

An Introduction



Contents

- Overview of Horizon
- Easy test "Just 4 clicks to a test report"
- Consolidated test reports
- Solving problems on line support
- Selling Model
- Flexibility in connection options
- Hardware Requirements
- Competition
- Launch Plan
- Practical Use of software

Can Horizon

Q. Is Horizon easy to use? YES

- Q. Is Horizon XP and or Vista compatible? YES
- Q. Can I set up Pass\Fail limits? YES
- Q. Is there embedded traceability of results? YES
- Q. Can I operate all my machines from one PC? **YES**
- Q. Is Horizon network compatible? **YES**
- Q. Can Horizon communicate with my ERP system? **YES**
- Q. How quick to test and report? **4 mouse clicks**
- Q. Can I develop my own test methods? YES or will I be required to pay more? NO
- Q. Can I replace my existing TO software with Horizon? **YES**



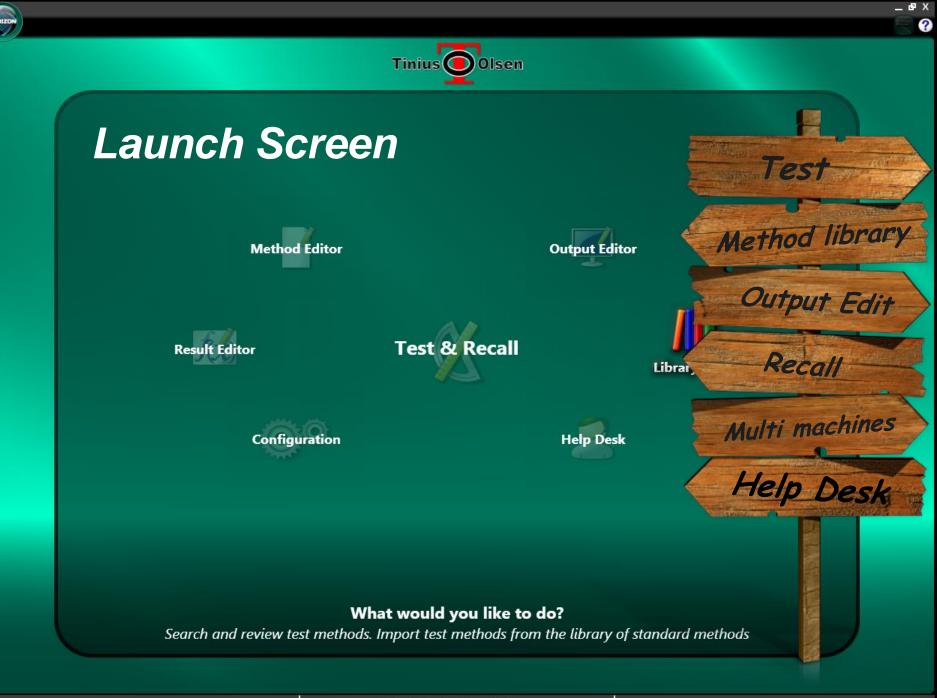
Can Horizon

- Q. Is there on line support? **YES**
- Q. Are there built in Tutorials to support operator training?
- Q. Does Horizon use a centralised data base? **YES**
- Q. What is the data base structure **SQL Express 2005**
- Q. Can I have a graph not locked to zero i.e. 4 quadrant? **YES**
- Q. Can I save in PDF and or Microsoft XPS? YES
- Q. Can I have multiple extensometers and gauge lengths for one test **YES**



Overview

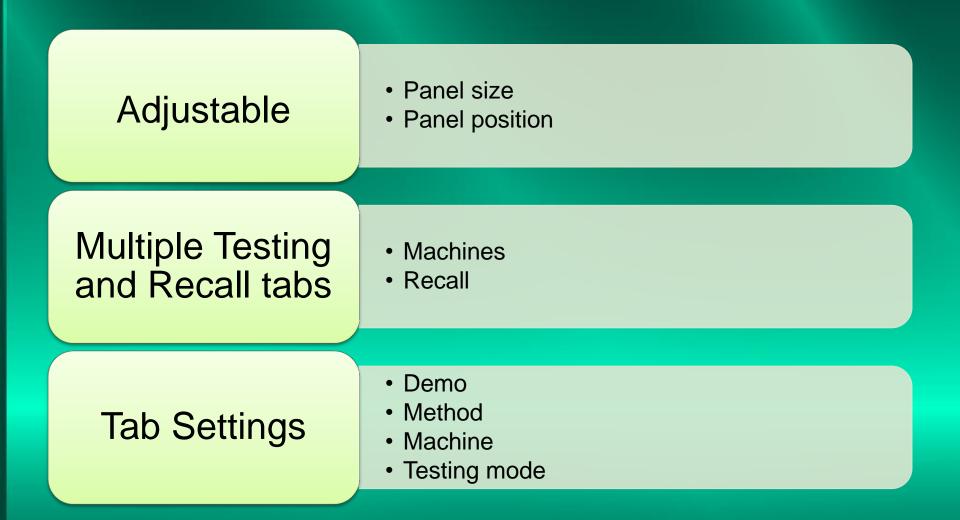




User Interface Overview

Attempt to flatten and consolidate	Navigator had multiple tabsQMAT had multiple separate programs
Common grid for editor pages	Easier to learnSame functionality throughout
Ultimate menu for overall functions in a given area	 Intro page Different functions for each major section Microsoft Standard
Multiple reports, graphs, exports, imports	Complete flexibility

Testing & Recall



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Common "Grid" functionality Windows Vista Graphics

- Load, Save, Save As, Delete
- Scalable to users preference

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"Ultimate menu"

- Functionally context sensitive

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Mouse over the icons below for a description of each section. C	Grid Type 10×10
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	Display minor lines on report Yes
	Fixed Four Quadrant No
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	X-Axis
	Output Notes
	Tinius Olsen Horizon Software

"Overviews"

- Summary of function set up at a glance
- History review
- Revert and restoration of settings

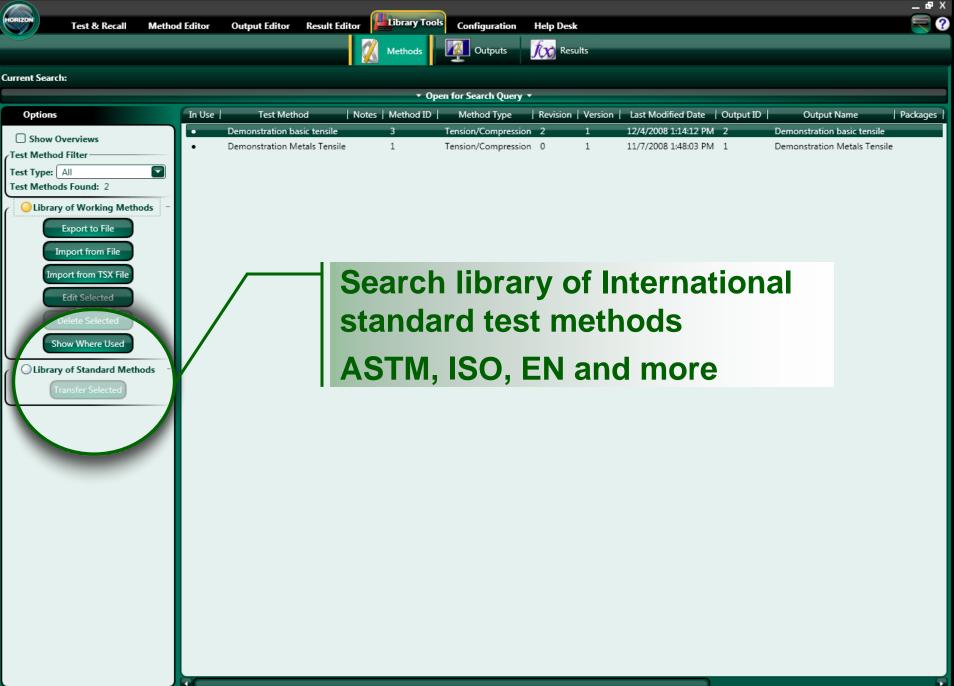


What would you like to do?

