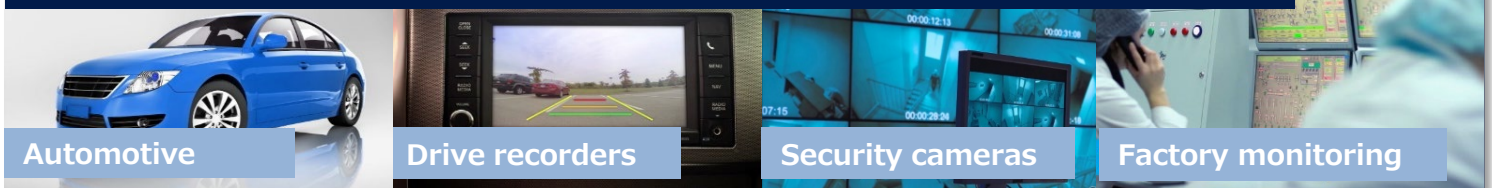




## Why do they choose us?



## Because of Big Difference from Consumer Models



## What your customers may request

| Items                  | Hagiwara Solutions | Consumer models |
|------------------------|--------------------|-----------------|
| Fix BOM                | YES                | NO              |
| Firmware Customization | YES                | NO              |
| Industrial NAND        | YES                | NO              |
| Long Life Product      | YES                | NO              |
| Failure Analysis       | YES                | NO              |
| Burn-In *1 *2          | YES                | NO              |
| Life Prediction Tools  | YES                | NO              |

\*1: Burn-In for 2D NAND SSD    \*2: Burn-In for SD is optional service.

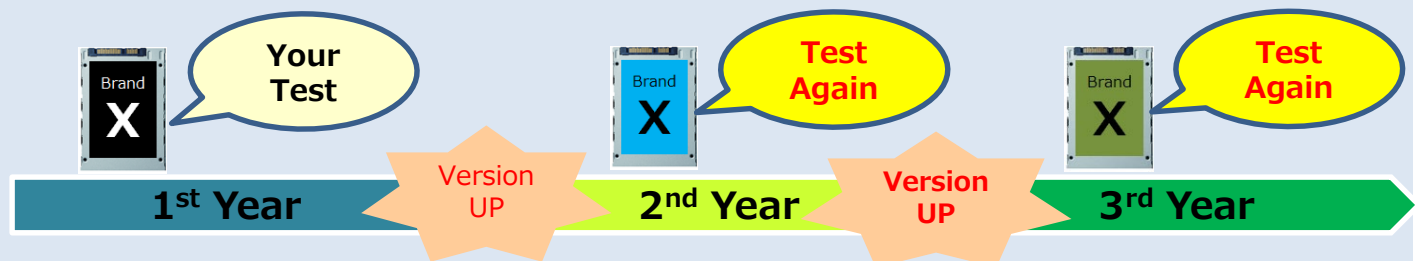
# Hagiwara's Advantages

| Capabilities                       | Hagiwara Solutions | Consumer models   | Comment<br>*The details depend on the models   |
|------------------------------------|--------------------|-------------------|--|
| Datasheets                         | Yes                | No                | We provide datasheets including even packaging and outside appearance info.  |
| Fixed components (BOM/ Main parts) | Yes                | No                | The products will differ by unfixed parts. We provide you fixed BOM or fixed parts.                                  |
| Environmental Reports              | Yes                | Only RoHS         | We provide you even complicated documents such as AIS, Non-Use Warranty for Hazardous Chemical Substances and so on. |
| Fixed Firmware                     | Yes                | No                | The write and read speed might be variable by individual.  |
| EOL information                    | Yes                | No                | We inform you of EOL and recommended replacement products in advance by letter.                                      |
| Failure Analysis                   | Yes                | Only substitution | We analyze defective products. We also cooperate with parts vendors to solve defective of products.                  |
| Embedded Support                   | Yes                | No                | We cooperate with customers for evaluations of embedded systems.   |

## Do you like to test many times?

You know the answer already.

### ■ Consumer Models



### ■ Hagiwara's Storages



## HAGIWARA Solutions

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