



## HWTrek Asia Innovation Tour 2015 Testimonials

### Hardware Startups on the Tour, 2015

"HWTrek is the ultimate matchmaking service between inventors and manufacturers. There is simply nothing else like it on the planet." – Chris Chuter, CEO and Co-founder, Building 10 Technology (Austin, TX), maker of Peeples.

"HWTrek has been an invaluable partner to us as we've made our way from prototype to production. Their manufacturing tour was a fantastic deep-dive into the world of volume manufacturing. HWTrek has introduced us to top-tier manufacturers that we never would have been able to reach on our own. We're very much looking forward to working with HWTrek's project management service as we bring our first product through the manufacturing process and into our customers' hands." – Jesse Vincent, Co-founder and CTO, Keyboardio (San Francisco).

"I had an incredible experience on the HWTrek Asia Tour! I think it is incredibly useful for any hardware startup facing manufacturing issues—and in the age of crowdfunding, there are multitudes of new startups, including mine, that could really use this kind of exposure. The tour is also a great firsthand introduction for any emerging product engineer or designer who wants to learn more about scaling their technology. Finally, and perhaps most importantly, it was particularly valuable to take the tour with an Asia-based startup that has the experience, local and regional connections, and credibility to make for a true insider's-view." – Arlene Ducao, Chief of DuKorp (Brooklyn, NY), which makes MindRider Helmet that tracks your mental experience.

"This was a very rare opportunity for a startup company like mine to go inside some of the world's top electronics manufacturers and learn how they can help new product developers. We were all very impressed by the participation of the top managers of those companies. Clearly they respect your capability to find and cultivate promising new companies. It is surprising and exciting to learn that such big companies like Jabil and Quanta and Innoconn are ready to help startup companies with exciting ideas, at little or no upfront cost. The introduction by HWTrek to these huge companies is invaluable and unique. You have access to leaders that is far greater than any of the consultants that tell me they have great connections. It gives me, and my company's investors, great confidence that HWTrek is ready to find the right partners for us and to be our product development guide and mentor. Finally, the mix of startup companies in the tour was great. I learned quite a lot talking with the other entrepreneurs. The time spent with the other startups is a very valuable component of the tour." – Burton Hamner, President of Hydrobee SPC (Seattle, WA), developer of the Hydrobee personal renewable USB power system.



"It has been an amazing experience - visiting some of the biggest manufacturers, meeting investors, and getting insights into the uprising Asian market. All of that, together, in a group with other hardware startup founders is priceless. Great connections were made." – Felix Kochbeck, CEO and Co-founder of Luuv (Berlin), maker of mechanical and electronic camera stabilizers.

"It is an eye-opening tour for us. We had a chance to meet a lot of smart people and learn more about what and how they do things. Our experience working with HWTrek has been really great. What makes them stand out is the people working there. The staff are experienced and helped us filter out a large number of manufacturers in China down to several suitable candidates. The HWTrek folks not only connected us to the right people, but also follow up the conversation and give us their professional suggestions. Since it is a commission-free business model, we could rest assured that there is no pressure on us to bind with any particular manufacturers. We recommend startups to talk to them and see how HWTrek can help bootstrap their project." – Nattapon Chaimanonart, CEO and Founder of Ultra, Inc. (Portland, OR) maker of Violet – a UV exposure tracker.

"HWTrek came as a pleasant surprise where they not only managed to bring together some of the world's finest startups, but also helped the startups connect with the right resources they needed. HWTrek team personally spent time with every company members to understand what stage they were in, and depending on that, they were able to make the tour fruitful for them. For us at H+, it was fantastic to come across all kinds of resources from VCs to manufacturers and even entering the Asian market. These are all mighty tasks and with the help of HWTrek, I feel very confident that it will immensely benefit us. So if you are on next year's tour, then you are really on a ride that cannot be missed. Lastly, kudos to the HWTrek team for building a platform that actually solves some of the major hardware startup problems." – Dhruv Adhia, CTO of H+ Technology (Vancouver, B.C.), developer of Holus – the world's first interactive holographic platform and app ecosystem.

"HWTrek helped us find the right supplier to make our first MVP. The specs were even higher than our requirements and it saved us at least 12 weeks and a ton of money in setup costs!" – Amin Zayani, Co-founder, MedAngel (Berlin)

"I learned very good news, that most big companies realize that it's time to give some attention to startups," – David Chechelashvili, EVP of Business Development at NU.I.ON (Los Angeles), developer of wide field-of-view 3D stereoscopic head mounted displays & heads up displays for Virtual Reality.



“They not only had a rockstar team supporting us all the way from Taipei to Beijing, but HWTrek also gathered an amazing group of talented and passionate hardware entrepreneurs! Two milestones for this trip:

- The impressive Taipei Meetup with more than 400 participants!
- The Quanta Corporate visit with the Chairman himself attending our session.

Needless to say, I'd recommend this Asia Tour to anyone interested in grasping the complexity, variety and buzzing Asian hardware ecosystem” – Raph Crouan, Managing Director and Founder of Startupbootcamp IoT (London)

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