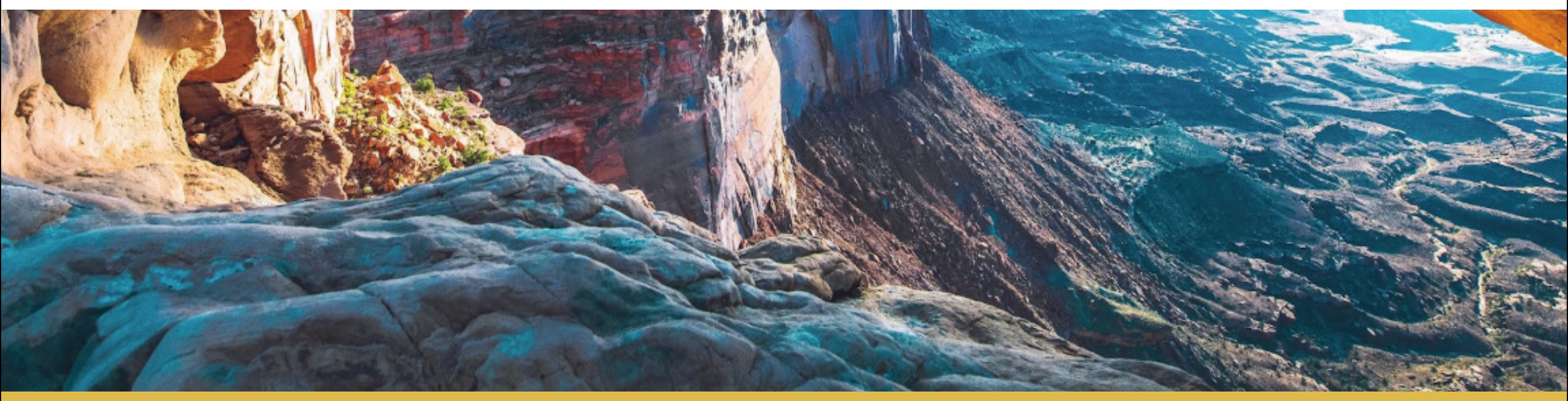


Arches

EXPERT GUIDEBOOK

A PRACTICAL HANDBOOK FOR PROFESSIONALS COLLABORATING WITH ARCHES



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Content

1. Getting Started

2. The Process

3. FAQ & Pro Tips



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1. Getting Started

The purpose of this guide is to help you understand how expert interviews work, how to prepare effectively, and how to maximise the value of your participation. Whether you are providing insights for market entry, product strategy, investment decisions, or industry benchmarking, your experience plays a critical role in shaping outcomes.

What Makes You an Expert?
A lot of professionals underestimate their knowledge because it feels “normal” to them. But for companies exploring new markets, products, or customer segments, your insights are exactly what they lack.

Here’s the type of expertise businesses are actively searching for:
#1. Sales, Business Development & Go-To-Market
Working directly with customers gives you insights into their behaviour, retention, and market expectations.

#2. Operations & Supply Chain
You know what processes actually work, something startups and investors need to understand to scale efficiently.

#3. Marketing, Branding & Social Media
Hands-on experience with campaigns, influencers, content, or digital community building can guide brands entering new markets.



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1. Getting Started

#4. Engineering & Technical
Hands-on experience building, maintaining, or scaling systems gives you insight into what works in practice, from technical constraints and trade-offs to implementation challenges companies need to understand.

#5. Research & Insights
You understand how research is conducted, validated, and translated into decisions. Your knowledge helps startups and investors evaluate opportunities, risks, and real-world feasibility.

#6. Healthcare & Life Sciences
Experience in healthcare, pharma, biotech, or medical devices provides critical insight into regulations, clinical workflows, patient needs, and how innovations move from concept to market.

#7. TMT (Technology, Media & Telecom)
Hands-on experience developing products, platforms, or content ecosystems gives you insight into how technology is adopted, monetized, and scaled.

#8. Industrials
Practical experience across manufacturing, engineering, or industrial operations gives you a clear view of how systems run in the real world.

#9. Others Industries
Don't see your industry listed? We work across a wide range of specialized sectors and are always looking to connect with experienced professionals. If you have deep industry expertise, we'd love to hear from you.



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2. The Process

1

Onboarding

You will receive an invite to join our expert network.

