2024年12月09日

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Hearing items

1. Is the transfer of business from Nagoya Electric known?

2.. Information and operating status of existing (introduced) products (are there any dissatisfactions, etc.)?

3. Any equipment from other companies being utilized? (AOI, X-ray, SPI, etc.)

4. Any problems (other companies' products, etc.) (good and bad)

5. Any plans for purchasing new equipment in future (AOI, X-ray, SPI, etc.)?

and if so, is the budget ready?

6. Introduction of Techno Horizon solution, check the needs

7. A need for labor-saving?

8. Is expanding business overseas being considered?

9. Is a new business considered (other than the current core business)?

10. Going through a trading company? (rather than direct transaction with Techno Horizon)

11. Any bottlenecks in the way of doing business?

12. Any plan to expand business?

13. Is there a parent company or capital alliance?

14. Size of the company

15. Department visited

16. Key persons for the deal

17. What are the challenges?

18. What is the company (president) policy?

19. What products are utilized (industry, market)

20. Who are the competitors?

21. Customer's Competitor Information

22. Target Cost

23. Inspection status after DIP (human, automated?) ）