Search and review test methods. Import test methods from the library of standard methods

Library Tools

Standards Library	Search and Transfer
Import/Transfer to working methods	 Automatic transfer of company heading information Result definition conflict validation Editable library methods (after being transferred)
Delete Methods, Outputs, and Results	 Centralized area for deleting software constructs
At a glance information	OverviewsIn - use

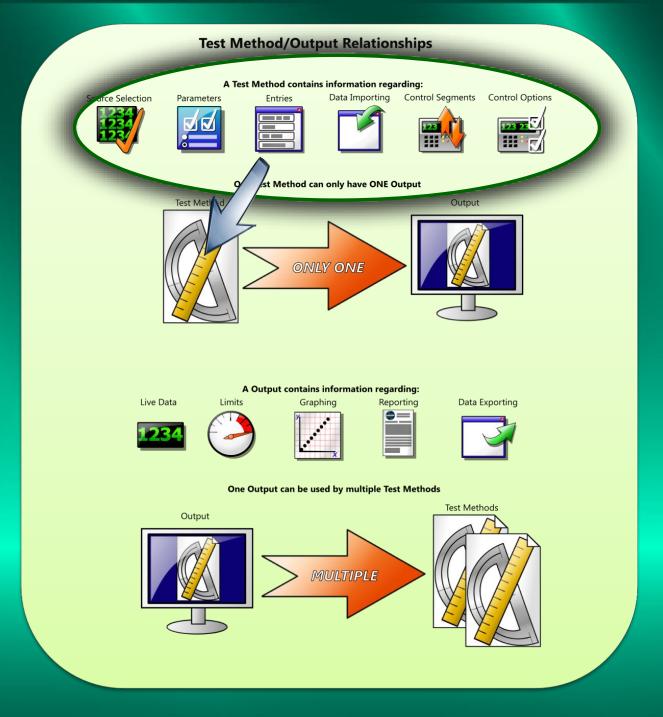


Method and Output

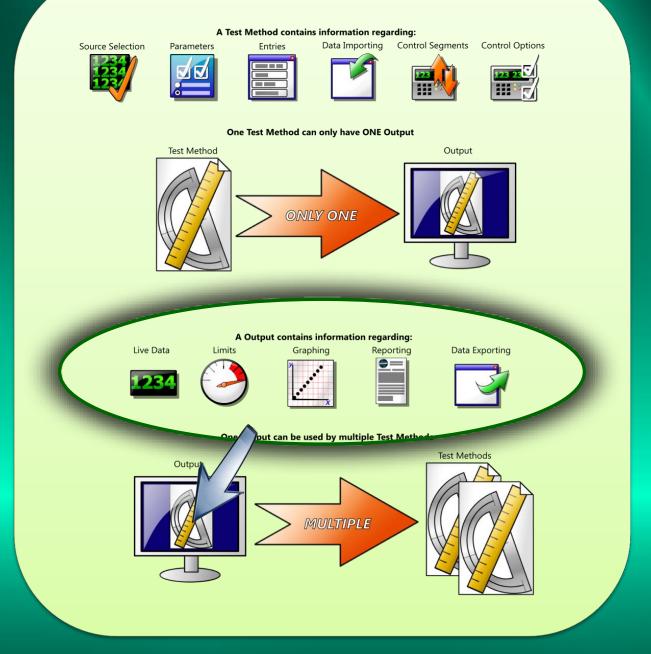
Each method must have an output

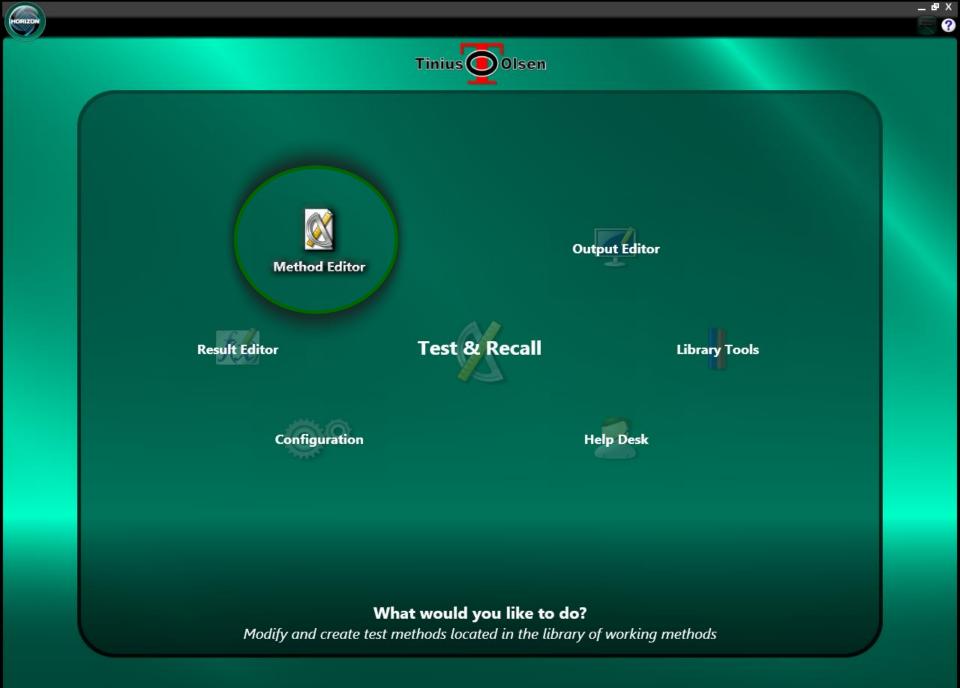
An output can be standalone which will provide eventual "cross-module" reporting functionality

Each method in the standard library will have an output that will transfer with it



Test Method/Output Relationships





Method Editor

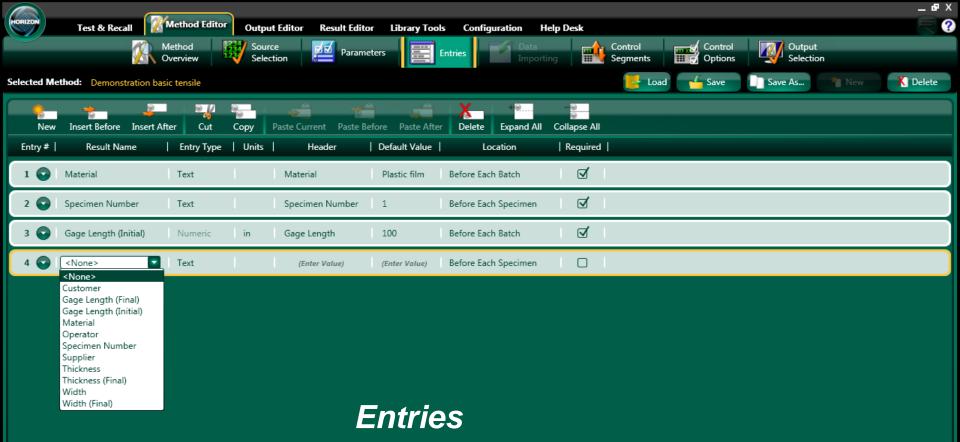
Contains details/settings that must be in place before the start of the test

- Overview
 - History
- Source Selection
- Parameters
- Entries
- Importing
- Control Segments
- Control Options
- Output Selection

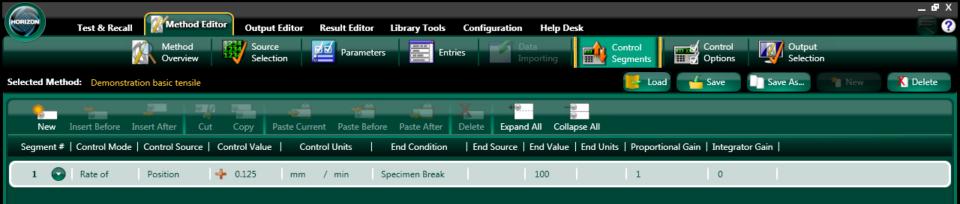
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Source Selection i.e. data source\input

Test & Recall Method Editor Output Editor Result Editor Library Tools Con	nfiguration Help Desk
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- Batch specific
- Test specific