2

Setting Up Your Profile

Complete your profile with your professional background and areas of expertise.

3

Vetting (if applicable)

Our team may reach out to verify your experience and expertise.

4

Matching with Opportunities

We will match you with relevant opportunities based on your expertise and availability.

5

Participating in Interviews

You share your insights in an interview at your convenience.

6

Receiving Payments

Your fee will be paid at the end of next month of your consultation.

Flexible and on your schedule

- There is no fixed timeline. Opportunties are shared on a one-off basis.
- Interviews are scheduled at your convenience and do not affect your work hours.

Payment you can count on

- We process payments via Wise or PayPal.
- Your fee will be paid at the end of next month of your consultation.
- You will receive payment in your preferred currency.

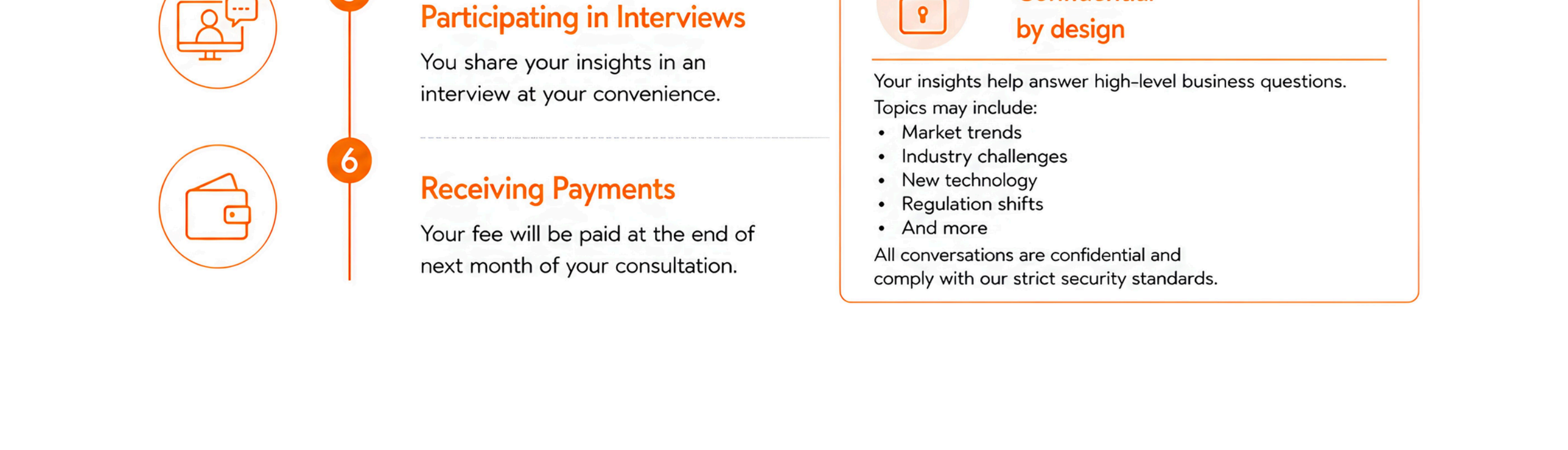
Example:
Consultation in May → Payment by the end of June.

Confidential by design

Your insights help answer high-level business questions.
Topics may include:

- Market trends
- Industry challenges
- New technology
- Regulation shifts
- And more

All conversations are confidential and comply with our strict security standards.



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3. FAQ & Pro Tips

Q1. Do You Need My CV?
A: You do not need to provide a CV to participate.
While having one is useful, our system already synchronises with your LinkedIn profile. Any changes you make on LinkedIn will automatically update on our side, making it the easiest way to keep your expertise visible and current.

Keeping your LinkedIn profile updated with recent projects, job roles, and niche skills increases your likelihood of being matched. Clients often look for very specific experiences, and even small details can open the door to opportunities.

Q2. When will I get a project?
A: There's no fixed timeline for project invitations. They depend on real client demand and how closely your expertise matches a specific request.
Demand can vary by industry; some areas move quickly, while others may be quieter for a period of time.
When a project does align with your background, we'll reach out with clear details upfront, including:

- Topic overview
- Client type
- Key questions
- Compliance requirements
- Proposed fee and schedule

This way, you always know exactly what to expect before deciding whether to participate.



