



Testimonials—May, 2015

Hardware Innovators: Startups, Crowdfunding Creators, and SME/SMBs

“Be it technical expertise, independent opinions, connections, industry insight or helping with overflow work; HWTrek has been a valuable resource for us to tap. HWTrek shows promise in the emerging world of making Asia R&D and manufacturing more accessible to the nascent hardware startup. HWTrek’s community and services are sure ways to help this industry continue to come out of the woodwork.” – Nathan Meryash, CTO, Keen Home (New York City)

“HWTrek has been instrumental in connecting Blocks to leading manufacturing companies in Asia, superior to any other organizations that offer similar services. Not only that, they were also incredibly helpful in developing a detailed manufacturing plan with our team. Altogether it has undoubtedly accelerated our delivery time by at least 4 to 6 months.” – Serge Didenko, Co-Founder, Blocks Wearables (London)

“HWTrek created a great platform for us to efficiently and easily connect to top EMS services across a broad range of requirements spanning from Taiwan to China. I believe this is the service that every small to medium company dealing with electronics has been waiting for.” – Allen Houg, Co-founder / Developer, Loopd (San Francisco)

“Kissengers, being a novel hardware project developed by an inexperienced team, faced a great deal of challenges during its initial days. We were initially part of an incubator in Singapore which was more concerned with administrative processes and promoting very expensive professional services instead of actually helping the project evolve. The project was at a complete standstill until we had the good luck of partnering with HWTrek. Through their experienced guidance and vast network, we were able to complete our development, find a suitable manufacturer, improve our design and even got essential leads for our marketing efforts, and achieved it all below budget. In short, we would not have been able to bring our product to market without HWTrek and we plan on continuing our partnership for our future projects as well.” – Dinos Demetriades, CEO, Kissengers (Singapore)

“HWTrek led our first experience in Asia and introduced us to dozens of potential customers and suppliers. We even ended up raising money from an angel investor we met on the trip! We’re still working on our first manufacturing agreement, but I would recommend HWTrek to any startup who thinks they might manufacture or sell in Asia someday.” – Steven Stoddard, Director of Operations / Co-founder, CoolChip (Boston / San Francisco)



Testimonial Statements–2015

Hardware Experts: Manufacturing and Supply Chain Partners

“For Qisda as a mass volume ODM/EMS company, HWTrek opened a new door for us to interact with hardware innovators. This community, consisting of hardware startups and professional makers, offered a unique playground for us to better understand the new demands emerging from the IoT trends. And for the startups and makers, HWTrek’s platform also serves as a pathway to commercialization of their products with the help of industry veterans like us.” – Dr. Chinglung Chen, VP/Special Assistant to President, Qisda (Taoyuan, Taiwan)

“HWTrek is a matchmaker for those who have great ideas and with those who could realize the ideas into physical products. It’s great to be part of the HWTrek family and be able to make more friends - whether they are innovators, creators, makers, and entrepreneurs alike - while being involved in new exciting and innovative IoT fields.” – Larry Hsieh, CEO, Joybien Technologies (New Taipei City, Taiwan)

“HWTrek brought in valuable and great customers to Ryder as well as demonstrated expertise by supporting the process from initial contact to business negotiation, new product introduction to delivery. Working with HWTrek has undoubtedly accelerated the manufacturing process, shortened time to market, and enhanced customer satisfaction.” – Joe Lam, Marketing & Sales Officer, Ryder Industries (Shenzhen, China)

“HWTrek gives us an opportunity to help contribute to the technology of tomorrow by working with the inventors of today via this unique community platform. We have reached out to a lot of innovative products in the IoT and wearable categories and have had opportunities to collaborate with these innovators. The ongoing support from HWTrek enables companies like mine and countless others to make the Internet of Things much more than a trend.” – Janet Weng, Sales Director, T-Scale Electronics Mfg. Co., Ltd. (Kunshan, China)

“HWTrek provided an opportunity for us to meet startups with creative products via their unique community platform. This allows us to cooperate with the startups to help them realize their ideas. With HWTrek’s support, our team has broadened our vision through the opportunity to connect with global customers while also allowing them to better understand our strengths and professionalism.” – Damon Song, Co-founder, IV-Tech (Shenzhen, China)

“HWTrek gives us an opportunity to help contribute to the technology of tomorrow by working with the inventors of today via this unique community platform.” – Tom Liang, CEO, Jorjin Technologies (Taichung, Taiwan)

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