



HWTrek Asia Innovation Tour 2014 Testimonials

Hardware Startups on the Tour, 2014

"HWTrek has been awesome at opening the doors...we met with CEOs, we met with suppliers, manufacturers, and I look forward to working with HWTrek in the future." – Cameron Turner, Partner Data Scientist, The Data Guild (Palo Alto, CA), maker of the eyeBit e-reader eyeglass.

"I think HWTrek has been the most amazing trip we've taken so far – it's highly organized, [and] we've met many executives and engineers of all the contract manufacturers. I highly recommend to anybody out there who is thinking of building a device, Internet of Things, to be part of HWTrek. Please call these guys, they are amazing." – Yobie Benjamin, previously Co-founder, Avegant (Ann Arbor, MI / Redwood City, CA), maker of the Glyph retinal display.

"I had a great time in Taipei, the visits were very interesting, and it was very great to meet all the other participants as well. Thanks so much for hosting this." – Stefan Borsje, Co-founder & CTO, Karma (NYC), maker of the Karma Go hotspot device.

"HWTrek is doing a really good job and awesome project management...and really good companies we have visited. Many of us are looking at having the same challenges and [could] share experiences and talk about different manufacturers at the same time, so really great people and really great tour." – Marius Klausen, CPO and Co-founder, AIRTAME (Copenhagen), maker of the AIRTAME wireless HDMI dongle.

"It was pretty cool meeting manufacturers here...It's also great to be able to network with the other hardware companies going through the same processes as us right now, and it's great that HWTrek is able to connect companies like us with the manufacturers in Taiwan and in China to potentially make partnerships." – Mike Kasparian, Atlas Wearables (Austin, TX), maker of the Atlas fitness tracker.

"This trip provide me lots of resource on the manufacturing process...[and access to] billion [dollar]-worth companies; all these companies have provided [us with] some way to engage, which I find very valuable." – Raymond Lo, CTO, Meta (Portola Valley, CA), maker of VR glasses.

"It was really cool and the thing I really like [is] that they created a community of people, so we had the chance to meet the guys from production, investors, [and] those organizations that help startups – I think that's an amazing idea." – Zagrebins Pavels, CEO and Co-founder, GrowOn (Riga, Latvia), maker of smart agricultural technologies.

"A lot of fun, met a ton of great people who are on very exciting projects. I had a great time." – Thomas Gloge, Lead Engineer, Ubooly (Culver City, CA), maker of smart toys.

"I've learnt a lot from this trip, not just from the manufacturers, but [also] from [fellow participants], so I think it's great to connect to those people here [on] this trip...Looking



forward to working again with HWTrek.” – Serge Didenko, Co-Founder, Blocks Wearables (London), maker of the modular smartwatch.

"Just got back to Europe this morning and wanted to take this opportunity to say big 'Thank you' for organizing the Tour and all the activities. Looking forward to working with you all!" – Sergey Vladimirov, Co-founder and CTO, Beestar (Amsterdam), maker of positioning and sensor network technologies.

"Thank you for having me (and Compology) on the HWTrek tour! I know it was a ton of work organizing/chaperoning the trip and wanted you to know that it was very appreciated. I had a great time." – Benjamin Chehebar, Co-founder, Compology (San Francisco), maker of smart waste management.

"Thank you all for your hard work arranging this trip for us. Ali, Matt and I are having a wonderful time on this first Asia Innovation Tour. We are very proud to be part of such an innovative group. The food, hospitality of our new manufacturing friends, hotel quality, and ease of transportation cannot be beat." – Jen S. McCabe, formerly Founder and CEO, Factorli (Las Vegas). Jen is now with FLEX.

"I just wanted to thank you for the opportunity to be on the HWTrek tour. We appreciated the exposure and have made a number of good contacts." – Dr. Kelvin Cheo, Co-founder and CTO, DynaOptics (Singapore / San Francisco), maker of an innovative optical zoom technology for mobile phones.

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"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)

"If you are a small startup with limited resources, but unlimited ambitions nothing seems impossible. However getting from an idea to a finished product requires lots of effort and right partners that could help you or even just consult on hardware prototyping, housing design, DFM, factory testing procedures, component sourcing certification, and other important issues. We had a pretty clear idea about what we wanted to create, but not exactly how. HWTrek has introduced us to 3 major design and production companies in the Taipei area and no it was not just sending a contact over email and leaving it there, but HWTrek managers actually participated in initial calls and helped to explain our product idea to these companies. Without that, any serious company would be very skeptical taking on a project from startup. With the help of the HWTrek team, we established an amazing partnership with Taipei-based NeoVideo, the company that supported us through multiple iterations of hardware design, did an amazing job on the ME (mechanical engineering) side and currently gets us ready for mass production run - all that in just 12 months." – Sergey Vladimirov, Co-founder and CTO, Beestar (Amsterdam), maker of positioning and sensor network technologies.



“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 Technologies (Boston / San Francisco)

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