

Guide to AOTS Industry-Academia collaborative programs





FY2025



Apr. 2025

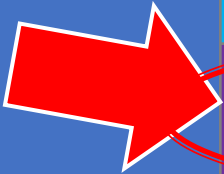
The **A**ssociation for **O**verseas **T**echnical Cooperation and **S**ustainable Partnerships(AOTS)

Overview of the Organization

Established	August 10, 1959 (establishment date of the surviving merging corporation (former AOTS))
Aims	To promote mutual economic development of Japan and other countries and friendly relationships between them by conducting activities to facilitate industrial globalization, trade, investment, and international economic cooperation.
Endowment of the organization	JPY 700,000,000
Main activities	Training, experts dispatch, internship, business promotion, etc.
Scale of operations	Approximately JPY 5,400,000,000 (FY2024 budget on a planned basis))
Offices	Domestic bases: Kitasenju Office, Tokyo Training Center, Kansai Training Center Overseas bases: Bangkok, Jakarta, New Delhi
Number of staff	Approx. 141 (as of Apr. 2024) *Includes fixed-term contract staff
Results	Training of overseas industrial human resources: 400,000 persons; Dispatch of Japanese experts: 10,000 persons Japanese internship in overseas countries: 1,000 persons
Brief history	 <p>From the establishment in 1959, implementing training in Japan and overseas countries. (170 countries and regions, total 360,000 persons)</p>
	 <p>From the establishment in 1970, dispatching Japanese experts to the industry of overseas countries (60 countries and regions, total 7,100 persons)</p>
	 <p>AOTS and JODC merged on March 30, 2012, and the Overseas Human Resources and Industry Development Association (HIDA) was established.</p>
	 <p>Its English name has been changed to AOTS, effective July 1, 2017.</p>



<p>Target countries</p>	<p>Developing countries and regions</p>	
<p>Aims</p>	<p>The aims of this program are <u>to develop local human resources of private companies, etc. in developing countries through public-private partnerships</u> in order to support the reinforcement of local bases required for overseas expansion of Japanese companies and to <u>improve the standard of local industry technology and develop the economy.</u></p>	
<p>Types of the programs</p>	<p>(1) Technical Training</p> <p>(2) Management Training</p>	<p>Japan</p>
<p></p>	<p>(3) Overseas Training</p>	<p></p>
<p></p>	<p>(4) Experts Dispatch</p>	<p>Overseas</p>
<p></p>	<p>(5) Industry-Academia collaborative programs</p>	<p></p>



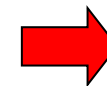
Objectives

Industry-Academia collaborative programs on technical fields that play a key role in the business activities of companies and the development of industry will be held for students at universities and other institutions in developing countries or for international students from developing countries at Japanese universities, utilizing the perspectives and technologies of Japanese companies/Japan affiliated companies in those countries with the aim of helping students from developing countries through the course and internship to acquire knowledge and skills needed by the companies and encouraging them to seek their employment at the companies. The purpose of the programs is to contribute for facilitating business activities and deepening cooperation between Japan and the relevant countries.

Overview

- **Courses:** Lectures, exercises, practical training /experiments, research, workshops, visits, etc., etc.
- **Internships:**
Work experience at companies and organizations in Japan or local countries.

* Internships are optional



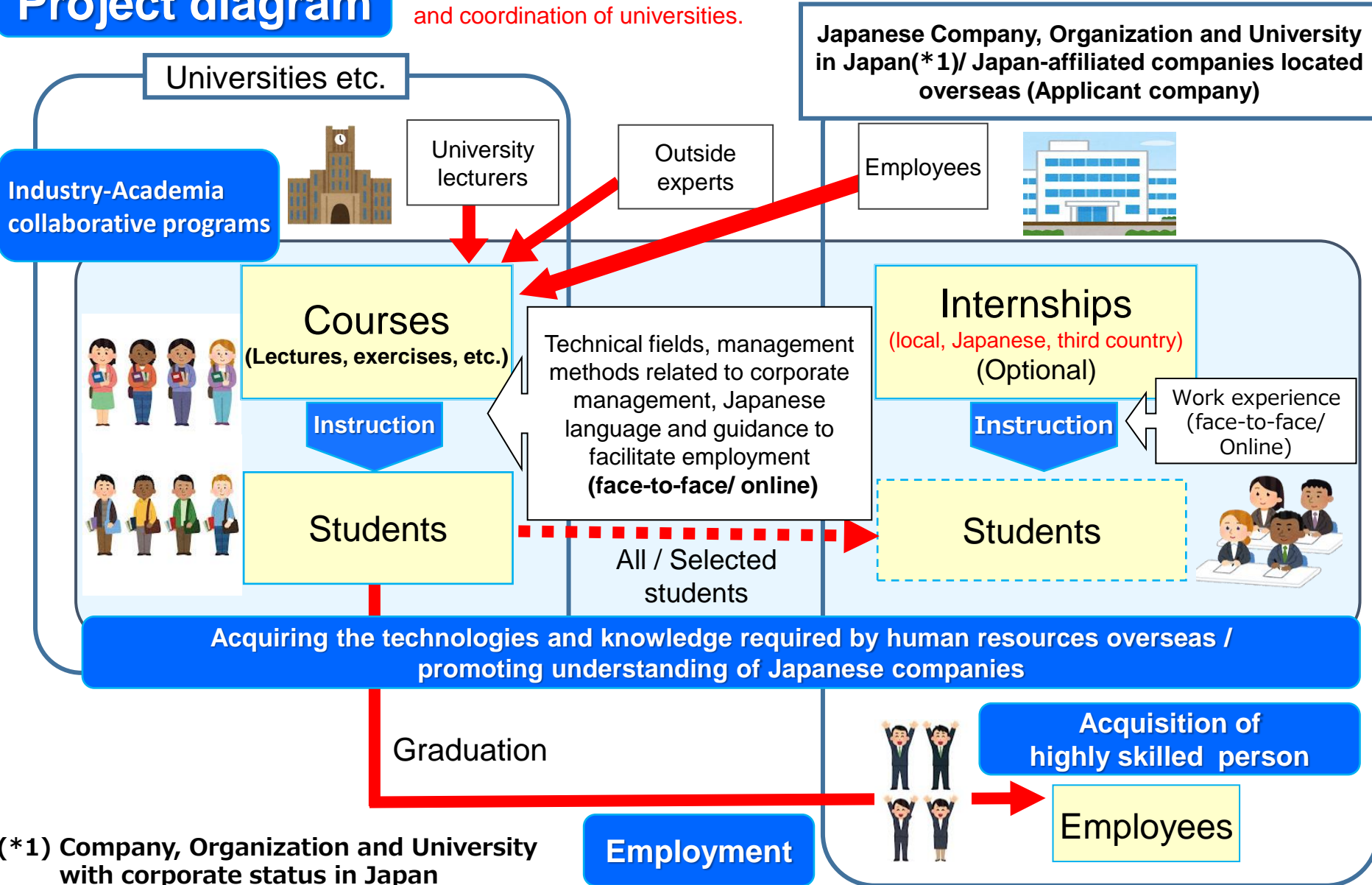
2/3 of eligible costs are subsidised, regardless of the size of the enterprise.

※ Both large and small sized companies can apply.

Project Overview(2)

Project diagram

*The applicant company is responsible for the selection and coordination of universities.



(*1) Company, Organization and University with corporate status in Japan

Benefits from Implementing Industry-Academia Collaborative Programs

- * Lead to **the recruitment of highly skilled human resources.**
- * **Reduce cost burden of course and internship.**
- * Subsidies partially apply to travel expenses for internships in Japan.
- * Can build and strengthen **networks with local universities** through implementing courses.
- * Employees as instructors can improve their abilities to instruct others.
- * Contributes to training local industrial human resources, which leads to fulfillment of corporate social responsibility (CSR).

