

BROCHURE

MANUFACTURERS
& SUPPLIERS



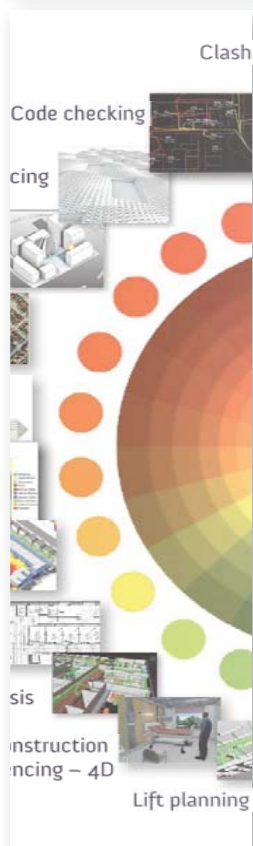
aec connect

Lastly, AEC Connect also offers advise to Manufacturers & Suppliers on how to market the BIM equivalents of their products most effectively in the BIM space.



Services - Summary

BIM Strategic Support



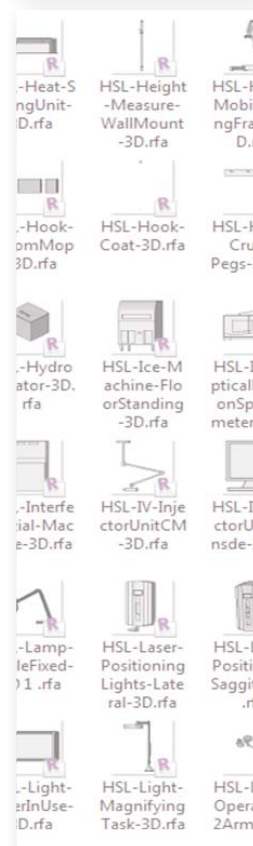
BIM Market Research



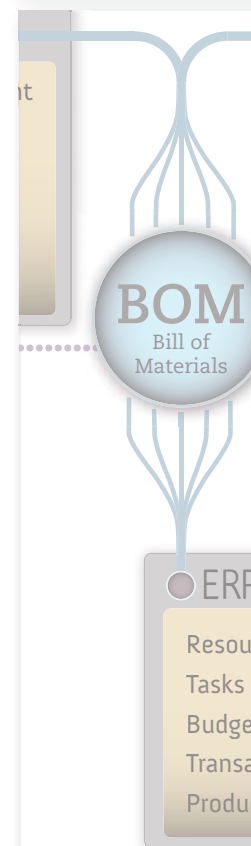
BIM Product Catalogue



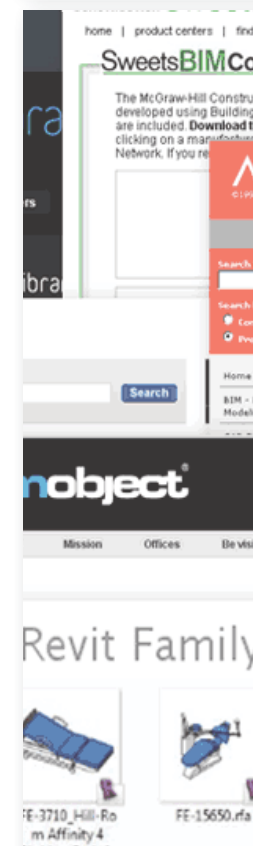
Pathways into BIM Libraries



Linking BIM to PLM & ERP



Promoting your BIM catalogue



Introducing BIM to Your Business

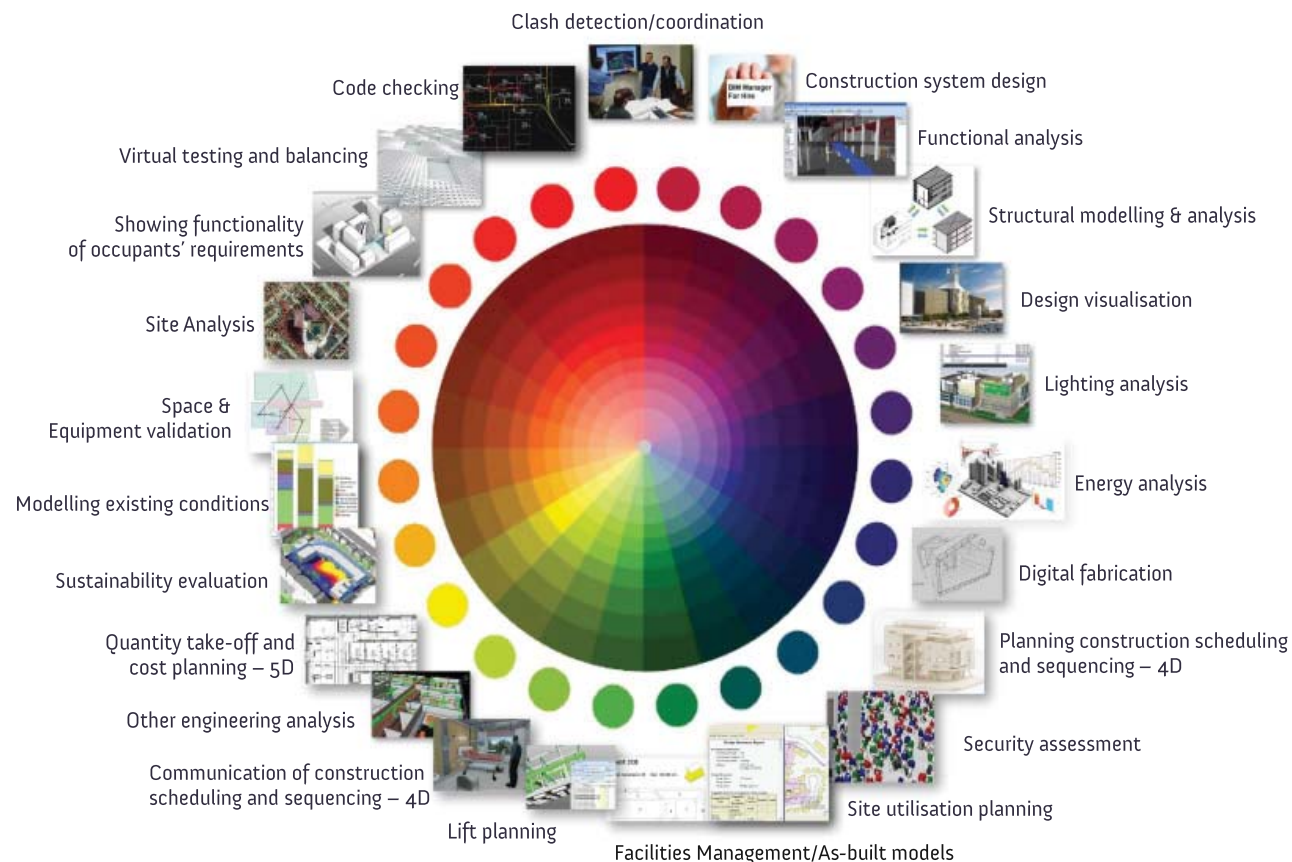
AEC Connect will help you to understand BIM:
What is the value of BIM for your business?

We will educate your upper management about the opportunities and challenges associated to introducing BIM to your supply chain.

AEC Connect will develop your firm's bespoke strategic BIM approach with your leaders.

Ultimately, AEC Connect will assist you in becoming BIM enabled as part of the production, specification and promotion of your products.

- ▶ *BIM seminars for your Upper Management*
- ▶ *Developing a BIM implementation strategy*
- ▶ *Creating a comprehensive BIM business plan*
- ▶ *Issuing your BIM terms of reference*
- ▶ *Defining your BIM product marketing strategy*



BIM Market Research

There now exist an ever growing market of BIM users who prefer to specify your products via the appropriate channels using BIM. It is therefore increasingly relevant for the success of your business to understand the requirements of this market in terms of the representation of your product catalogue in BIM.

Our extensive knowledge about BIM allows AEC Connect to test your market in order to identify the best way to set up you products in BIM. As part of the market research AEC Connect will investigate for you what your competition is doing about BIM.

- ▶ *Analysing your current product catalogue*
- ▶ *Preparing targeted market studies*
- ▶ *Engaging your key clients via interviews*
- ▶ *Developing your BIM-product strategy*
- ▶ *Benchmarking your BIM against the efforts of your competitors*