Control Segments

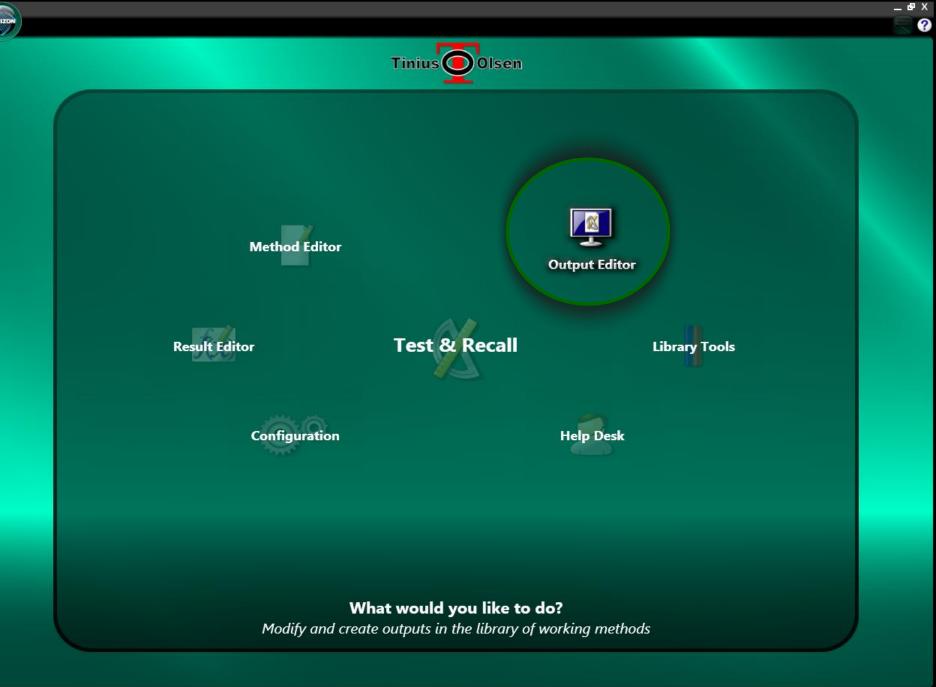
- Test steps – No limit

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Control Options

- Post test – xhead return Break detect

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Output Editor

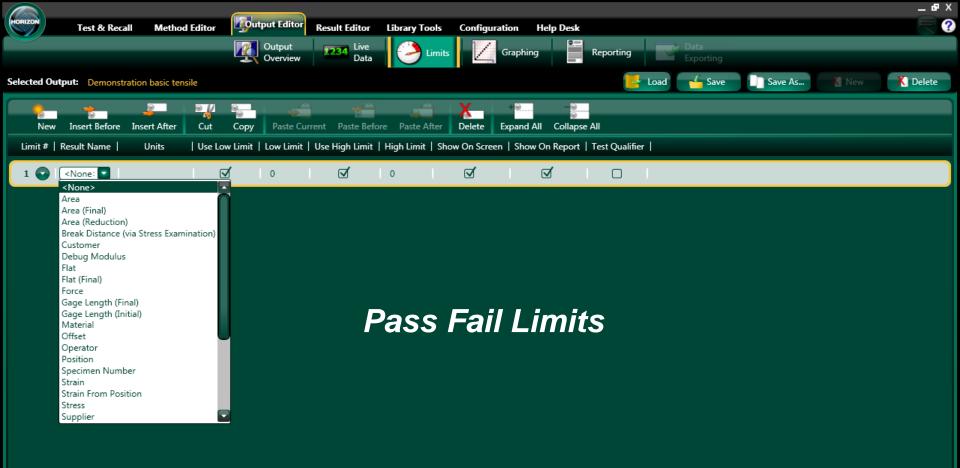
Contains details/settings that must be in place after the start of the test

- Overview
 - History
- Live Data (UTM Only)
- Limits
- Reporting
- Graphing (UTM Only)
- Exporting

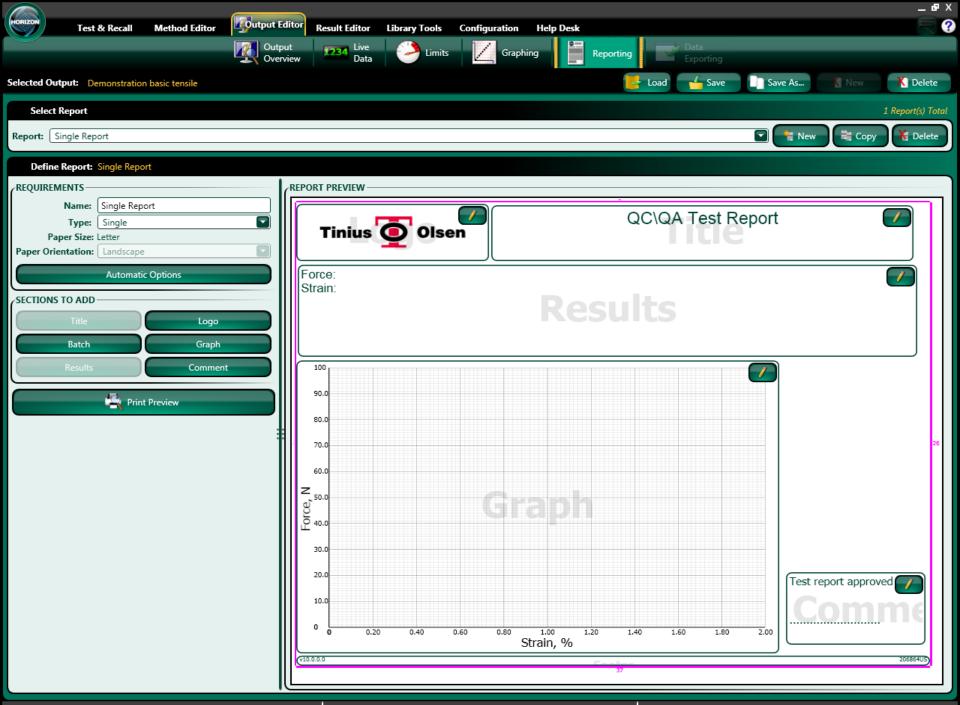
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Live data

On screen live data during test



Test & Recall Method Editor Result Editor Result Editor Library Tools Configuration Help Desk
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Define Graph: Force v Elongation
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Graphing output
Tinius Olsen Horizon Software







Configuration Introduction Page

Mouse over the icons below for a description of each section. Click a button in the toolbar above or an icon below to navigate to that area.



Configuration

Preferences	 Application options stored per user
Security	 Select and manage security model
Database Setup	 Select and manage database connection
Machines Setup	Create and manage machines
RS232 Setup	Create and manage RS232 devices
Result Editor	 Create and adjust results for all methods and outputs
Translations	 Edit translation strings

"Windows Security Model"	Security
Unrestricted (default)	 One user No restrictions
Restricted User	 One user Can restrict areas using passwords
Multiple Users	 Many Users Grouped Based on Permissions Login to software with password

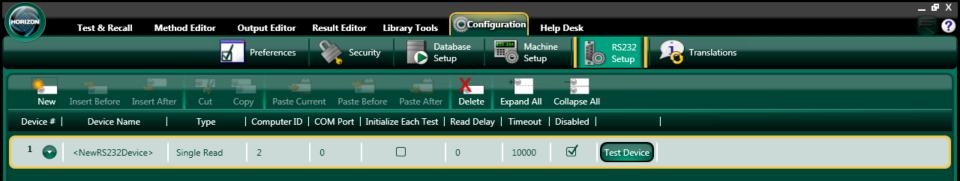
Machines Setup

Machine management

- Machines displayed for the current computer
- Allows for easy disabling/enabling of machines where necessary

Machine specific information editing

- Channels
- Calibration (602, 603, MI)
- Speeds and Gains



Device installation – No limit to number of devices

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Options

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Add Language Add Phrase



Result Editor Introduction Page

Mouse over the icons below for a description of each section. Click a button in the toolbar above or an icon below to navigate to that area.