Basic Requirements for application (1)

<Applicant companies(Japanese or local Japan-affiliated companies)>

- Companies with more than 50% Japanese ownership, organizations and universities with corporate status in Japan, or local Japan-affiliated corporations in which such companies and organizations have invested more than 50% or representative offices of such companies and organizations
 - *Companies such as employment agency or temporary personnel agency may also apply (please contact us for details).
- Those with **plans to employ students** from local universities etc. in developing countries that are eligible for Industry-Academia collaborative programs
 - *Graduates from eligible universities for setting up course can also participate (please contact us for details).
 - * A guideline is to include occupations with the status of residence “Engineer/Specialist in Humanities/International Services” (ESI) in the recruitment plan of Japan companies and local Japanese companies.
- Those with the abilities to implement and manage courses and internships and to pay associated costs
- Those able to arrange companies and organizations to assist with preparation and implementation of Industry-Academia collaborative programs in the countries and regions where they are conducted, as necessary

<Applicant companies (application by Japanese university)>

- If the applicant is a Japanese university, the applicant university must submit with names of companies planning to hire students and recruitment plans by the application format.

(Anticipated examples)

- Holding a course at the university for international students from developing countries who are enrolled at the applicant university. After implementation of the course, the applying university assists the students to be employed by Japanese companies.
- The applicant university holds a course for universities in developing countries. After taking the course, students are accepted as interns in Japan and do internships at Japanese companies. This leads to employment with Japanese companies and local Japanese companies.

■ Courses

- Lectures, seminars, exercises, practical training and experiments, research, etc. at eligible universities etc.
- Total course hours: 450 minutes or more (ex.: 90 minutes x 5 sessions)
- Number of students: 5 or more
- * Content must concern key technical fields directly related to company activities
- * Include content to encourage promotion of employment with Japanese or local Japan-affiliated firms

Note: Online remote courses also are eligible

■ Internships (optional)

- Work experience and/or practical experience at the applicant company or its affiliates, for all or selected students attending courses (Minimum 2 days)

Basic Requirements for application (3)

■ Course content

Course content will include the following subjects, to contribute to learning and improving abilities in the advanced knowledge and technologies that Japanese and Japan-affiliated companies require when recruit human resources overseas and to lead to employment of students at Japanese and Japan-affiliated companies:

1. Key technical fields etc. directly related to company activities

(Ex.) Automation, AI, IoT, robotics, information security, big-data processing, next-generation automotive technologies, mechatronics, carbon recycling, clean energy, optics/quantum technology, biotechnology, nanotechnology/materials, expertise that is key to business activities and industrial development etc.

2. Contents related to recruitment for businesses that contribute to technology transfer that contributes to industrial development in developing countries and regions * Please consult with us regarding specific subject fields etc.

(Ex.) 5S, Kaizen, Marketing, Project Design, and other management methods related to corporate management, etc.

In addition to 1. or 2. above, the course includes content to encourage employment with Japanese and Japan-affiliated companies.

***The technical fields mentioned above 1. or 2. should account for more than half of the total course hours.**

(Ex.) Introductions to companies and products, advantages of employment with Japanese and Japan-affiliated companies (career development, advantages in treatment), language skills for communication after employment

2. Contents related to recruitment for businesses that contribute to technology transfer that contributes to industrial development in developing countries and regions (additional information)

(Anticipated examples when holding a course for departments of humanities/ liberal arts)

- **A hotel business company teaches students in the Japanese language department on tourism marketing techniques that will be required after being employed**
- **A logistics company provides an introductory course on logistics management to students of business administration department with the aim of recruiting management personnel.**
- **A food and beverage company teaches humanities department students about information such as food safety management systems that will be required after being employed**
- **A manufacturing company teaches humanities department students about management methods such as Japanese style 5S and kaizen that will be required after being employed**

Basic Requirements for application (4)

<Schools and institutions where courses are held>

- **Schools and other educational institutions in developing countries or in Japan that are providing education on the technical fields to be taught in the course* to students from developing countries.**

*This may be education in basic or peripheral fields related to the content of the courses to be provided as Industry-Academia collaborative programs.

- **Schools and other educational institutions as well as vocational institutions that have established and operate programs awarding degrees of the level of Associate Degree or Foundation Degree, or higher**

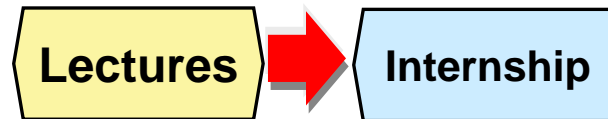
- **Schools and other educational institutions that graduate human resources who can be expected to play active role at Japanese companies or local Japan-affiliated companies**

*Multiple specific local universities and other institutions may be identified as eligible for setting up courses.

Example types of Industry-Academia collaborative programs

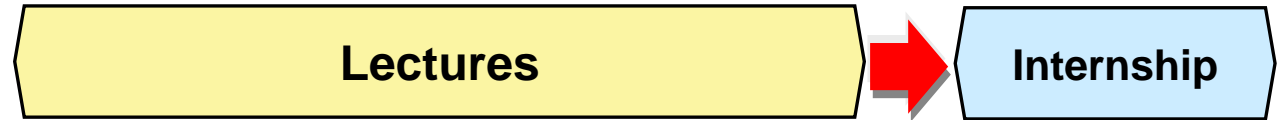
Programs can be provided in different types as below:

(1) **Shor-term Intensive course type**



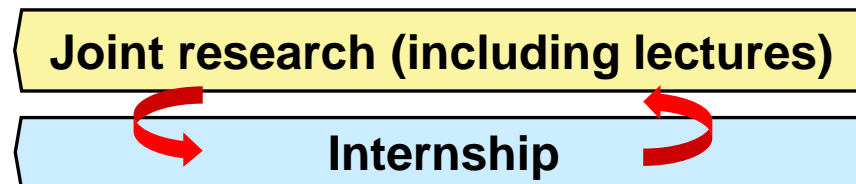
Completes in a few days.

(2) **Classroom lecture type**



Once a week x 15 weeks or so (provided throughout the school term).

(3) **Joint research type**



Research guidance given to participants in units of lab and project-based learning in which participants carry out research while working at their university and a company.

(4) **Combination of the above**

A shortage of human resources with IT competence has been a serious issue in Vietnam, leading to increasingly fierce competition for human resources including from foreign countries. SORIMACHI Vietnam Co., Ltd., which carries out not only off-shore development in Japan but also develops and sells IT products and services inside Vietnam, signed a memorandum with the Industrial University of Ho Chi Minh City and planned educational courses and an internship program for students. Courses provided guidance on mobile app development techniques, Japanese corporate culture, and introductory Japanese language study. In the internship program, students had an opportunity to join a system development project. After the program, three students were employed by the company. SORIMACHI Vietnam Co., Ltd. highly recommended the program for allowing it to acquire new employees, introduce human resources to other Japanese IT companies, and establish a good relationship with the university.



- SORIMACHI Vietnam Co., Ltd. and 2 companies signed a memorandum with the Industrial University of Ho Chi Minh City regarding securing human resources.
- SORIMACHI Vietnam Co., Ltd. employed 3 students and introduced 2 to other Japanese IT companies.
- Many participants responded in the post-program questionnaire that their motivation to find employment at SORIMACHI Vietnam Co., Ltd. or Japanese companies increased.

Participating students	<ul style="list-style-type: none"> • 10 from the Department of Information Technology (Third and fourth grade students) • 8 selected students worked as interns at SORIMACHI Vietnam Co., Ltd. 	
Curriculum	Courses (Lectures, exercises, etc.) <ul style="list-style-type: none"> • Basic AI, big data, machine learning skills • Mobile app development (Android & iOS) • Beginner's Japanese (greetings and so on) • Introduction of work environment and corporate culture of Japanese companies 	90-mins. lecture x 3 times a week for 4 months (Online)
	Internship <ul style="list-style-type: none"> • Work in a system development project 	2 months of work experience (Face-to-face)
Lecturers	<ul style="list-style-type: none"> • Employees of the company served as instructors • The company in Vietnam accepted the interns 	

