



Horizon Technology further distinguishes themselves with leading edge testing procedures. Horizon Technology targets a bigger market with their independent distributor model.

In an effort to strengthen their value in the supply chain as an independent distributor of service parts for computing applications, Horizon Technology became the first in the industry to bring HDD testing in house that meets original factory level test standards. This capital investment represents another addition to Horizon's commitment to delivering unprecedented *market liquidity* in what they have they have termed "Unconventional Distribution."

The motivation came from a Tier 1 OEM that relies on a 3rd party testing house to test all drives before receipt. Adding this additional stop in the supply chain is not the most efficient model. Horizon feels sourcing, testing, and distributing should all be handled by one solution provider, thus creating a more fluid market and reducing potential down time.

The equipment is comprised of FlexStar manufactured test bays, Perseus servers, and in-house proprietary test scripts developed in collaboration by the IT department, RMA department, and the Testing House Facilities Manager. All tests are performed in an ESD controlled environment.

The test procedure qualifies the drives on 3 main criteria:

1. Software Operation
 - a. Drive self test or "Smart Test"
 - b. Read and write tests
 - c. Seek timing and calibration tests
 - d. CRC (cycle redundancy check)
2. Hardware Operation
 - a. Disk buffer test
 - b. Drive arm test
 - c. Components test
3. Authenticity (counterfeit test)
 - a. Boot string is compared to drive label to test if any changes have been made to the firmware since it's original manufacture date

The equipment is currently built to test 80 pin SCSI, 68 pin SCSI, and SATA drives. Horizon is close to finalizing their next upgrade, which will enable for the test of multiple drives under the IDE and fiber channel interfaces. Currently these drives are tested on a stand alone basis using the SCSI toolbox software.

The new test equipment is yet another example of Horizon's commitment to continuous and relentless improvement. Their unconventional business model is predicated on customer centricity and the ROI their customers can expect from this model include higher yield rates on sourced product, less down time associated with returned merchandise, and confidence in the quality of their supply base.