

EMBARGO UNTIL 14 March 2019 07:00 AM EDT

# Arrow Electronics and Freelancer.com Launch World's Largest Electronics & Electrical Engineering Services Marketplace, Revolutionizing How Hardware Products Get Designed & Manufactured

#### **Matt Barrie**

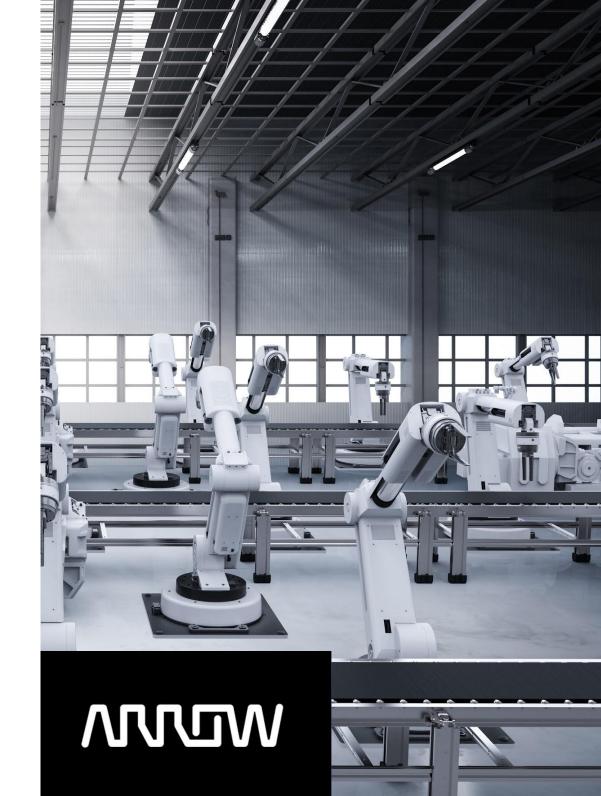
## **WDVV**

Guides innovation for over 200,000 leading technology manufacturers and service providers

Arrow Electronics (NYSE:ARW)

Ranked #113 in 2018 Fortune 500 with revenue of US\$30 billion

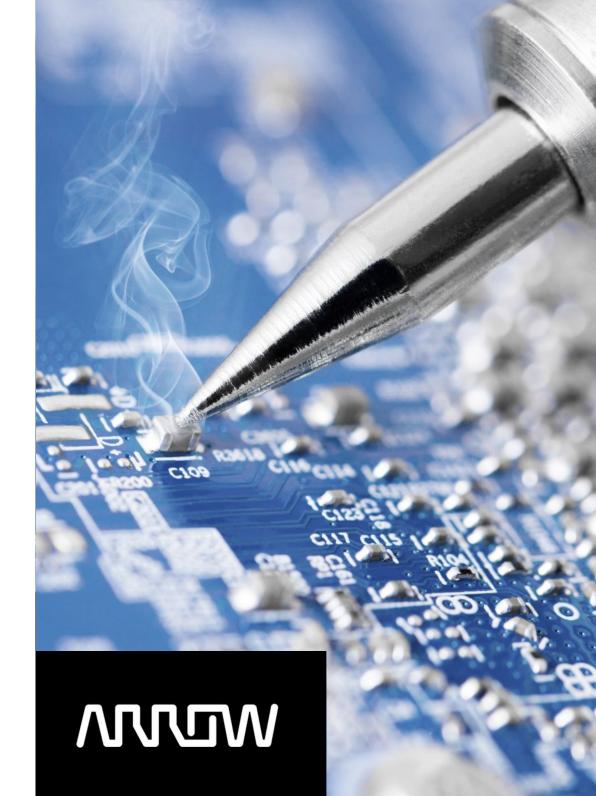
Brings to the alliance a large volume of high quality, high value projects, from established companies with a real demand for innovation and talent



## WDVV

Arrow has built a proprietary
Certified Engineering (ACES)
network that is a key
differentiator in helping its
customers win with technology

The new platform ArrowPlus powered by Freelancer is designed to solve sophisticated technology problems spanning consumer electronics, transportation, healthcare, industrial, Internet of Things (IoT), telecommunications, biomedical, cloud security, firmware, hardware, and connected products in every industry





The world's best expertise in global services marketplaces: 32m+ users and 15m+ jobs in 1,350+ skill areas

Brings to the collaboration the platform and the world's best expertise in running global online services marketplaces, allowing Arrow to transform its services business into a dynamic, connected talent cloud

Will operate **ArrowPlus powered by** Freelancer including engineering, payments & support





"We anticipate in the future that up to 30% of R&D spend could leverage a model where Arrow provides a technical concierge and project management to a vast network of high-end engineering talent"

Matt Anderson, Chief Digital Officer & President Arrow Electronics, Inc.