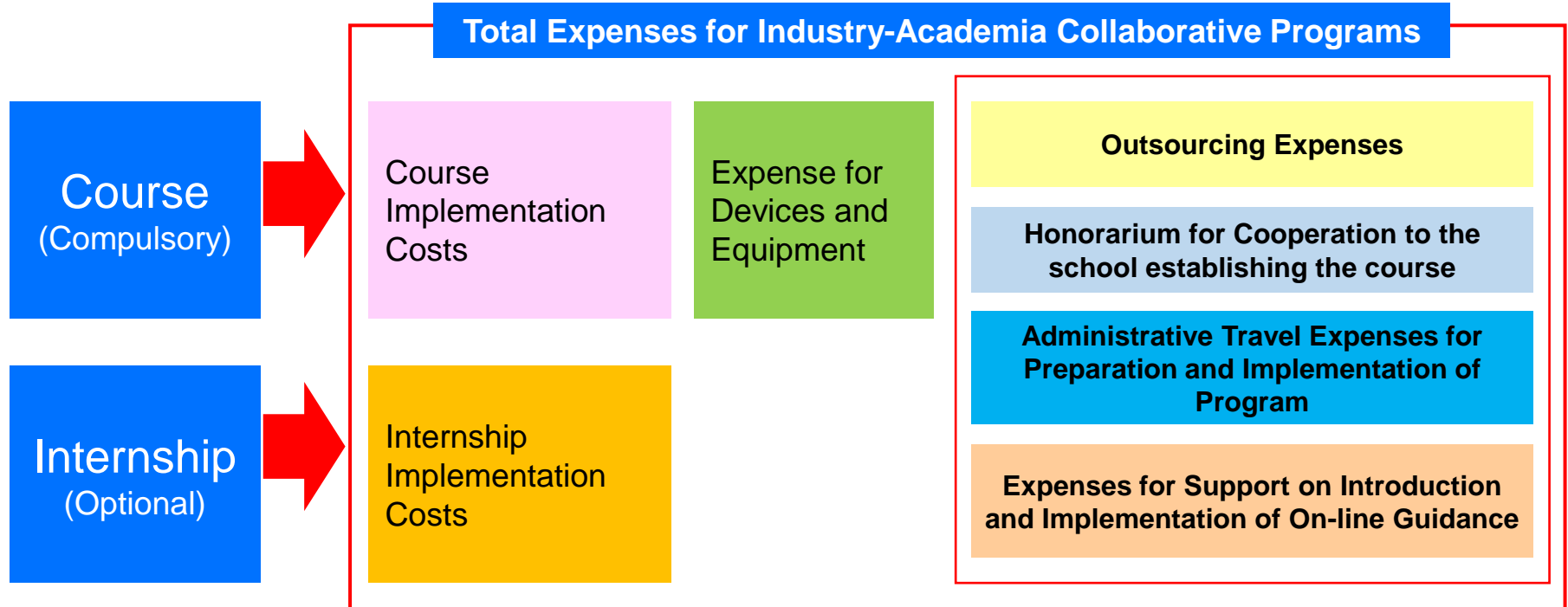


Comment by Dr. Le Van Thang, Vice President of the Industrial University of Ho Chi Minh City

I am grateful that AOTS and SORIMACHI Vietnam Co., Ltd. provided very practical courses for the students of the Industrial University of Ho Chi Minh City. By acquiring a lot of useful knowledge and practical experience, the students were able to improve their basic skills necessary for their future job hunting. I hope both AOTS and SORIMACHI Vietnam Co., Ltd. will continue to pass on knowledge about Japan and expand the opportunity for students to find employment at Japanese companies.

Structure of industry-Academia Collaborative Programs and its Costs

- Industry-Academia collaborative programs are conducted through combination of courses and internships.
- Lectures are instructed by “local lecturers”, “foreign lecturers”, or a combination of both.
- Instruction also may be provided through online learning that does not require attendance at universities etc.
- Internships may be conducted “locally”, “in Japan”, “in other third countries”, or in a combination of these.
- Materials and equipment necessary for course instruction that are lacking at the university etc. may be rented or procured by using “Expense for Devices and Equipment” (maximum limits apply in some cases).
- The maximum amount is applicable.



■ Expenses for the Implementation of Course

Remuneration for Program Advisor/ Technical Guidance Fee for Lecturer/ Expenses for Creating Teaching Materials/ Travel Expenses for Lecturers, Interpretation Fee/ Rental Expenses of Educational Facilities and Equipment/ Expenses for Devices and Equipment (as deemed necessary)/ Expenses of Devices and Equipment necessary for On-line Guidance including their Environmental Setting(*)/ Other Expenses for Educational Activities Conducted by Lecturers/ Travel Expenses for International Students in Japan

■ Expenses for the Implementation of Internships

Travel Expenses for Intern/ Interpretation fee/ Expenses of Creating Digitalized Materials for On-line Internship(*)/ Expenses of Devices and Equipment necessary for On-line Internship including their Environmental Setting(*)/ Other Expenses for Internship Implementation

■ Expenses for Support on Introduction and Implementation of On-line Guidance(*)

■ Honorarium for Cooperation to the school establishing the course

■ Administrative Travel Expenses for Preparation and Implementation of Program

■ Outsourcing Expenses

(*) Only if deemed necessary to provide online guidance.

Expenses that are Applicable for Government Subsidy(2)

- * **Technical Guidance Fee for lecturers:**
 - (1) **When teaching specialized technical content: JPY17,500/day per person**
 - (2) **When teaching Japanese language: JPY6,600/day per person**
- * **Actual costs of Lecturer's transportation**, international travel insurance, PCR test, Visa application
- * **Lecturer's daily allowance and staying allowance** paid in fixed amounts pursuant to AOTS rules
(Ex.: daily allowance of JPY5,000, staying allowance of JPY15,100/honorarium grade 1-3/in the case of an ASEAN developing country such as Thailand, Indonesia, or Vietnam)
- * **Expenses for Creating Teaching Materials** (according to AOTS rules)
- * **Interpretation fee, Rental expenses of educational facilities and equipment,**
- * **Other Expenses for Educational Activities Conducted by Lecturers**
(Ex.: Protective devices for students, Consumables for practice, etc.)
- * **Expenses for Devices and Equipment :**
When procuring through purchase or production, the unit price of the acquisition (excluding consumption tax, value-added tax, etc.) must be less than JPY500,000. User license charges and other costs with limited usable periods are treated as leasing or rental costs, with no maximum limit on their amounts.
- * **Actual costs of Intern's airfare**, international travel insurance costs
- * **Actual costs of intern's accommodations** (maximum limit applies)
(No remuneration may be paid to interns.)

Base Amounts of Main Costs Eligible for Subsidies for Industry-Academia Collaborative Programs

Instructor category	Position with affiliated institution or position authorized by the university where the program is conducted (if affiliated with a company etc. with no particular position authorized by the university where the program is conducted: Instructor)	Professor	Associate professor	Instructor, Assistant
Technical Guidance Fee for lecturers	Per day of course instruction	(1) When teaching specialized technical content: JPY17,500/day per person (2) When teaching Japanese language: JPY6,600/day per person		
Expenses for Creating Teaching Materials※1	Writing the text ※2	4,000 yen/Sheet		
	Writing narration for recordings for teaching materials for learning outside of class hours	2,000 yen/Sheet	1,800 yen/sheet	1,500 yen/sheet
Travel Expenses for Lecturers	Japan	Daily allowance ※3	2,724 yen/day	2,514 yen/day
		Accommodation expenses(Region B) ※3	12,362 yen/night	11,314 yen/night
	Overseas: Region B ASEAN countries other than Singapore, etc.	Daily allowance ※3	5,000 yen/day	
		Accommodation expenses ※3	15,100 yen/night	
	Overseas: Region C Mongolia, South Asia, Central and South America, Africa, etc.	Daily allowance ※3	4,500 yen/day	
		Accommodation expenses ※3	13,500 yen/night	
	Airfare	Actual cost (discounted business class/ discounted economy class) The flight class that can be used depends on factors such as career background and flight time. Please contact us for details.		
	Remuneration for Program Advisor※4	Maximum total amount per Industry-Academia collaborative program	Actual cost up to: 200,000 yen/program	

※1 Japanese, Chinese and Korean: 400 words/piece; Other than those: 200 words/piece