Result Editor

Central Area to view/edit result definitions

Save As from existing result base

Formula Editor

Sources defined here as well

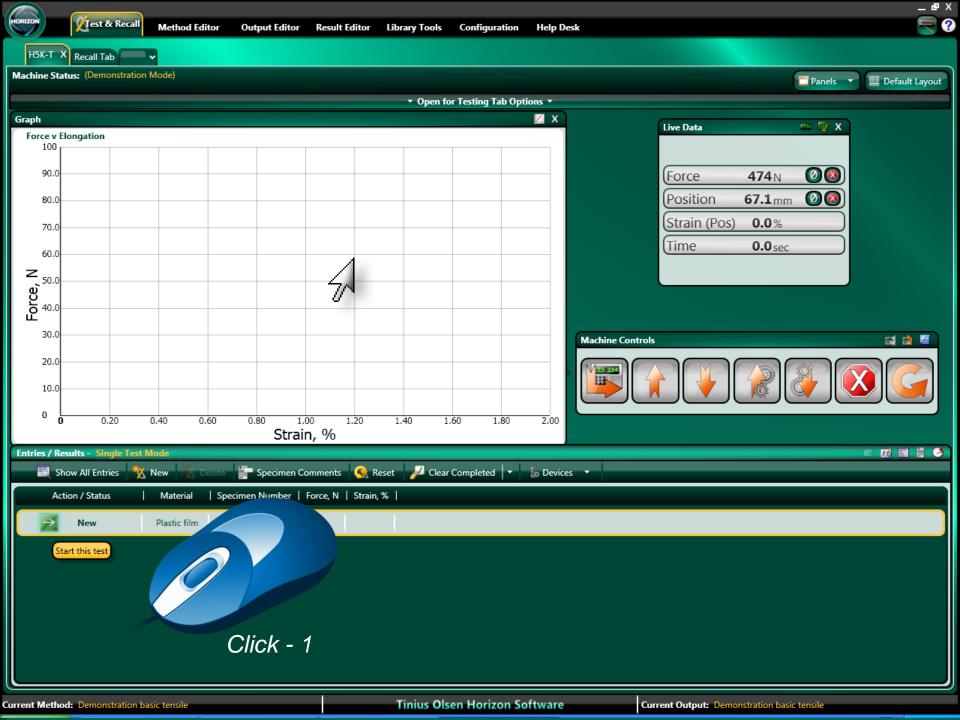
Eventual Result Wizard

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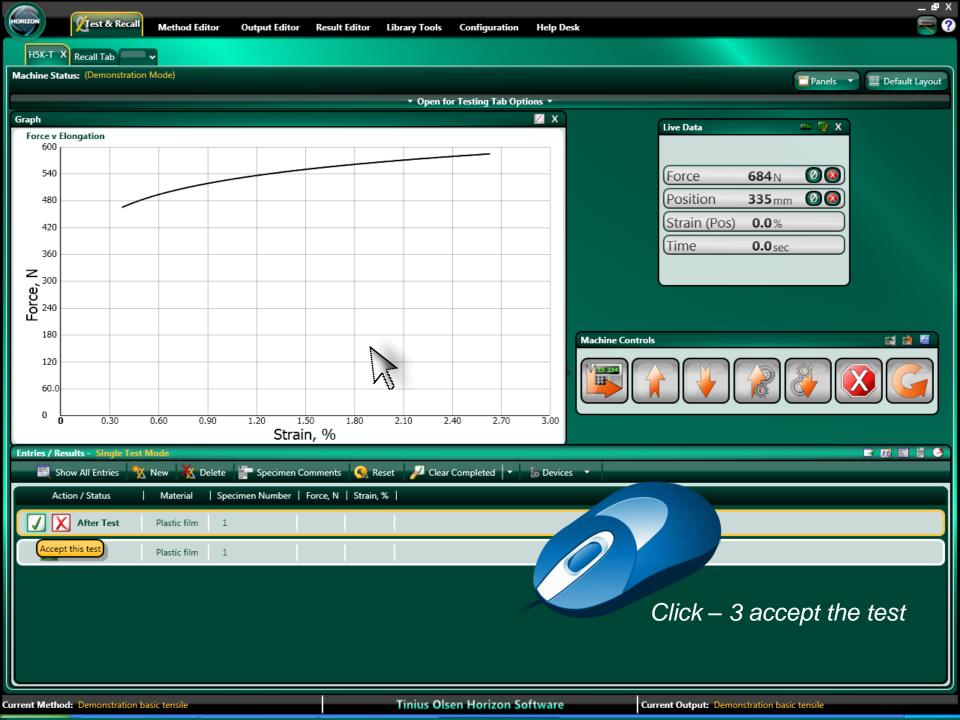
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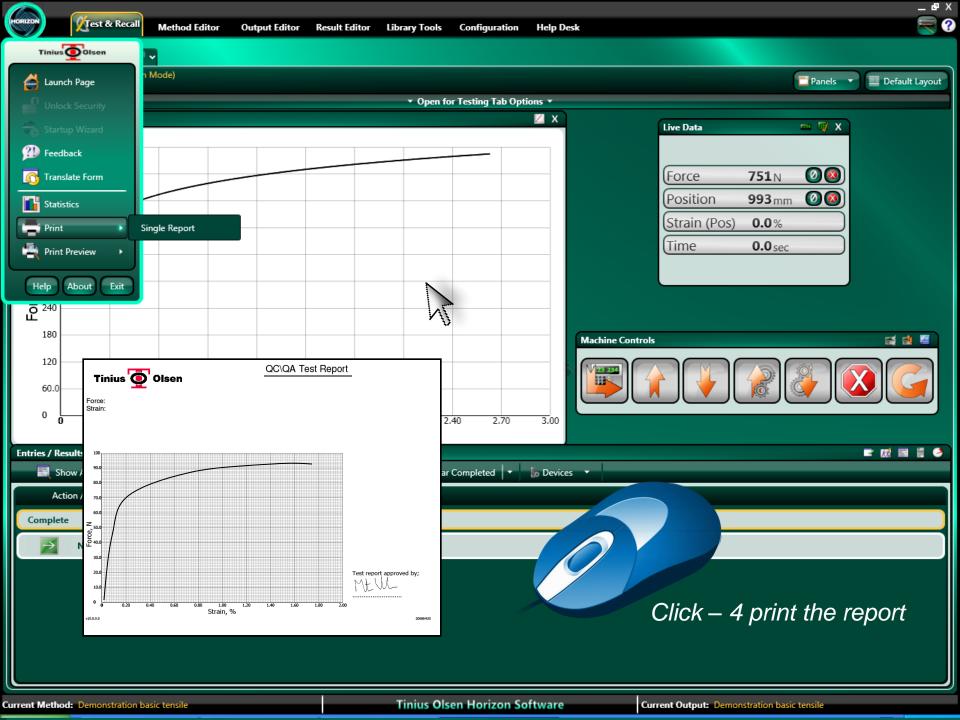
Easy test just **4 mouse clicks** to a test report

