

Japan and Bulgaria, from a requirement to a decision

KyoLink is a Japanese general incorporated association in Tsukuba. It gives Japanese and European companies a governed route from a stated business requirement to a qualified counterparty, a prepared meeting, a written next step and a measured ninety-day outcome.

WHY IT EXISTS

The problem is not a shortage of meetings

Cooperation between Japan and Europe is usually maintained by events. An event produces a room, the room produces contacts, and what happens afterwards depends on whoever still has time. Nobody owns the result and nobody measures it.

The cost of that is not the wasted travel. It is that a company cannot tell the difference between a corridor that works and one that only looks busy, so it cannot justify committing anything serious to either.

WHAT IT DOES

One requirement, carried to a decision

The unit of work is a stated requirement, in one paragraph, from a company that wants something specific. KyoLink qualifies it, researches counterparties, proposes a shortlist of two or three with reasons, briefs both sides in writing before they meet, records what each side agreed to do, and reports on day ninety whether it happened.

If the answer at any stage is that we cannot help, the company is told that, with the reason, rather than being kept in a process.

THE MECHANISM

What ninety days means

Day 0	The requirement arrives and receives a reference.
Day 5	We say whether we can take it and how we would approach it.
Then	Qualification and counterparty research, ending in a shortlist with reasons.
Meeting	Both sides briefed in writing beforehand, same facts, each in its own language.
After	One written set of next steps, agreed by both sides.
Day 90	The outcome is classified and recorded, including when it did not work.

WHAT YOU CAN ASK FOR

Seven things companies bring us

A manufacturing or technology partner. A distributor or channel. A research or university collaboration. Entry into Japan. Entry into the European Union. An open innovation challenge put to a filtered set of counterparties. Funding for a joint project.

Japanese companies use Bulgaria as the operating entry point into European capability, not as the limit of the search. European companies use KyoLink to enter Japan through a prepared process rather than a sequence of cold introductions.

WHAT PARTNERSHIP BUYS

Founding Corporate Partner: capacity, not visibility

A Founding Corporate Partner receives one owned strategic requirement carried through the process above, a named KyoLink owner accountable for follow-through, a quarterly decision review, opportunity intelligence filtered for the company, and priority participation in relevant programmes.

It does not buy guaranteed introductions. The founding cohort is capped at ten because every place reserves delivery capacity, and KyoLink will not enlarge it unless that capacity increases without weakening the operating standard.

HOW TO START

One paragraph, five working days

For a founding place: kyolink.org/partner-enquiry/. It is an enquiry, not an application: the terms are being settled and nothing is committed on either side. One question matters, the requirement your company would bring in year one.

If you already have a requirement ready: kyolink.org/requirement/. State what you need, the constraint that matters most and the timing, and within five working days you will have an answer on whether we can take it and how we would approach it.

WHO IS ACCOUNTABLE

Dr Eng. Lidia Vitanova
Representative Director
lidia.vitanova@kyolink.org
+359 889 122 276

Iskren Krusteff
Director
iskren.krusteff@kyolink.org
+359 876 767 021