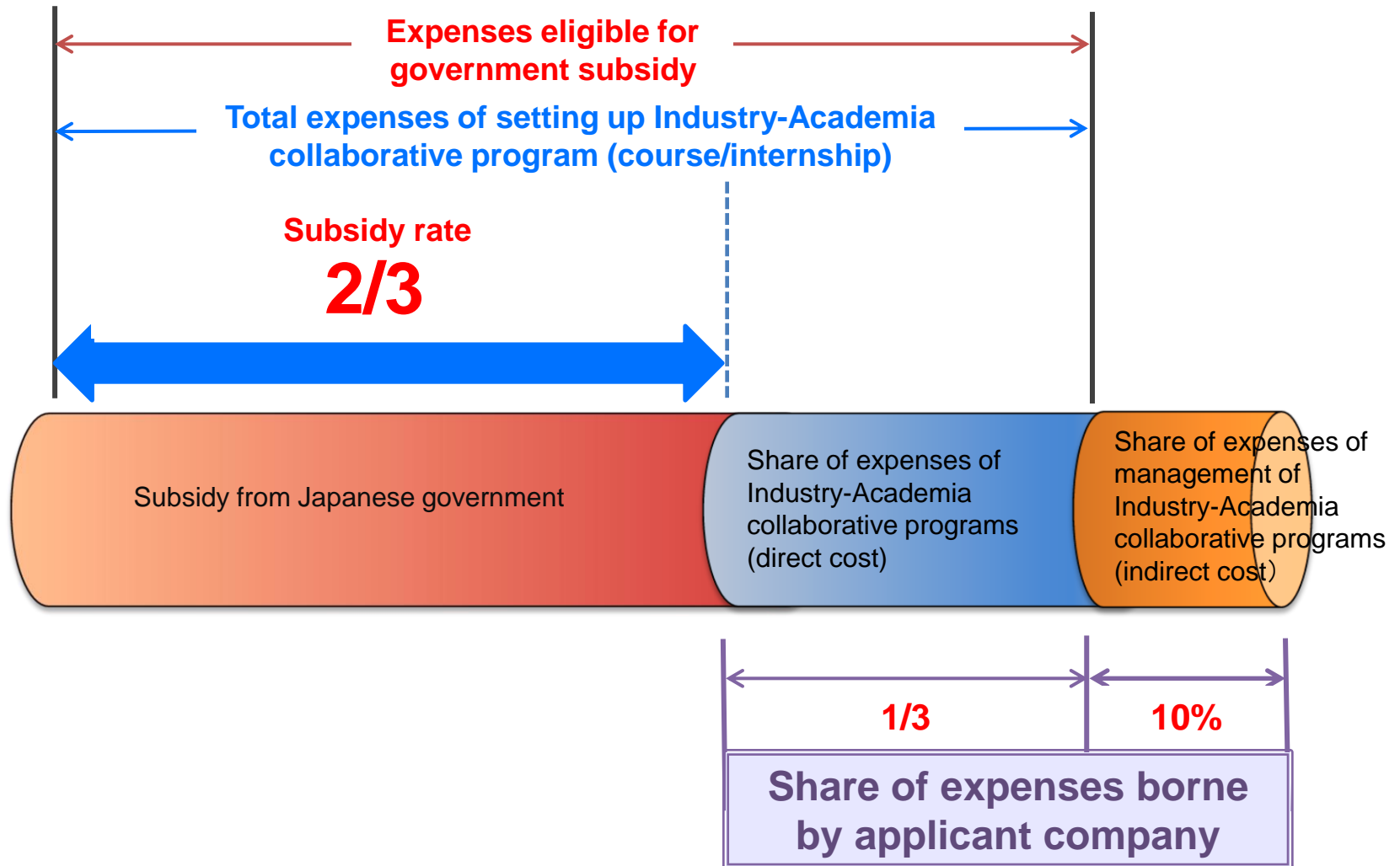
※2 PPT: 3 slides/piece (Maximum number of slides is 30 for 3 hours (with interpreter) or 60 for 3 hours (without interpreter))

※3 The base amount will decrease gradually with the continuous period of stay (31-60 days: 90%; 61 days or longer: 80%)

※4 Available only for payment to an instructor other than an employee of the applying corporation

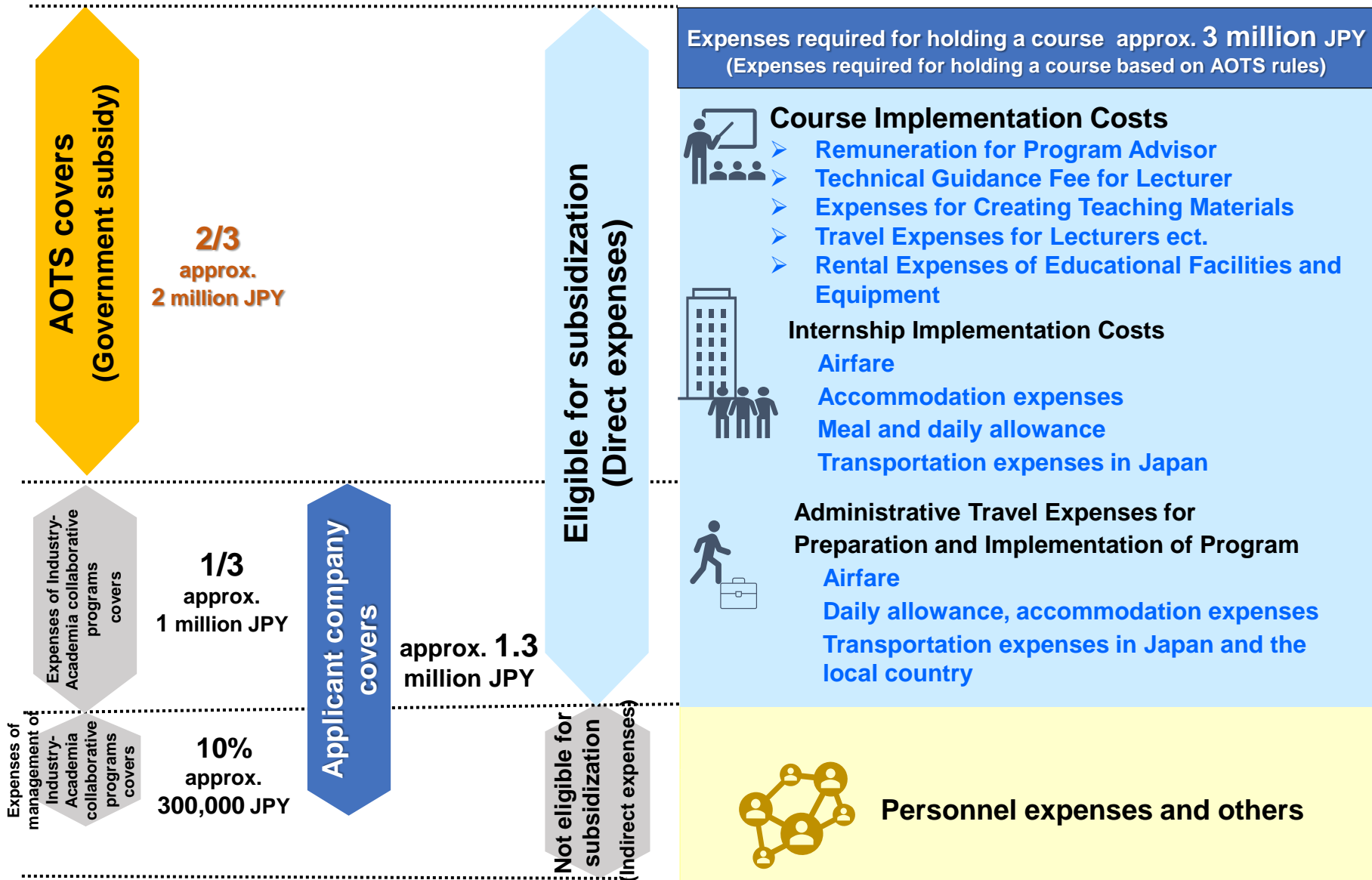
Expenses(1)

(Subsidy rate from Japanese government subsidy/Corporate cost burden)



◆ In addition to above cost, we ask for your cooperation in covering the costs of running the organization (operating contribution).