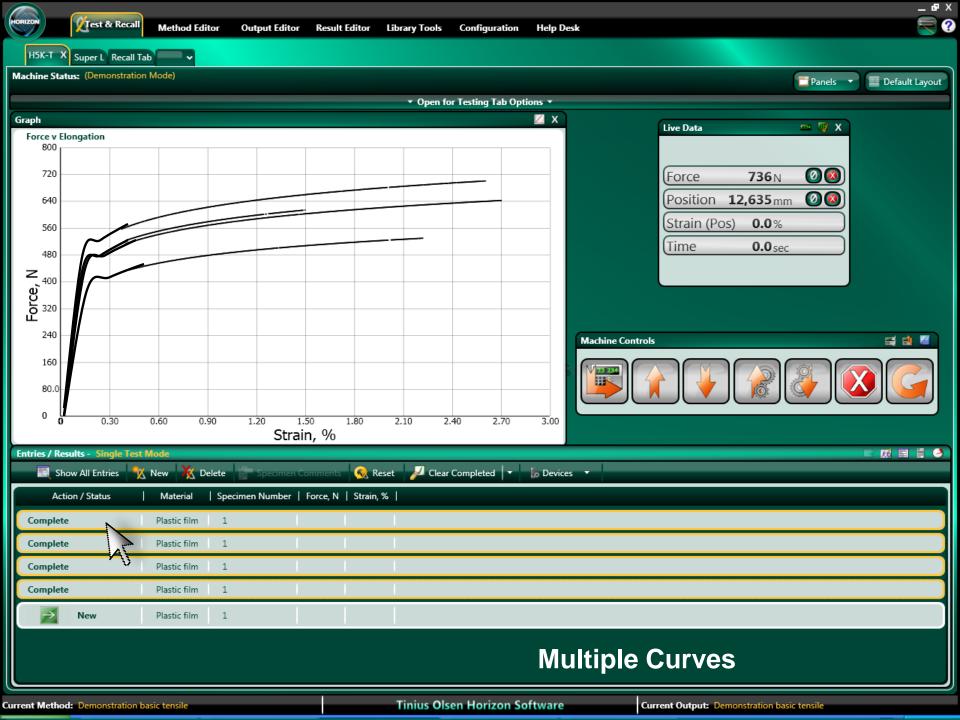






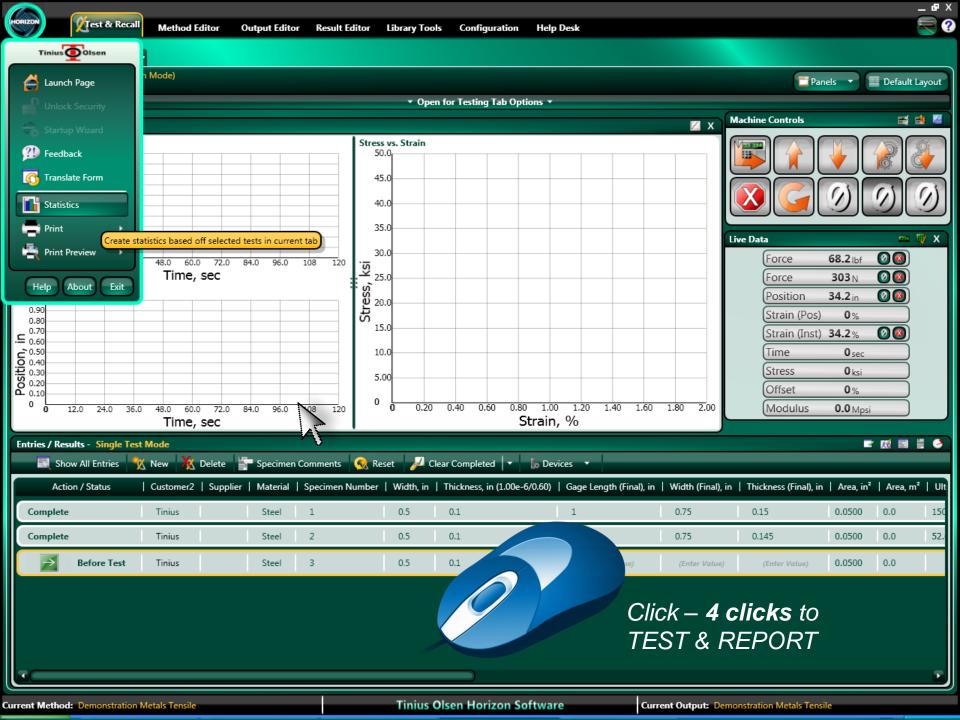




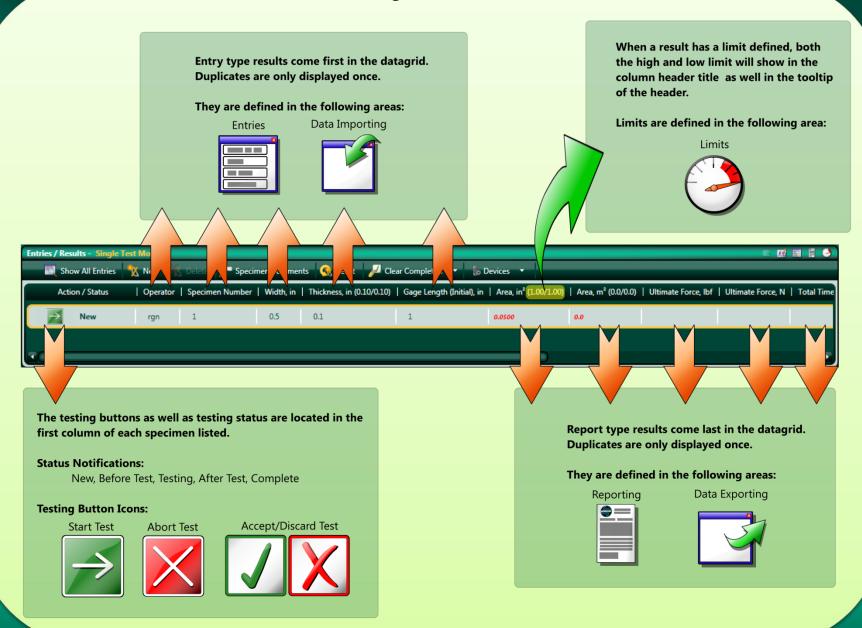


Need a little more sophistication? its still just 4 clicks





Entries/Results Datagrid on "Test & Recall" Screen



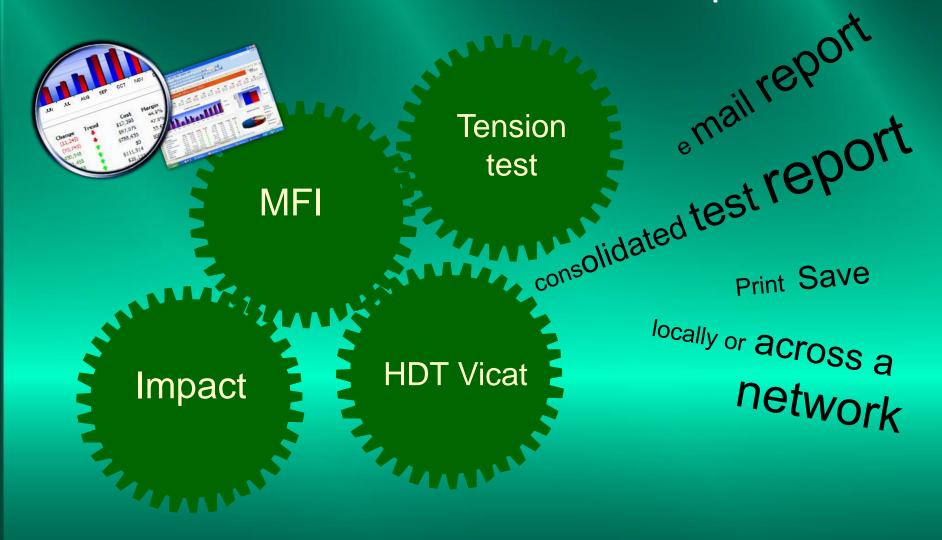
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Advanced Options				
Search Results				
Batches found: 12 Maximum number of batches				
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8 Demonstration basic tensile	Demonstration basic tensile	08 December 2008, 12:49	1	
6 Demonstration basic tensile	Demonstration basic tensile	04 December 2008, 13:40	<u> </u>	
5 Demonstration basic tensile	Demonstration basic tensile	04 December 2008, 13:40	1	
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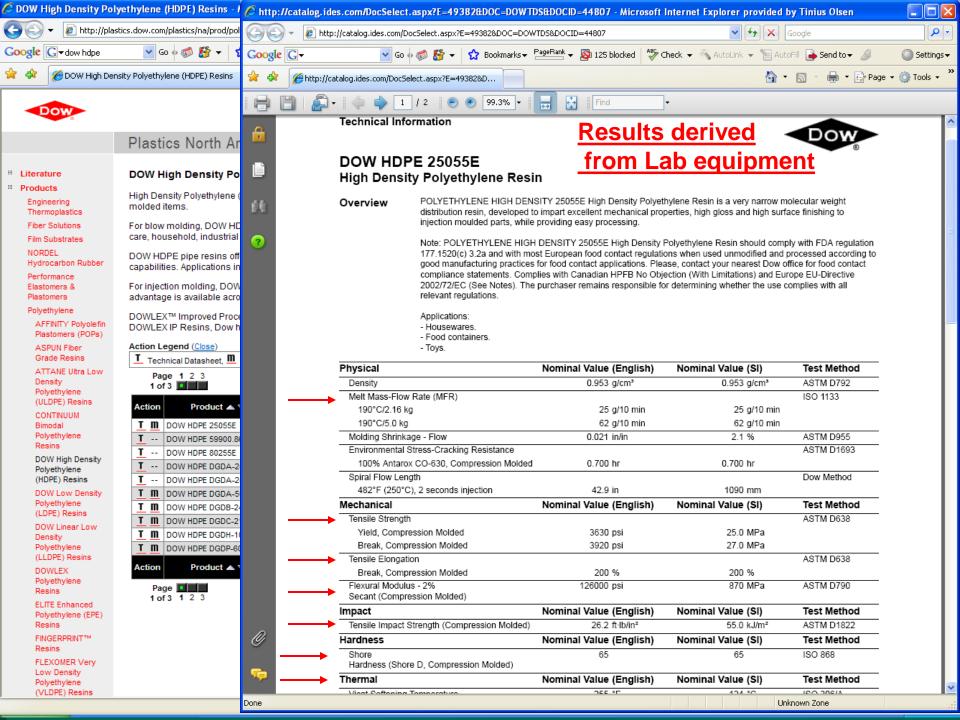
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Consolidated test reports All results from the lab in one place







Notcher

Hardness Tester

HDT\Vicat

Help Desk

Tutorials	 Documents and videos to aid first time users
Machine Check	 Check basic machine functions Relay order of operation functionality (SpecialRelays)
Software Key	 Verify contents (saved and currently connected)



Software Key Page

Read the current software functionality or unlock additional features.

Mouse over the icons below for a description of each section. Click a button in the toolbar above or an icon below to navigate to that area.