ArrowPlus powered by
Freelancer will transform the
way products will be
designed, manufactured and
delivered to market

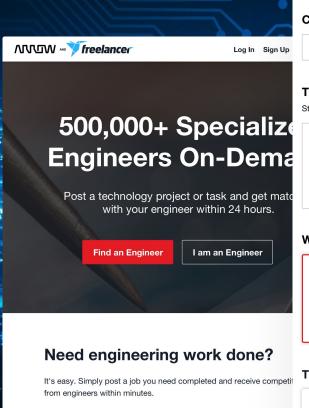
Together, the exclusive strategic alliance is an unprecedented category definer for how hardware products are designed and electronics & electrical engineering services are delivered

freelancer.arrow.com



### **NTUW AND Freelance**

## Next year's "new products" for CES Las Vegas are just a click away.



Whatever your needs, there will be engineers to get it done: from harc

With secure payments and thousands of reviewed professionals to ch

freelancer.arrow.com is the simplest and safest way to get work done

design, firmware development, embedded systems, FPGA design,

manufacturing, and BOM services (and a whole lot more).

Choose a name for your engineering project

i.MX6 based IoT Gateway

#### Tell us more about your project

Start with a bit about yourself or your engineering project, and include an overview of what you need done.

IoT gateway based on i.MX6 microprocessor. Must have connectivity to edge devices via WiFi and ZigBee PRO HA 1.2. Need to connect to WAN via Ethernet or WiFi. Must include Linux BSP. Support local display via HDMI. Include android and IOS application for control.

#### Where do you want to post your project?



Post your project only on freelancer.arrow.com. Your project will be seen by engineers in the Arrow marketplace.



#### Arrow + Freelancer.com

Post your project on Freelancer.com and freelancer.arrow.com. Your project will be publically listed on the Freelancer and Arrow marketplace.

#### These details will be visible to Engineers.



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Mobile App

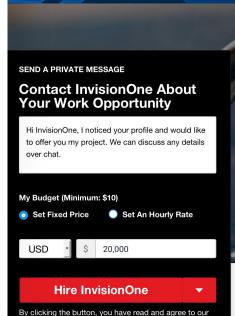
RECRUITER

i.MX6 based IoT Gateway

\$250 - \$750 AUD

Reduce time to market and cost

**Task Arrow Certified Engineers or freelancers** 



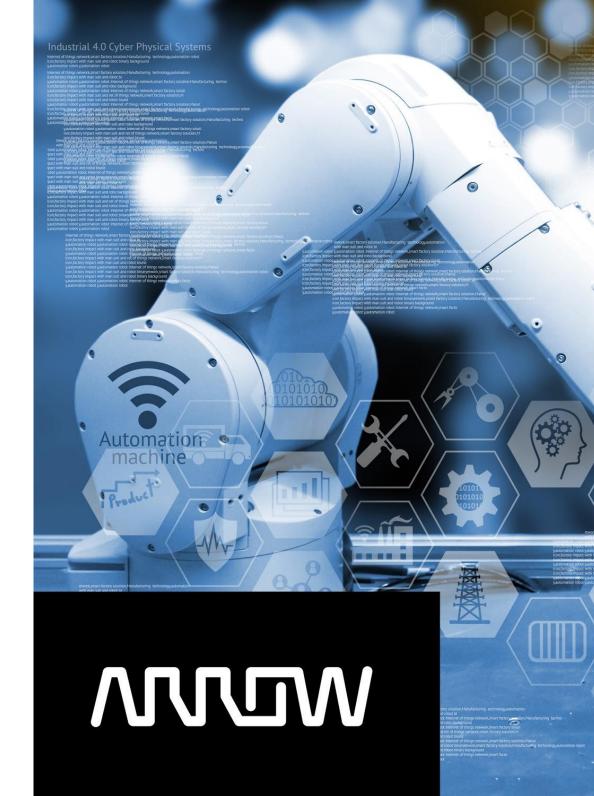
Terms & Conditions and Privacy Policy.

500.000+ skilled engineers on-demand



## The full lifecycle of hardware product development:

- Ideation & prototyping
- Analog & digital design
- Printed circuit board design
- Bill of Materials (BOM) part selection
- Custom requirements to product delivery
- Component consolidation and cost reduction
- Redesign for smaller size
- Documentation & translation
- Development of firmware, drivers & middleware
- Real-time embedded software development
- Integrated circuit design
- Manufacturing



#### **Details**

#### **Contract Fine Print**

- Freelancer has built a co-branded marketplace for Arrow Electronics. Our platform makes it easy for OEMs to post engineering projects, hire engineers, order components and manufacture from a single location.
- After the first six months from launch, there is a minimum volume commitment of US\$3.6 million GMV per annum at a Take Rate to Freelancer of 13%.
- The term of the agreement is 3 years and will automatically renew for successive one year terms unless notice is given within 90 days of the end of the period.
- Arrow has the right to terminate the contract with 60 days written notice.





## **Freelancer Enterprise**

## Arrow Electronics is the first commercial enterprise customer (MSA) from Freelancer Enterprise

Our customer pipeline includes
Fortune 500 customers in the areas of
aerospace, electronics,
telecommunications, technology,
pharmaceuticals, professional
services and consumer goods. Our
pipeline also spans North America,
Europe, Asia-Pacific and Latin
America.

More to come in 2019.



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