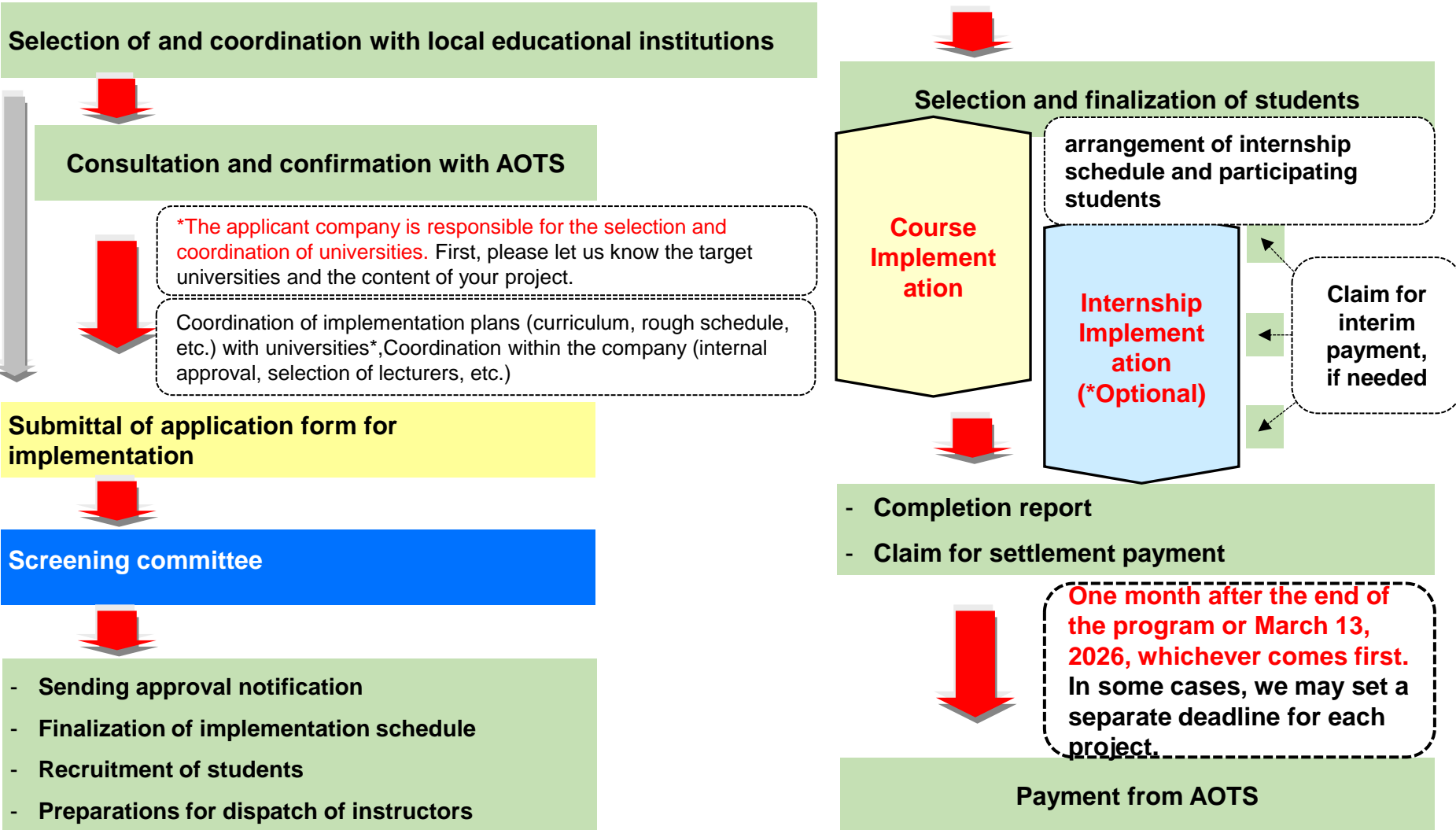
Payment of associated costs (2) (Estimate example)



◆ In addition to above cost, we ask for your cooperation in covering the costs of running the organization (operating contribution).

Flow of Use

■ 2-5 months are required from the date of submittal of the application form until the course implementation.



* In principle the applicant company is responsible for coordination of universities.

* Items in red are implemented mainly by the applicant company (Japanese or local Japan-affiliated company).

* Please plan courses in consideration of university exam periods, long vacations, etc.

■ Application Period

Applications are accepted at any time.

It takes about 3 weeks to notify the results of the screening.

* The execution status of budget plans may call for premature termination of acceptance of proposals.

■ Documents to be submitted

Please download from the following website.

<https://www.aots.jp/hrd/technology-transfer/endowed-program/>

- ❑ Application for Implementation of Industry-Academia Collaborative Programs (prescribed form)
- ❑ Attachments
 - I. Company Brochure
 - II. Company History
 - III. Certified Copy of Register
 - IV. Financial Statements for last 3 fiscal years
- ❑ Supplementary Document (To be submitted as required)
 - I. Document on export/service transaction

■ Method of Submission

Please send an electronic copy of the application form to

indus-acad-collab-pg@aots.jp by e-mail, and send the original application form to the AOTS Endowed Program Group address on the next page.

Contact List for Inquiries



The Association for Overseas Technical Cooperation and Sustainable Partnerships (AOTS)

Endowed Program Group, Corporate Liaison Department

E-mail: indus-acad-collab-pg@aots.jp

Tel: +81-3-3888-8238

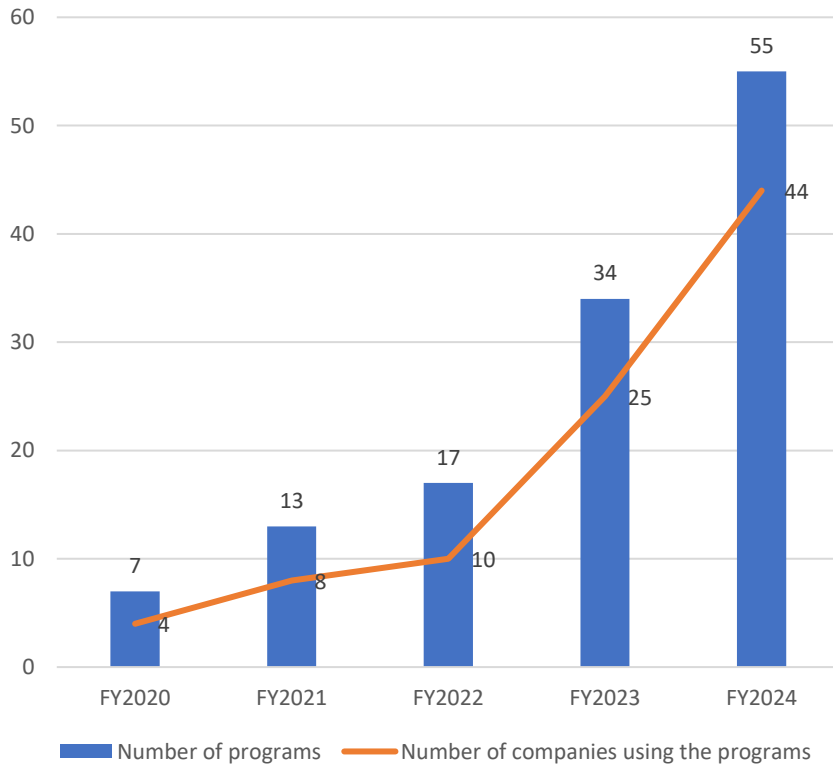
Address: 30-1, Senju-Azuma 1-chome, Adachi-ku, Tokyo 120-8534, JAPAN

Overseas Office	TEL	E-mail
Bangkok, Thailand (Mr. Nishimaki)	Office: +66-2-255 2370	information@aots.or.th
Jakarta, Indonesia (Ms. Saito)	Office: +62-21-572-4262, +62-21-572-4263	saito@aots.or.id
New Delhi, India (Mr. Teshima)	Office: +91-11-4105 4504 Mobile: +91-76-6906-8687	info@aots.org.in

Reference Material - Past Use of Industry-Academia Collaborative Programs(1)