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3. FAQ & Pro Tips

Q3. How do I get paid?
A: Payments can be made through Wise, PayPal, or gift cards (if available)
Compensation is processed the month after your consultation is completed.
Your Arches coordinator will confirm payment details during the project.

Q4. What if the client asks uncomfortable questions or something outside the brief?
A: You are not required to answer anything you are not comfortable sharing.
Simply let the client know the question is outside your scope, confidential, or sensitive.

You may redirect the conversation to areas you are allowed and able to discuss.
Your safety and compliance always come first. Please inform Arches if this happens.

Q5. Are there scenarios where I might not get paid?
A: Payment is guaranteed as long as the consultation is completed and complies with the agreed scope.
Non-payment may occur only if:

- The expert does not attend the scheduled consultation
- Confidential or restricted information is shared, breaching compliance
- The discussion significantly deviates from the agreed-upon topic

Our team always communicates expectations clearly to avoid confusion.



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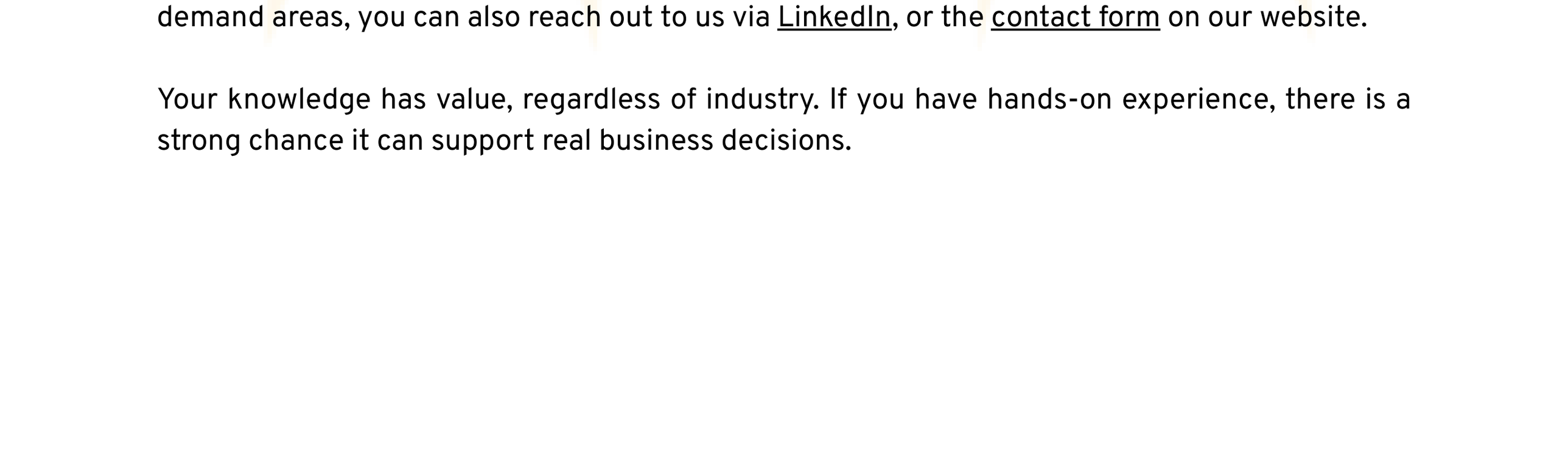
3. FAQ & Pro Tips

Q6. Do I need to pay any fee to join the Arches Expert Network?
A: No. There are zero fees to join or participate.
Being part of the Arches network is completely free.
Experts are compensated for their time, not the other way around.

Q7. My area of expertise isn't listed in the guidebook. Can I still register?
A: Absolutely. The industries listed in this guidebook reflect the most common areas of current demand, but they are not exhaustive. The project's needs change frequently based on client priorities.

If your expertise falls outside the listed fields, we still encourage you to register ; your experience may be highly relevant to upcoming projects. To stay informed about emerging demand areas, you can also reach out to us via LinkedIn, or the contact form on our website.

Your knowledge has value, regardless of industry. If you have hands-on experience, there is a strong chance it can support real business decisions.



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The information contained in this guidebook is strictly confidential.
It shall, under no circumstances, be disclosed to any party other than the intended recipients.
Any breach of information to unauthorized parties will result in damages to the company and our clients.

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