Tutorials

Accessible via main testing screen

Can be viewed here or in a separate window that can be kept on top of all windows

Will provide documents that can be printed or videos to provide step by step visual aids

Will contain common problem solutions or typical usage scenarios

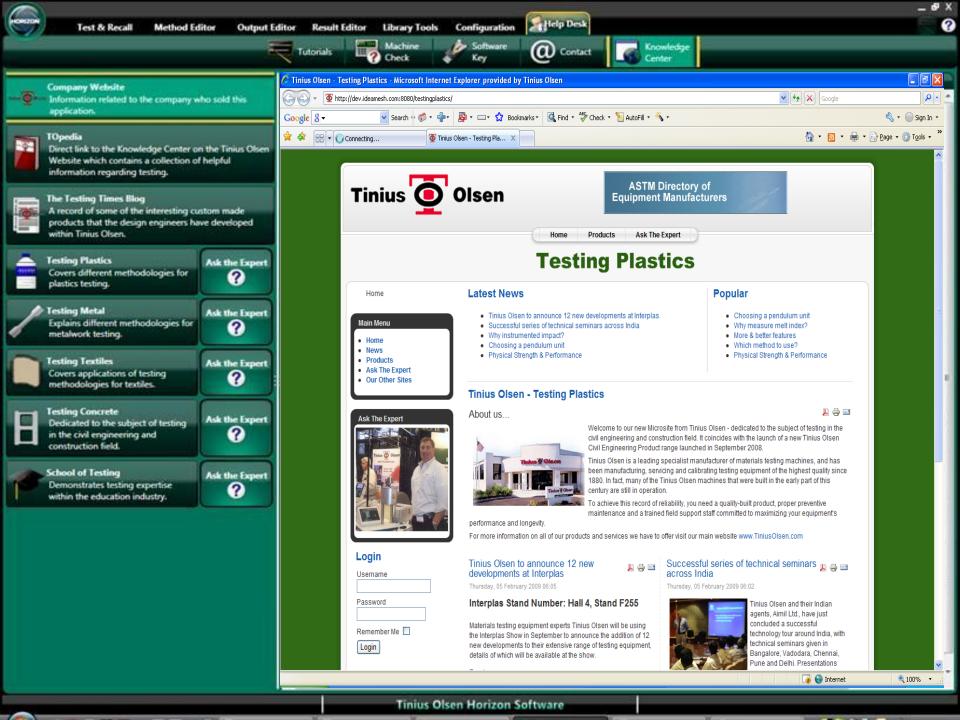


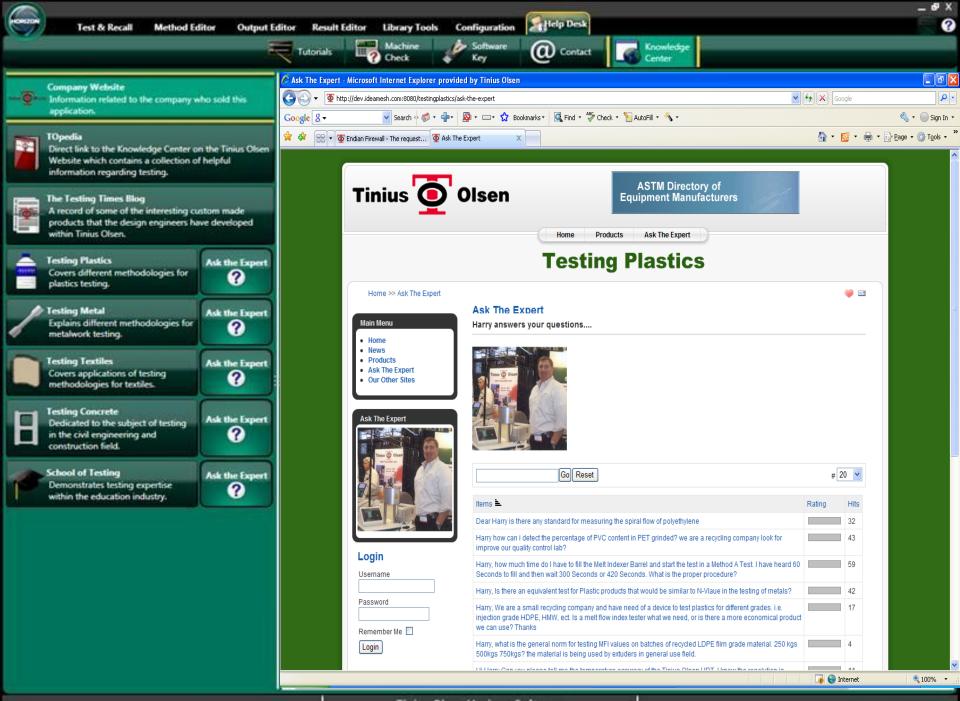
Knowledge centre

Read the current software functionality or unlock additional features.

Mouse over the icons below for a description of each section. Click a button in the toolbar above or an icon below to navigate to that area.







Tinius Olsen Horizon Software



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Help Desk

Locale specific contact information that is updateable

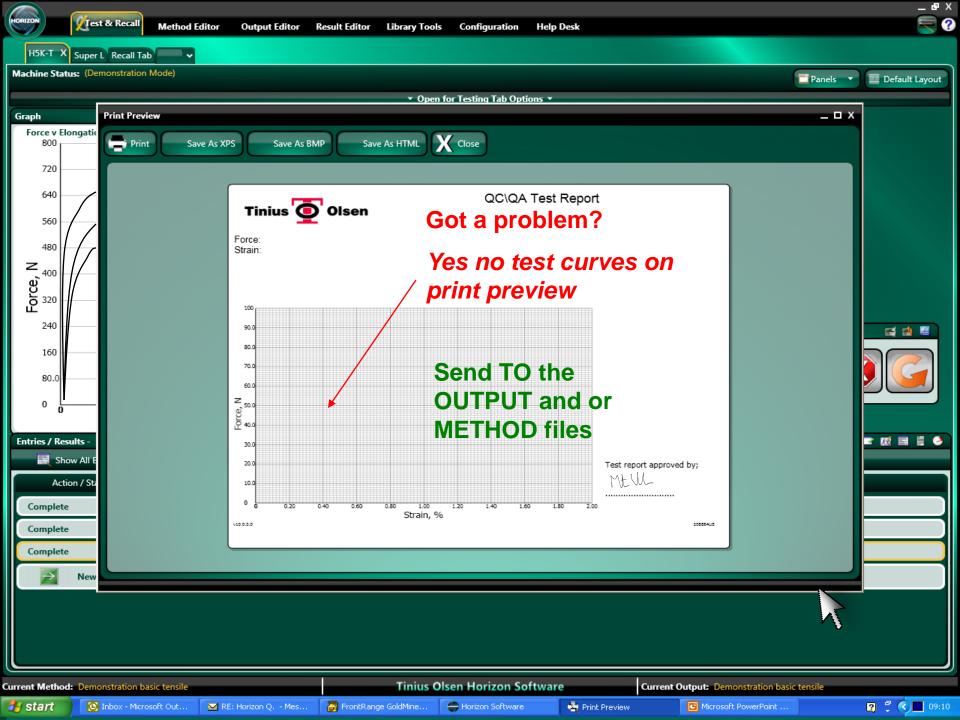
Message log saving and uploading (if active internet connection available)

Feedback or supporting file uploading

FTP Site download instructions for updates

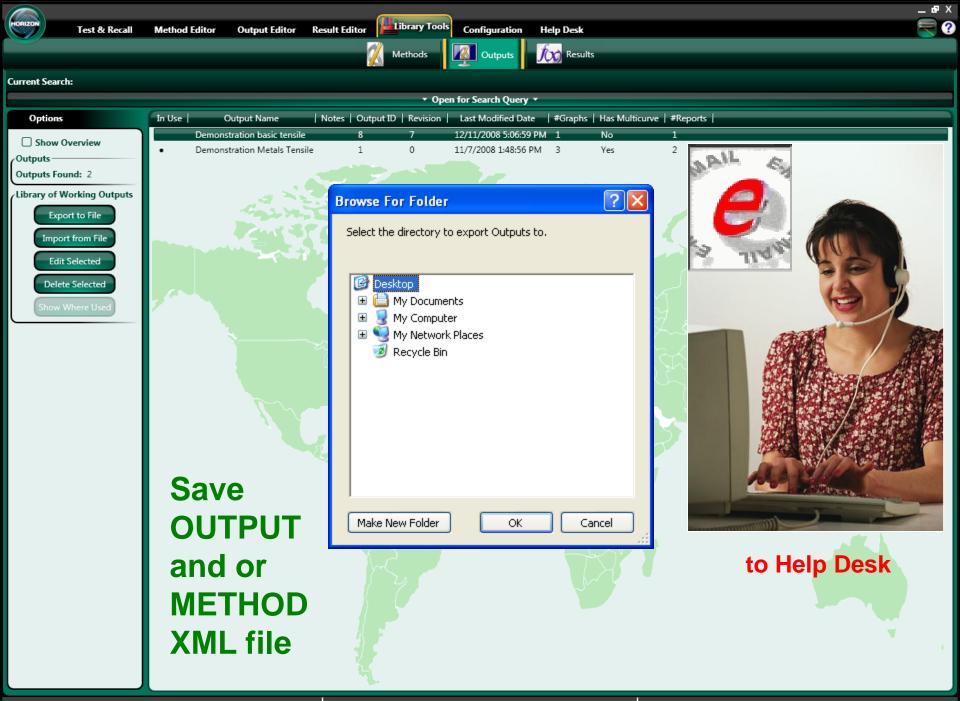
Website (If active Internet connection)

Additional ideas for customer connectivity?