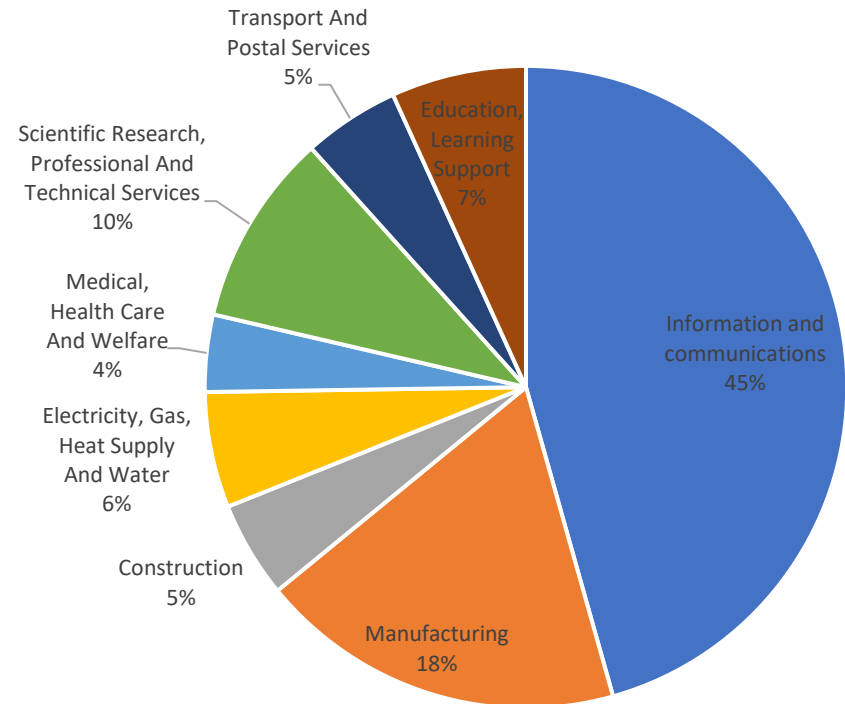
Change in the number of programs and number of applicant companies

* Number of programs between FY2020 and FY2024



Breakdown of applicant company by type of business

* Number of applicant companies between FY2020 and FY2024 (Number of companies using the program. Companies that used the program more than once are only counted once.)

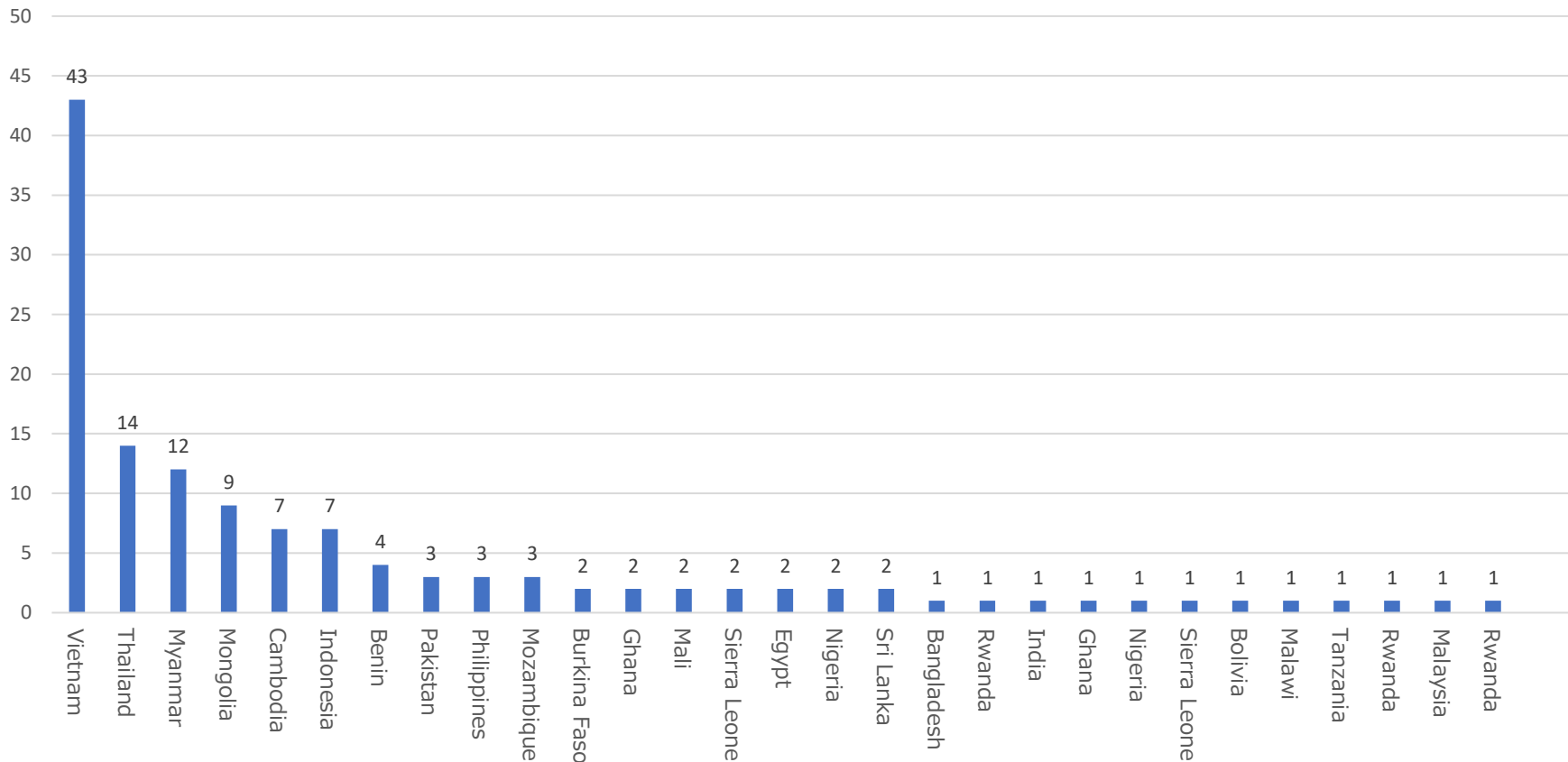


Reference Material - Past Use of Industry-Academia Collaborative Programs(2) Results by Country

Countries eligible to hold a course

* Countries/regions that are eligible for ODA and have an educational institution holding a course

Number of Programs * Total number of programs between FY2020 and FY2024



Example of Collaborative Program Use (1) Vietnam - Construction

Program title: Course on Japanese architecture and construction techniques (waste recycling techniques, insulation work, weight reduction techniques) (Vietnam)

Background and necessity:

To make up for the serious shortage of construction management engineers due to labor shortages and aging of the population, the company has decided to hire highly skilled foreign workers. It has hired six Vietnamese university graduates to oversee construction management work. However, the construction and architecture techniques that are essential for construction management work in Japan are not included in courses at the local university's Architectural Engineering Department and a long period of OJT and classroom training would be required after hiring. To address these issues, the company will hold courses and internships to secure highly skilled workers who can contribute immediately.

Overview:

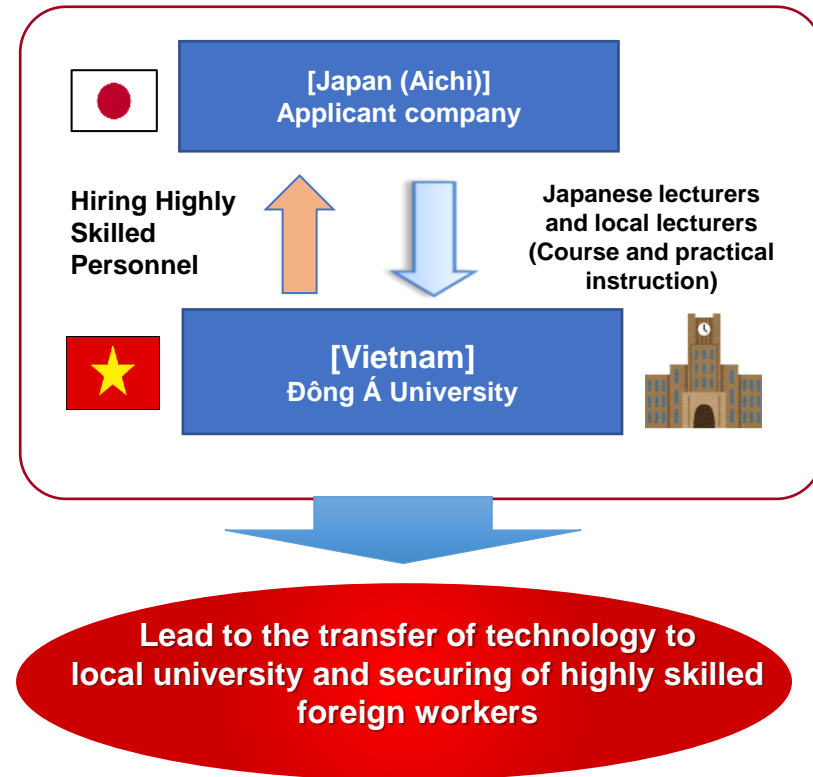
- ◆Applicant company: SME (Nagoya, Aichi)
- Type of business: Civil engineering and construction contracting, architectural design and supervision, real estate sales, leasing
- Target university: Đông Á University
(Number of students: 10; number of students participating in an internship: 10)
- Course period: September 22, 2022–June 26, 2023
- Internship period: December 4–9, 2023
Applicant company held an internship in Japan

Course components:

- Techniques to run construction waste recycling, building insulation work techniques, lightweight building techniques, health and safety management, standard specifications for public building construction in Japan, beginner Japanese
- Internship: Tours of construction sites and completed buildings, group discussions, presentations

Recruitment plan:

Teach students about construction and architecture techniques while they are still at university through a course and hold internships so that they can develop a clear idea of what construction management work is like in Japan with the aim of quickly training and securing the appropriate personnels. Plan to hire two to three personnels from among students in the collaborative program.



