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# Hawaii tech companies form partnerships on Asia trip

**Pacific Business News by Duane Shimogawa, Reporter**

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Representatives from 11 Hawaii technology companies who recently returned home from a "Hawaii Tech Asia" trip in Hong Kong and Beijing not only were able to absorb crucial business experience but formed partnerships as well.

For instance, 3D Innovations LLC, a Honolulu-based engineering, product design and rapid prototyping firm, was able to find strategic partners on the trip.

"We need to follow up and make those contacts and try to really figure out how we can work with those people we talked to and met," said [Collin Kobayashi](#), president of 3D Innovations. "It's hard to break into that market, so we have to learn how they're structured."

He picked up a small custom during the trip, which dealt with the exchanging business cards, noting that when exchanging them, you're supposed to give and receive with them with both hands and then take a look at it for a few seconds.

"Doing business there opens doors," Kobayashi said. "It gets us exposed and involved with what they're doing."

Another Honolulu company that took part [in Hawaii Tech Asia](#) — StreetVac International Inc., which created a product that captures pollutants while attached to a vehicle — was able to develop relationships with both the government and private firms.

For instance, they were asked to do testing at an "Eco City" being built just north of Beijing.

"They want us to do tests to see what types of contaminants are on the street," said [Mark Bell](#), licensing specialist for StreetVac International. "We would manufacture right there in a green environment and then distribute to China and back to the U.S."

For both 3D Innovations and StreetVac International, making the trip to meet and engage with investors/partners is a key step in the right direction as they both begin to firm up plans they made during their trip.

[HiBeam](#), a Hawaii nonprofit that aims to build promising early stage tech companies, put together the event, along with the Hawaii Department of Business, Economic Development and Tourism, the **U.S. Small Business Administration** and HiStep, Hawaii's State Trade and Export Promotion Program.

In addition to 3D Innovations and StreetVac International, other participants included High Health Aquaculture Asia, Kona Deep Corp., Lotus Innovative Health Inc., Eyegenix, TruTag Technologies, Pono Pharma, Hawaii Biotech Inc., BizGym.com, Tissue Genesis and Skai Ventures.

Duane Shimogawa covers energy, real estate and economic development for Pacific Business News.