmatsu Limited is engaged not only in auditing and attestation services but also in offering a wide range of services to meet diverse needs of economic society and clients. In overseas advancement support services, we support project promotion with the various services based on the experiences on circumstances in developing countries, ODA projects, business development such as planning feasibility studies, implementation, establishment of local offices and systems, business risk management, business development, and other close support for the customer. Additionally, through utilizing the abundant achievements of government consigned projects, we will reduce the workload of small and medium enterprises by supporting the documentation and business coordination of various reports etc. when conducting surveys utilizing public funds.		
	Examples of Services	<ul style="list-style-type: none"> ■ JICA Small and Medium-Sized Enterprise Overseas Development Support Support for preparing proposals for overseas development support schemes for products and technologies that can contribute to solving development issues in developing countries, reviewing business models, implementing feasibility studies, project investigation and diffusion demonstration, implementation of project management. ■ Advisory service related to basic marketability research for large-scale infrastructure manufacturers Advisory services and information collection about the conditions in developing countries, market research, and competitors.		

Kawasaki Green Innovation Cluster		Service Information		Management Number	Section Number	Company
Business Classification		Consultants				
Business Field		Support of SMEs for JICA Overseas Business Development Scheme				
Company Name		Deloitte Touche Tohmatsu LLC				
Service		Consulting business on overseas deployment support project for JICA Small and medium enterprises				
Overview of Services	Features	<p>We support the implementation of proposals for JICA overseas development support schemes for small and medium enterprises with products and technologies that will contribute to the development problems of developing countries and implementation of projects after adoption.</p> <p>In addition to smoothly implementing the JICA project by utilizing our experience with consigned projects of government agencies, we also utilize our knowledge as Deloitte professionals to provide necessary services such as examining business models for after the completion of the JICA project and compliance with regulations, establishing the procedures of local offices, and creating internal management systems.</p>				
	Keywords	Various services by professionals familiar with circumstances in developing countries, ODA projects, and business development				
	Reference price					
Detailed Information about Services	Service Details	<div style="background-color: #00728f; color: white; padding: 5px; text-align: center;">Step 1</div> <div style="background-color: #00728f; color: white; padding: 5px; text-align: center;">Support with project proposals and planning</div>		<ul style="list-style-type: none"> ■ Support creating project proposals and planning <ul style="list-style-type: none"> - Clarify the position of overseas business development project in the enterprise, support for strategy review - Coordinate domestic and overseas business activities - Provide basic information on emerging countries (policy, tax system, economic overview, legal system etc) - Develop storyline for proposal 		
		<div style="background-color: #808080; color: white; padding: 5px; text-align: center;">Step 2</div> <div style="background-color: #808080; color: white; padding: 5px; text-align: center;">Support for Information gathering Surveys, Verification Surveys</div>		<ul style="list-style-type: none"> ■ Support with implementation of project <ul style="list-style-type: none"> - Investigate about business practices, security, geographical constraints, lifestyle, resources, infrastructure, and risk analysis - Market research, product and service demand survey, local partner, support for selecting collaborators - Demonstration implementation support - Support with various types of documentation 		
		<div style="background-color: #0072bc; color: white; padding: 5px; text-align: center;">Step 3</div> <div style="background-color: #0072bc; color: white; padding: 5px; text-align: center;">Support for Business Development</div>		<ul style="list-style-type: none"> ■ Business development support after the project <ul style="list-style-type: none"> - Support for the establishment of local offices /affiliates - Labor support - Production/service, support for establishing organizations for sales expansion - Support for planning exhibition, publicity, marketing plan 		
		<div style="background-color: #808080; color: white; padding: 5px; text-align: center;">Step 4</div> <div style="background-color: #808080; color: white; padding: 5px; text-align: center;">Continued Business Support</div>		<ul style="list-style-type: none"> ■ Business continuation support in emerging and developing countries <ul style="list-style-type: none"> - Business risk management support - Support for business planning and profit structure reconfiguration - Support for formulation of reduction/expansion plan 		
Advantages	Achievements	<p>JICA (1st Round) 2016 Project to support overseas expansion of SMEs Verification Survey with the Private Sector for Disseminating light hydroelectric power generator for improvement of living standard in rural Himalayan areas of Nepal</p> <p>Additionally, 4 feasibility surveys and 1 other verification survey were adopted and we are supporting their implementation.</p>				
		<p><Technical field></p> <p>Infrastructure maintenance (Indonesia), urban environment improvement (Philippines), organic agriculture/food manufacturing technology (Laos)</p>				