



## Horizon Telecom doubles its production capacity

More flexibility and precision thanks to a new SMT line with SIPLACE SX machines



### The challenge

Horizon Telecom in Montceau-les-Mines has specialized in the design and manufacture of electronic systems since 1988. After being acquired by Amphitech in 2021, the company modernized its manufacturing operations to meet the growing demands of the electronics industry. Since Horizon Telecom actively supports its customers from development to prototyping to volume production, having a flexible and precise production environment is a must. Unfortunately, the existing SMT line was no longer able to meet the company's needs. With small to medium lot sizes of 200 to 3,000 units, the company's complex designs and broad range of components increasingly led to production bottlenecks and limitations.



"Our previous equipment limited our capabilities considerably to the point that we were simply unable to implement some projects. With the new ASMPT line, we can meet even demanding requirements quickly, flexibly, and reliably."

**Romuald Dugied**  
Technical Director at Horizon Telecom



**+ 100 %** more production output



**+ 70 %** more speed with Process Lens



**86,500 cph** maximum placement speed with SIPLACE SX



Component flexibility ranging from **0201 (metric) to 200 × 110 × 50 mm**



Gantries can be **swapped in minutes**



Fully commissioned in **only 2 weeks**

## The solution

### Technology partnership

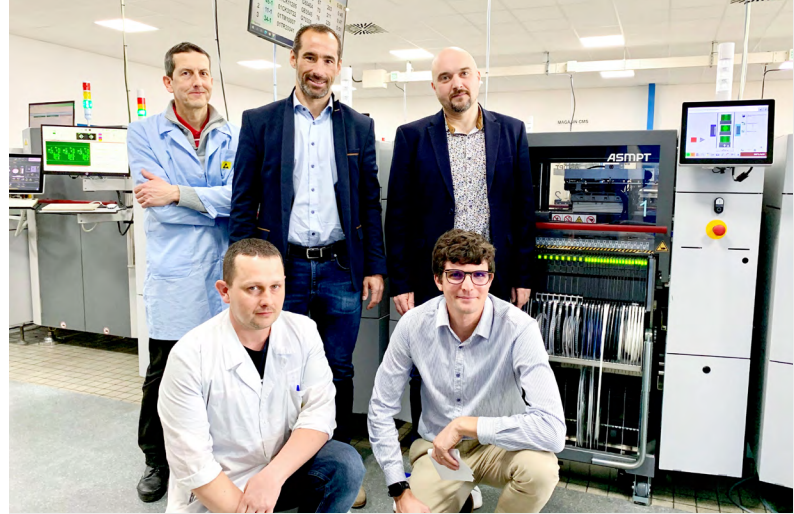
To modernize its factory, Horizon Telecom installed a new SMT line from ASMPT with two [DEK NeoHorizon printers](#), one [Process Lens SPI system](#) and three [SIPLACE SX placement machines](#), all of which are linked to the company's ERP system. The integrated system architecture increases the company's process stability and traceability and reduces the need for manual assists considerably. In addition to its higher production output, the new line makes it possible to implement complex, multi-variant designs — a crucial advantage that allows Horizon Telecom to meet its high customization requirements.

### Flexible performance with room for expansion

A key criterion in favor of ASMPT was the modular scalability of its SMT line. With the interchangeable gantries of the SIPLACE SX, Horizon Telecom can flexibly adjust its placement performance: gantries can be added in a few minutes, moved to other lines, or temporarily rented to absorb peaks in demand. The SIPLACE SX is also impressive on the process level. An integrated component camera generates high-resolution 3D models for precise on-board checks and even recognizes damaged THT pins. In addition, a broad spectrum of nozzles is available for a wide variety of component shapes, with custom-made models available on request.

### Quick startup thanks to simulation, training and remote support

A production simulation prepared by ASMPT that was based on typical weekly orders of Horizon Telecom had predicted that the company would be able to double its production with the new line. The installation including the ERP connection was completed in only two weeks, and after being trained in advance, two employees were able to run the line without problems. All this is being supplemented by regular on-site training, a defined technical contact person and remote support through which ASMPT's customer service can intervene instantly in case of questions or malfunctions.



Mickael Lanfant (ASMPT SMT Solutions, top center) with Horizon Telecom's successful implementation team: Alain Dubreut, Romuald Dugied (Technical Director, Horizon Telecom), Denis Leger, and Antoine Gallo (top left to bottom right).

## About Horizon Telecom

Founded in 1988 in Montceau-les-Mines, France, Horizon Telecom specializes in electronic communications solutions, including remote monitoring systems for elevators and customized electronics for energy, mobility, defense and leisure applications. The company supports projects from development to prototyping to volume production, offering its customers end-to-end solutions from a single source. With roughly 30 employees, the company generated sales of € 4.5 million in 2023. Horizon Telecom has been part of the Paris-based Amphitech Group since 2021.

## The success story

With its new SMT line from ASMPT, Horizon Telecom has doubled its production output while significantly improving its assembly quality. The combination of DEK NeoHorizon printers, SIPLACE SX placement machines and the Process Lens SPI system ensures stable and precise processes even for highly complex modules. Especially valuable is the newly gained flexibility provided by the interchangeable placement gantries. Another success factor is the close partnership with ASMPT, whose advance simulation, smooth implementation in only two weeks, training courses and remote support ensure reliable operation and a high degree of adaptability and flexibility.

# ASMPT

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