台灣快製能力 x 國際硬體創新
Might Group Milestones

1986
Founded at Hsinchu, Taiwan

1996
Set up Chance Electronic at Dongguan, China

2008
Set up Chance Technology at Dongguan, China

2014
Set up 2nd Might factory

2016
Set up Mighty Net, in NTHU

2017
Set up Taipei Office

2018
Join Startup Terrace Program
Ubiquiti since 2005

2005
- Funder Robert Pera left Apple and fund Ubiquiti Networks by $30,000
- cooperated with Might Group for wireless module

2011
- Ubiquiti Networks IPO at NASDAQ with 3 Billion value
- Top 3 customer of Might Group

2014
- Robert Pera Became Top 10 “Youngest Billionaires in the World”
Robert J. Pera (born March 10, 1978) is the founder of Ubiquiti Networks, Inc. a communications technology company based in Silicon Valley that Pera took public in 2011. In October 2012, Pera also became the owner of the Memphis Grizzlies. At the age of 36, Pera has a spot on Forbes’ list of 10 youngest billionaires in the world.
<table>
<thead>
<tr>
<th>WESTERN</th>
<th>magic leap</th>
<th>view</th>
<th>peloton</th>
<th>proteus</th>
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<tbody>
<tr>
<td></td>
<td>Essential</td>
<td>Razer</td>
<td>sigfox</td>
<td></td>
</tr>
<tr>
<td>XIAOMI &amp; ‘MINI-MI’</td>
<td>mi</td>
<td>ninebot</td>
<td>huami</td>
<td>ZMI</td>
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<tr>
<td>OTHER CHINESE</td>
<td>mobike</td>
<td>ofo</td>
<td>meizu</td>
<td></td>
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<tr>
<td>IPO</td>
<td>gopro</td>
<td>square</td>
<td></td>
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<td>fitbit</td>
<td>cybereye</td>
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</tr>
</tbody>
</table>

18 HARDWARE UNICORNS
9% OF GLOBAL BLESSING
2/3 FROM CHINA
‘SECOND WAVE’ REACHES SCALE

4X SINCE 2014
(FROM 8 TO 36)

1/5 FROM CHINA
(INCLUDING 4 IN TOP 5)

X US$100 MILLION

Source: Crunchbase, media reports
SOFTWARE GIANTS
BUILD & BUY
HARDWARE

Google  Microsoft  amazon  facebook

UBER  Tencent

Baidu  JD.com

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『You jump off a cliff and you assemble an airplane on the way down』

Reid Hoffman, Founder of LinkedIn
Hardware companies are working to build products faster.

Most companies budget 1-3 months to build functional prototypes.

- **Personal electronics**: 1-3 mos
- **Medical**: 1-3 mos
- **Accessories**: 1-3 mos
- **Hardware platform**: 1-3 mos
- **Sports & fitness**: 1-6 mos
- **Home automation**: 1-6 mos
- **Business tools & infrastructure**: 4-6 mos
- **Aerospace**: 1+ yr
Most companies budget another 3-6 months to go from **functional prototype to production**.
## Hardware Scaling is More Linear Than Software

Distinct and time-intensive phases:

<table>
<thead>
<tr>
<th>Year 01</th>
<th>Year 02</th>
<th>Year 03</th>
<th>Year 04</th>
<th>Year 05</th>
<th>Year 06</th>
<th>Year 07</th>
<th>Year 08</th>
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</thead>
<tbody>
<tr>
<td>R&amp;D</td>
<td>Prototype</td>
<td>Prototype</td>
<td>Production</td>
<td>Online</td>
<td>Offline</td>
<td>Global</td>
<td>IPO</td>
</tr>
</tbody>
</table>

### Could We Do It in 4 or Less with the Right Support?

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Hardware is Hard?
Manufacturing is Easy for Taiwan
Software is Solo, Hardware is Symphony
Start-up MIGHT One Stop Hardware Innovation Service

EVT
Prototype

DVT
Engineering Sample
ME Tooling
PCB Layout
Certification

PVT
Pilot Run
Testing Fixture
PCB Fabrication
Reliability Test

MP
Mass Production
Yield Rate
Failure Analysis

Shipping
Marketing strategies
Sales channels
Logistics
Manufacturing

- **SMT Line X 15 (13.3 Million/day)**
  - DEK Auto Printer M10-93040
  - Hi-Speed Mounter Panasonic NM-EJM8A
  - Hi-Speed Mounter Panasonic NM-EJM8A
  - General Purpose Panasonic NE-EJM5B
  - Reflow HD-NHACRF
  - AOI Inspection

- **DIP Line X 8 (5 million/day)**

- **Assembly Line X 14**
- **Wireless Testing Room**
- **Press Crimp Automatic Machine**
MIGHT GROUP | http://www.mightynet.co

System Integration

Cloud
MCS
WISE-PaaS
AWS
Azure

Sensor
Accelerometer
Air Quality
GPS

Energy
Energy Harvesting
Renewable Energy

Wireless
BLE
Wi-Fi
LPWAN

MIGHT GROUP | http://www.mightynet.co
Mighty Lab
Taipei Office / FutureWard
Startup Terrace Program
Ecosystem Partners

Accelerator  Co-working Space  Accelerator  Incubator  HW Accelerator

ODM / OEM  Cloud Service  Sensing Community  IOT Operator  Hacks Conference

Maker Platform  Supply Chain Alliance  R&D Institute  Block Chain  Maker E-commerce
Hardware Innovation

1. Innovation
   • Investment
   • Accelerator

2. Development
   • Manufacturing
   • Supplier Chain

3. Sales Channel
   • Crowdfunding
   • Promotion
Startups Worldwide
Over 50 HW Startups since 2016
SigFox / UnaBiz
Alert

Receive real-time alerts of pollution levels. uHoo sends specific alerts when the air quality is bad.
TRACMO

1. Attach it
2. Ring it
3. Find it
ADAS Tech
MACHINA

BECOME THE CONTROLLER

OBE technology closes the gap between the real world allowing users to control and feel virtual worlds.
“Software is eating the world.”

–Marc Andreessen, VC
“Software is eating the world.”

–Marc Andreessen, VC

1. 以軟帶硬引導台灣廠商轉型
2. 中小型的EMS廠扮演關鍵
3. 鼓勵大型ODM的內部創新
4. 設計師 x Maker 引領技術創新
5. 創新聚落 x 聯盟完善生態系
Thank You