HORIZON			Editor			_ ª 💌
Test & Recall	Method Editor Ou	ntput Editor Result E				
			🕺 Methods	Outputs 000 Res	sults	
Current Search:						
				pen for Search C		
Options		it Name Notes	i Output ID Revision 8 7	1 Last Modifies Lite #Grap 12/11/2008 5:06:59 PM 1	hs Has Multicurve #Reports No 1	
Show Overview		on Metals Tensile	1 0	11/7/2008 1:48:56 PM 3	Yes 2	
Outputs Outputs Found: 2						
Library of Working Outputs						
Export to File						
Import from File						
Edit Selected						
Delete Selected						
Show Where Used						
				llsen Horizon Software		

Tinius Olsen Horizon Software



Tinius Olsen Horizon Software



Fits with your systems

Fuels your business productivity



Enables confident decision making





"New Era"

The Selling Model



Horizon selling model

Equipment\Hardware

Primary Platform \$

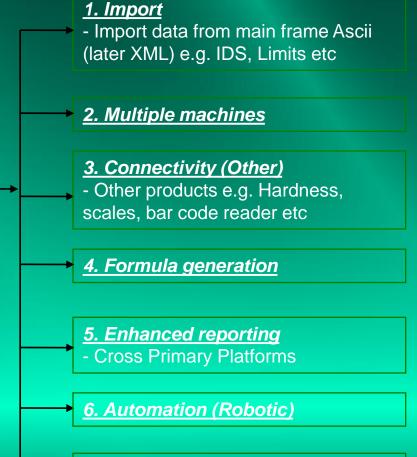
<u>Additional Functional Modules</u> (AFM's) \$

- Super L

- MTM floor standing
- Horizontal
- MTM bench mounting
- MFI
- Impact
- HDT\Vicat
- Torsion
- Manual input of results e.g. from Stiffness tester



- focused
- Test environment
- Recall
- Regeneration
- Basic statistics
- Exporting (printing, Ascii)
- Edit & creating methods
- Translation
- Security
- Central server capability
- Closed loop control for bench machines
- Help Desk Access
- TO knowledge centre (requires internet connection)



7. Closed loop control



<u>PRICING</u>

Primary Platforms per machine

- Super L	\$ 5000
- MTM floor standing	\$ 5000
- Horizontal	\$ 5000
- MTM bench mounted	\$ 3250
- MFI	\$ 950
- Impact	\$ 950
- HDT\Vicat \$3250	
- Torsion	\$ 5000
- Manual input of results	\$ 950
TO machine e.g. from	
Stiffness tester	
One Test method library included,	

<u>AFM's</u> Import \$750 1. 2. Multiple machines \$ 500 3. Connectivity (Other machines) \$ 2000 4. Formula Generation \$ 500 5. Enhanced Reporting \$ 500 6. Automation (Robotic systems) \$ 3500 7. Closed loop control \$1000

Additional Test Method Library sets

- i) Metals \$200
- ii) Plastics \$200

selected\specified on order

- iii) Textiles \$200
- iv) Other additional e.g. Medical, Timber, Rubber, Packaging etc \$ 200

Upgrade prices for existing users (Navigator Standard & Plus, Stanpac, QMat, QMat XT)

Primary Platforms per machin	e

- Super L	\$ 2500
- MTM floor Standing	\$ 2500
- Horizontal	\$ 2500
- MTM bench mounted	\$ 1625
- MFI	\$ 475
- Impact	\$ 475
- HDT\Vicat \$ 1625	
- Torsion	\$ 2500
- Manual input of results	\$ 475
TO machine e.g. from	
Stiffness tester	
One Test method library included,	

AFM's Import \$750 1. Multiple machines \$ 500 2. 3. Connectivity (Other machines) \$ 2000 4. Formula Generation \$ 500 5. Enhanced Reporting \$ 500 6. Automation (Robotic systems) \$3500 7. Closed loop control \$1000

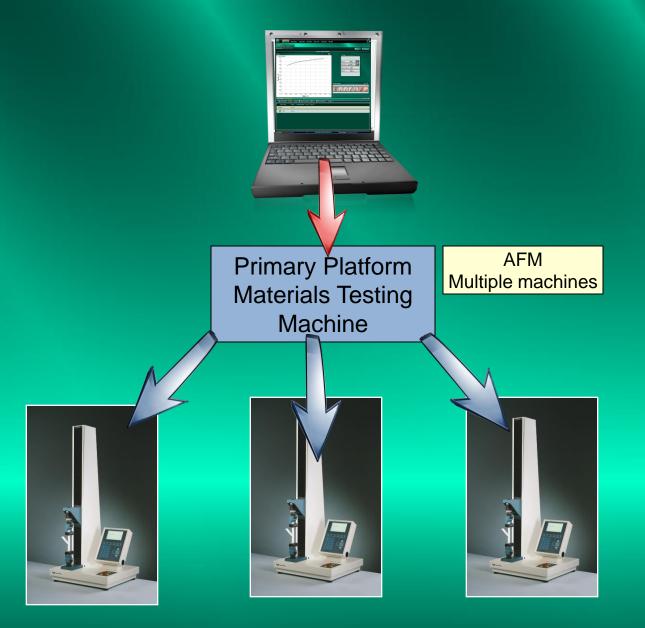
Additional Test Method Library sets

- i) Metals \$200
- ii) Plastics \$200

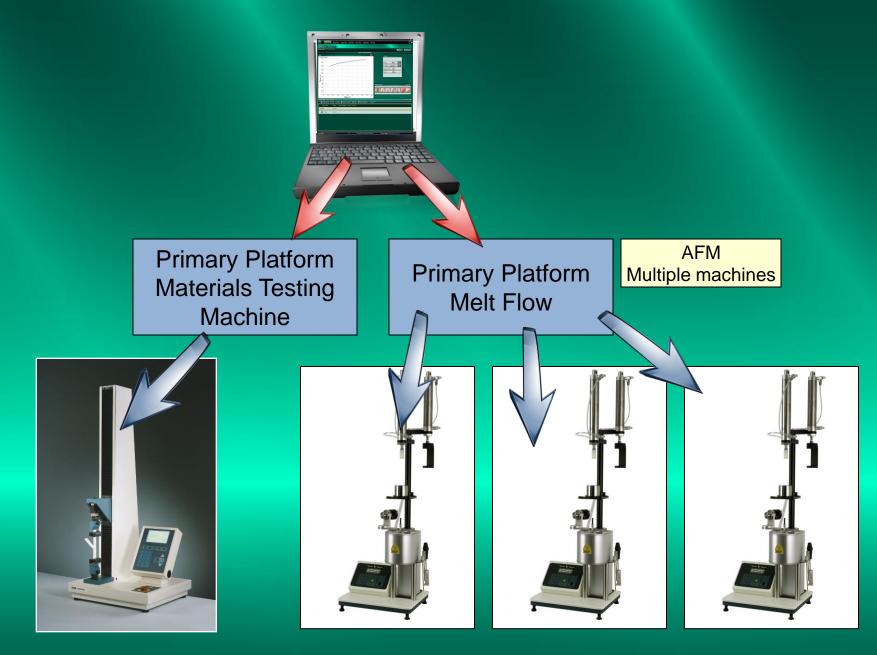
selected\specified on order

- iii) Textiles \$200
- iv) Other additional e.g. Medical, Timber, Rubber, Packaging etc \$ 200