Internship in Japan

Example of Collaborative Program Use (2) Vietnam - IT

Program title: Course on the latest developments in user experience (UX) design using Figma (Vietnam)

Background and necessity:

To address the shortage of IT workers in Niigata Prefecture due to the shrinking and aging of the population and the declining birthrate, the Nagaoka University of Technology and the Ho Chi Minh City University of Technology collaborated to hold a course and internship in Japan for computer science majors with past experience studying Japanese who applied for the program. The aim was to increase the students' interest in working for a company in Niigata and for companies in the prefecture to work together to create a place where foreign nationals would choose to live.

Overview:

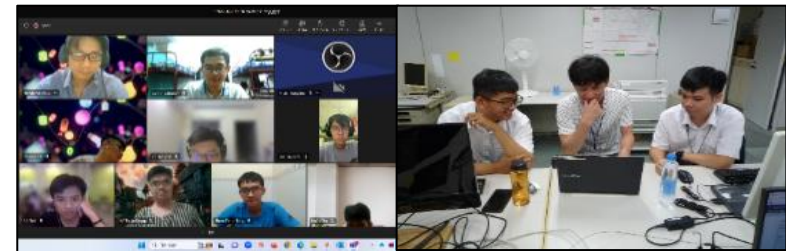
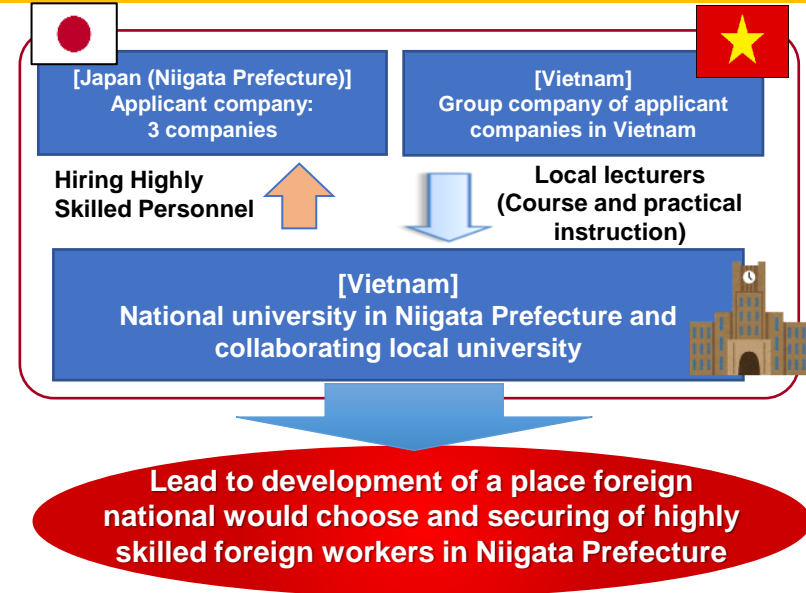
- ◆Applicant company: One large company and 2 SMEs (Nagaoka and Niigata cities in Niigata Prefecture)
- Type of business: System development, software development
- Target university: Ho Chi Minh City University of Technology (Number of students: 21; number of students participating in an internship: 6)
- Course period: April 17–26, 2023
- Internship period: June 19–August 18, 2023
Internships in Japan at 3 companies

Course components:

- Classroom and practical lessons giving an overview of Figma (specialized design tool for UI/UX design of websites and mobile apps) and information about operation methods and the various functions
- Internship: Tests and manual writing for mock projects to develop web apps and robot applications and a real project on a facility reservation management system

Recruitment plan:

Course that teaches students UI/ UX design and an internship that teaches interns how to carry out system development projects for a Japanese company, with the aim of attracting excellent skilled personnels. Plan to hire one student as an IT engineer at each of the three applicant companies, for a total of three students.



Online lesson

Internship in Japan



During their stay in Japan

Example of Collaborative Program Use (3) Sri Lanka - IT - Group

Program title: Course on quality control in embedded systems development (Sri Lanka)

Background and necessity:

There is currently a major shortage in embedded systems engineers, and the applicant companies focused on Sri Lanka where IT workers are abundant and are working to train embedded systems engineers. However, there are few opportunities to learn about quality assurance in embedded system development in Sri Lanka, and the lack of awareness about software quality control is a problem.

Overview:

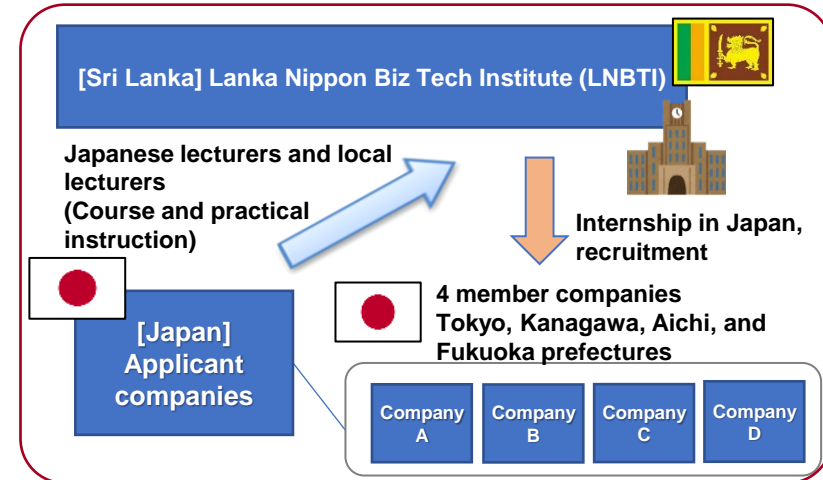
- ◆Applicant company: General incorporated association (Tokyo)
* Four member companies participated as companies holding internships (Tokyo, Kanagawa, Aichi, and Fukuoka prefectures)
- Type of business: Train workers in embedded system technology
- Target university: Lanka Nippon Biz Tech Institute (Number of students: 87; number of students participating in an internship: 8)
- Course period: May 2023 (in person and online)
- Internship period: Two to three months from June to October 2023
Internships in Japan at 4 companies

Course components:

- Teach an overview of quality control and quality control techniques that are needed for developing software.
- Internship: At four member companies of the applicant corporation, eight students try development methods through practical experience in development work and learn the basic attitude for working at a Japanese company.

Recruitment plan and results:

Through classes and an internship, aimed to provide instruction on quality control that is considered the most important think when working for a Japanese company and secure excellent embedded system engineers. Upon conclusion of the internship, all three students who participated in the internship were hired by a Japanese company and are working in Japan and another student has received a job offer.



