

Helping our partners  
reach their goals.



**Want your own success story?  
We can help. Contact us today!**

### The Situation

Our partners in the semi-industrial marketplace often have needs that rapidly change as a project progresses. **Flexible lead time** and responses from their vendors are crucial to achieving business goals. One such partner adopted the Innodisk mSATA SLC Flash as an OS system storage device, to be housed within their thin client product. From our collaboration, they hoped their chances to close major deals from calls to bid would increase.

The challenge for many of our customers in this industry is that their pricing and purchasing needs are not easily predicted. They must follow market trends as tightly as possible to ensure that their products are as competitive as those within the consumer market. Also, they often need to customize specific functions in their hardware for industrial grade needs.

**Flexible lead time:** Our partner needed a counterpart that could support them when their order needed to be rushed; they had a tight deadline for shipment of their end-product. They needed our parts to be shipped within 3 days of ordering. Our factory, which operates 24 hours a day, 7 days a week, was confident that they could meet the tighter delivery deadline.

**Professional customization:** Innodisk's products are backed by our in-house firmware team, who can be trusted to tailor our products for thin client applications in a short amount of time. Our partner wanted for their thin client to delay a few seconds in response to the host's command. Our firmware team designed and executed the customized requirement in two weeks after we got enough information of partner's platform.

**Innodisk Products Used :** [mSATA SLC](#)

### Innodisk Corporation

9F., No.100, Sec. 1, Xintai 5th Rd., Xizhi Dist., New Taipei City 221, Taiwan  
TEL: +886-2-2696-3000  
FAX: +886-2-2696-2000

### Quick response aids thin client suppliers, increases profits

#### The Payoff

Semi-industrial partners need quick responses and products with customized requirements delivered under tight circumstances. With our flexibility and thought leadership in the technology field, Innodisk is able to aid our partners in closing deals, and positively affect their business growth.

#### The Solution

Innodisk's team and facilities are flexible, and able to accommodate unexpected changes to a project. We are committed to meeting deadlines, even during the holidays. Our firmware team always provides professional support in a reasonable timeframe. We view our customer relationships as collaborative; we are happy to adjust our products to the scope of a client's project, pending their requirements and specifications.



#### Contact our Sales team:

Headquarters [sales@innodisk.com](mailto:sales@innodisk.com)  
USA [usasales@innodisk.com](mailto:usasales@innodisk.com)  
Europe [eusales@innodisk.com](mailto:eusales@innodisk.com)  
Japan [jpsales@innodisk.com](mailto:jpsales@innodisk.com)  
China [sales\\_cn@innodisk.com](mailto:sales_cn@innodisk.com)