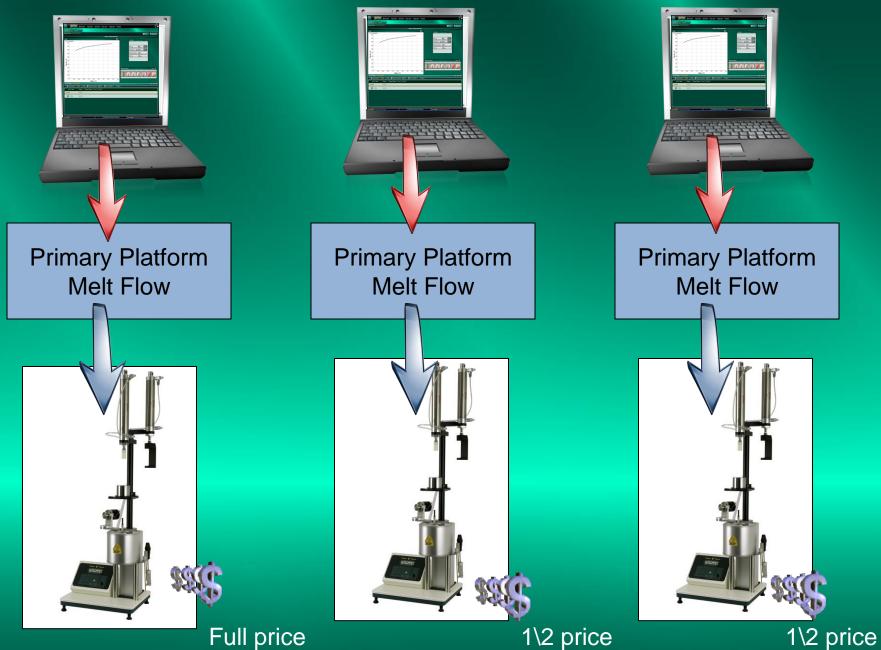
Flexibility in connection options



Flexibility in connection options



Flexibility in connection options

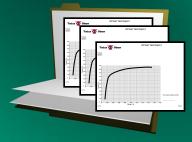


Hardware requirements

Summary Feature\Benefits



4 clicks to TEST & REPORT



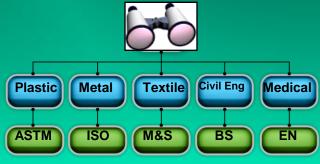
Wysiwig report editor and custom formatting



System Fit Consolidated test reports



On line support TO Help Desk



Searchable test method library



Full network & Lims compatibility



Wizards and Tutorials for quick understanding

Coming Soon

- Plan for CFR-21 compliance

- Key language capability Chinese, Korea, French, German, Spanish, Portuguese, Thai, Russian and more
- Upgrade existing Navigator, QMat, MI, Impact customers (including obsolete Controllers M series, 290, 398, MI993, Impact 927, HDT 290,398)

- Universal units change













Traditional "Up the ladder" selling model approach, Technology and price hand in hand WEAKNESS – User may want one function at top of ladder so must pay for all functions at that level. TO's selling model is Horizontal

Bluehill has the old Instron Series IX program in the back with a .net front end\user interface WEAKNESS – Functionality and network capability limited

Instron retain and still actively promote Series IX due to WEAKNESS – in Bluehill functionality, price issues and compatibility with existing users tests and data

Presentation, user interface WEAKNESS – Already dated, white screen not Web 2.0 look & feel



Produzierende Unternehmen Manufacturing Companies

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testXpert® the first test software to think as it works



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Test Expert II – good product, good application coverage WEAKNESS – Complex setting up new methods for users especially those in QC\QA. To many steps and boxes to tick. Weak template function.

Test Expert II – Basic pull and bang package is included in machine\frame price. WEAKNESS – Pricing structure causes price to ramp up significantly in particular for more complex tests e.g. multiple machines, multiple device inputs etc.

Data base of methods WEAKNESS – Appears weak, lacks depth in methods. Additional method price \$975



Quality management of data subcontracted to Schatz. WEAKNESS – Not part of the Zwick programming team, support not through Zwick and expensive

FDA 21 CFR Part 11 compliant WEAKNESS – Lack of Customers specifically US medical specifiers FDA approved prefer\select TO systems and technology







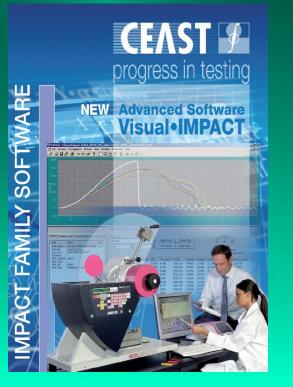
Test Expert II – Multi gauge length capability

WEAKNESS – Requires separate test method for each diameter rebar i.e. gauge length, cannot use the one routine and change gauge lengths.





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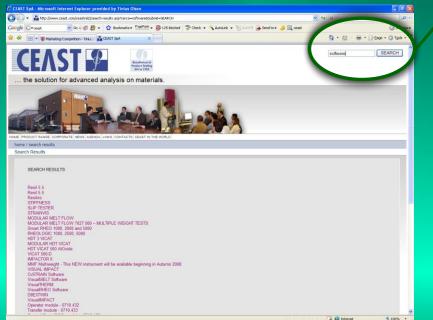








Today software is key, it is how a user primarily judges key parameters "Ease of use, Product Competency, fit for purpose" hardware functionality is implicit WEAKNESS – Search software on Ceast site- nothing found just lists all products i.e. the emphasis and market understanding is lacking



Search software result a hardware product list

Part of the Instron group WEAKNESS – Integration with Bluehill, technical support from Italy in Italian?

Shimadzu - Trapezium2

Page 1 of 4

Home

SHIMADZU North America

Products

Information Service/Support Products Home - testing Home

Testing Measu Links: Testing/Measurement Index

Maintenance Maintenance Plus

Thermal Analysis

TMA-60 NEW ! DTG-60 DSC-60 DSC-50/50Q DTA-50 TGA-50/50H. 51/51H TMA-50/50H TA-60WS Sample Cells

Universal Testing Autograph/Teslers

terminology (.pdf) UH Series AG-I AG-IS AGS-J Trapezium Software EZGraph EZTest

Particle Size

LATS-1 SALD-7001 SALD-301V SALD-201V SALD-3001 SALD-2001 SA-CP3 WingSALD

Capillary/Flow

Testers CFT-500D/100D SMV-300

MCT-W **DVT Series** HSV-30/30T HMV-2 LIMV-M

Trapezium2

Software linked with the test machine in higher order

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Download a Trapezium training video

The Windows®-based TRAPEZIUM2 software allows various testing operations from simple test control to complicated control patterns created by the user. With its visual wizard settings and the industry's first operation navigation system, data obtained from the test can be processed based on various standards.

Flexible operations such as re-testing and re-analysis, as well as many advanced functions, such as network transmission of measurement data and screen customization, intelligently navigate various strength tests. Japanese, English, Spanish, Chinese (both simplified and traditional) versions available. (Other languages available upon request.)

Navigation

The Navigation Bar selectively displays functions needed for the current operation. Continuous tests can be efficiently carried out by simply pressing the large huttons.

Hardness Testing

DUH-W201/201S

Efficient continuous testing begins in 3 steps Testing can be started in 3 steps after the software is booted up.

http://www.ssi.shimadzu.com/products/testing/newindex.cfm?product=trapezium2 10/02/2004

Select in hid Task · 12 im Miles. dama (a China base) - 10-14-1 Miller Best, 22 Availables. A 1948 10.000 Aug. 41 (1871) N times N/mm3 Strate nere Strates Strat . 0.2965 152.132 152.1320 0.890fair-22 ю. Line J. Time 7405,010 Sector and 19 500 Spatisteen Robert -53 Stop 031 Pert 12 E-II (Artifued and Plaukrande head, from Streed, Stiller Streets LANS . 1 Acres - 100 Box, and in Francis 41.754 44112 10.002 38,640 44.761 14 11 at 10 M 15704 1010 46.43 101171 10,108 2.75 1.145 10.000 10111 6.61

WEAKNESS – Old style not Web 2.0, not fully scalable windows

WEAKNESS – No polymer analysis capability beyond Tension and flex

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Training 🗖

Launch Plan

- Catalogue available
- TO web site update
- Editorial
- On TO price list
- First customer

early March 09 early March 09 early March 09 Completed Dunlop rubber puncture test US successfully installed and working Jan 09

 Horizon available for existing Customers

July 2009

Navigator & Qmat will be available until end of 2009