Lead to the hiring of embedded system engineers capable of advanced quality control



Class

Internship in Japan



During their stay in Japan

Program title: Lean Automation & Factory IoT Course (Thailand)

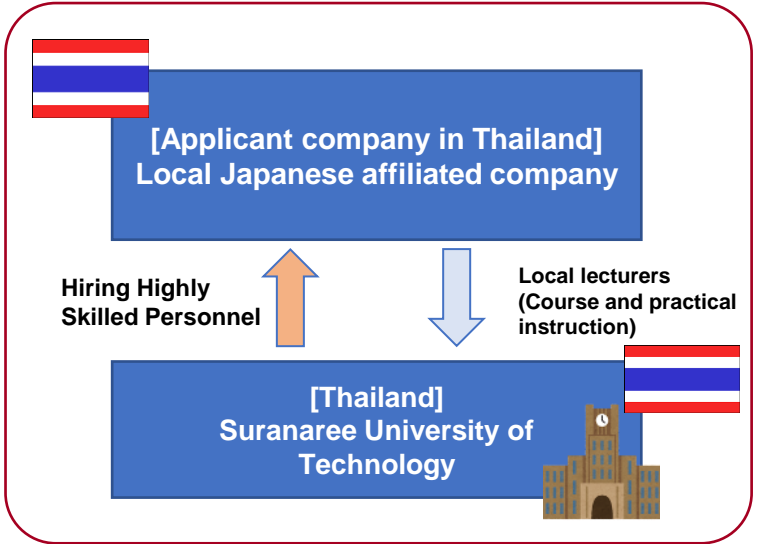
Background and necessity:
 The applicant company signed an MOU with Suranaree University of Technology. It has an ongoing internship program and employs around one to two people a year but suffers from a high turnover rate. It holds a course to provide practical training on advanced Japanese technologies and the unique environment at manufacturing sites with the aim of training workers who can contribute immediately after joining the company, helping them develop their careers quickly and keeping them from leaving the company, as well as increasing the presence of Japanese-style manufacturing in Thailand.

Overview:

◆Company:	One medium-sized company (in Thailand)
Type of business:	Design and fabrication of precision parts, molds, cutters, automated equipment, and power saving equipment
Target university:	Suranaree University of Technology
(Number of students:	9; number of students participating in an internship: 9)
Course period:	October–November 2023
Internship period:	November 2023–March 2024
	Applicant company held an internship in Thailand

- Course components:**
- Classes and practical training on process design and equipment design technologies for the automated production systems developed over many years by the applicant company and programming technologies for IoT devices that connect factory equipment, people, and things via networks
 - Internship: Experience through work how the knowledge and skills acquired in the course are used in manufacturing production processes and equipment

Recruitment plan:
 Aim to secure and retain excellent personnels who can contribute immediately by teaching programming skills for automated production systems and IoT devices, increasing understanding of the strengths of manufacturing in Japan, and fostering a concrete idea of what career development looks like at the applicant company.
 Plan to hire around three personnels at the applicant company and group companies combined from among students in the collaborative program.



Lead to securing and retention of excellent workers and increase in the presence of Japanese-style manufacturing in Thailand



In-person class



Internship in Thailand

Program title: Business Analytics Consulting (Indonesia)

Background and necessity:

In the past several years, competition for recruiting data scientists and analytics consultants in Indonesia has been increasing. Although universities in Indonesia provide education on general statistics and data processing techniques, they do not provide enough practical education for students to develop the ability to solve real-world problems through data analysis. Against this background, the applicant company signed an MOU on securing personnel and collaborative research with Bandung Institute of Technology in 2021 and has been holding its own courses and carrying out recruitment activities. To accelerate these activities, the company held the present course.

Overview:

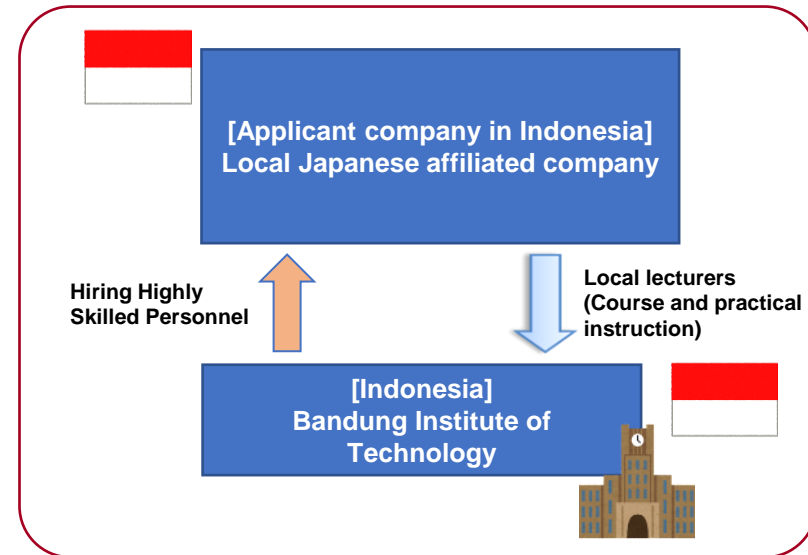
- ◆ Applicant company: One large company (in Indonesia)
- Type of business: Consulting business
- Target university: Bandung Institute of Technology (Number of students: tentatively 30)
- Course period: February–June 2024

Course components:

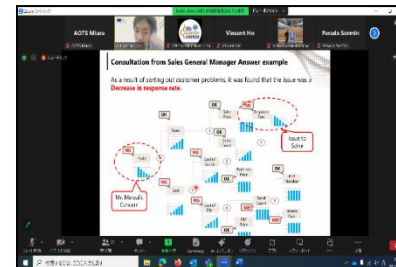
In addition to classes on advanced statistics, data analysis using machine learning, and data mining techniques, and instruction on how to apply the technology to solving real business problems through practical exercises.

Recruitment plan:

Aim to secure excellent skilled personnels by providing instruction for students with a statistics background on using data analysis techniques to solve business problems in projects through classes and practical exercises.
Plan to hire around two personnels from among students in the collaborative program.



Lead to the securing of analytical consultants at local companies in preparation for future business expansion



Online lesson



In-person class

Example of Collaborative Program Use (6) Egypt - Manufacturing

Program title: Course on the Latest Control Systems for the Process Industry (Egypt)

Background and necessity:

The applicant company prepares its estimates and proposals for projects in Africa that it oversees in Bahrain, and it needs to hire and train excellent African sales engineers who understand the needs of customers in Africa and can create appropriate estimates and proposals. Against this background, the applicant company signed an MOU with the Egypt-Japan University of Science and Technology and is holding the course to secure workers who are loyal to Japan and can contribute immediately.

Overview:

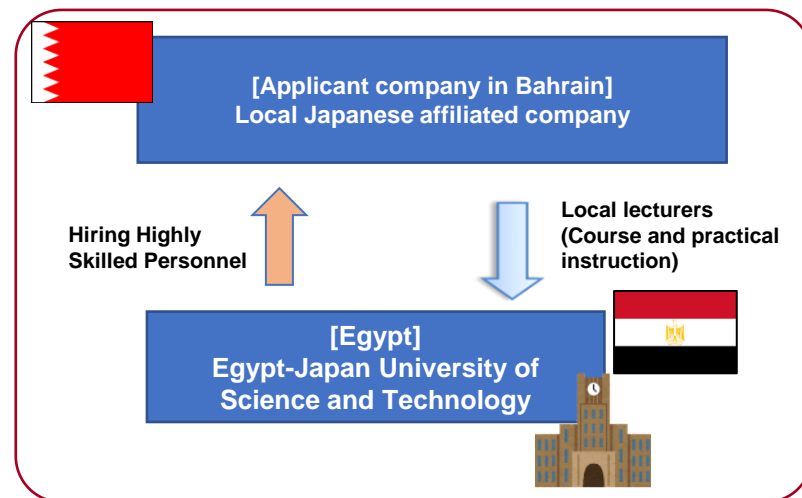
- ◆ **Applicant company:** One large company (in Bahrain)
- Type of business:** Sales and engineering of industrial instruments and process control systems and other business
- Target university:** Egypt-Japan University of Science and Technology (Number of students: 43; number of students participating in an internship: 3)
- Course period:** July 2023
- Internship period:** October 2023–February 2024
Applicant company in Bahrain accepted students from Egypt to do a local internship

Course components:

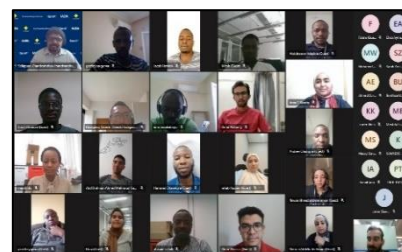
After learning the fundamentals of various systems that are essential for the safe and stable operation of manufacturing equipment in the process industry, teach the latest techniques in advanced control and digital transformation (DX) that can improve productivity and operations.

Recruitment plan and results:

Through a course and internship, aim to secure excellent sales engineers who can create proposals and finalize specifications for systems and field instruments according to customer requirements in the process industry. Two personnels were employed from among the interns by the applicant company in Bahrain and are currently working.



Lead to the securing of excellent African sales engineers for projects in Africa



Online lesson



Internship in Bahrain