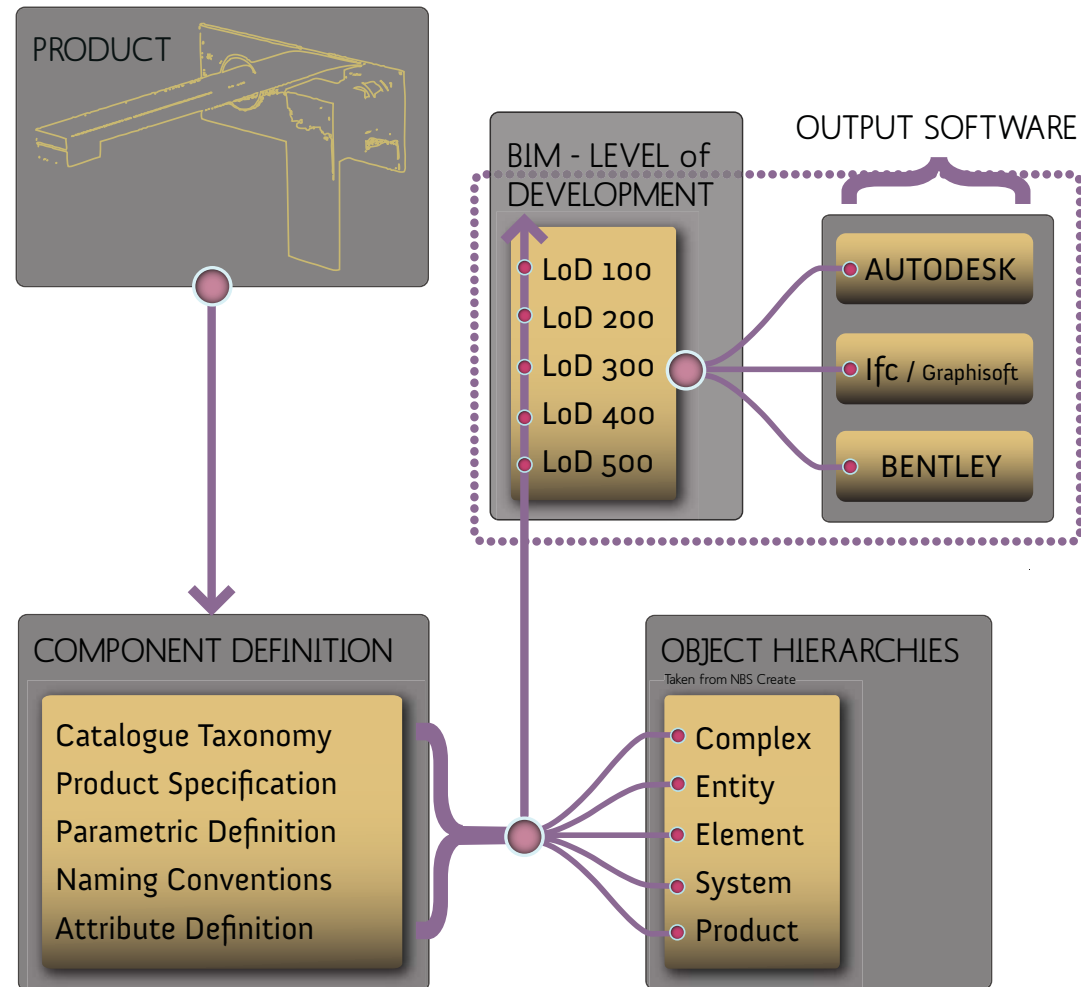


Product catalogue - BIM format specification

Realising how your product catalogue corresponds to a BIM equivalent requires an understanding of the way your clients specify and access product information via BIM. Most manufacturer's BIM content is inadequately formatted to be useful for others in the supply chain.

AEC Connect will guide you on the path to develop a well-structured BIM library that your clients will love! It is all about knowing your client's requirements in terms of object taxonomy, file formats, file sizes, and parameter definitions that govern the setup of useful BIM product libraries.

- ▶ *Prioritising BIM objects within your catalogue*
- ▶ *Educating you on BIM 'Levels of Development'*
- ▶ *Identifying key modeling criteria*
- ▶ *Developing your BIM object taxonomy*
- ▶ *Advising on 3D model formats and sizes*

























































Pathways into BIM Libraries

How does BIM work when it comes to the setup of dedicated object libraries in virtual libraries?

AEC Connect will introduce your business to the way objects get specified on BIM projects. We help you to develop your own BIM library that can then be shared with your clients to facilitate easy access to your products (thereby providing you a market-edge).

Getting the structure of your BIM product catalogue right is an essential stepping stone to a BIM library that appeals to your clients.

- ▶ *Introducing you to BIM libraries*
- ▶ *Identifying BIM metadata for your products*
- ▶ *Developing your BIM library structure*
- ▶ *Transferring your BIM-library to online resources*

 HSL-Heating-Block-3D.rfa	 HSL-Heat-Sealing-Unit-3D.rfa	 HSL-Height-Measure-Wall-Mount-3D.rfa	 HSL-Hoist-Mobile-Lifting-Frame-3D.rfa	 HSL-Hoist-Patient-Lifting-Bariatric-3D.rfa	 HSL-Hoist-Patient-Lifting-Pool-3D.rfa	 HSL-Hoist-Scissor-Lift-3D.rfa	 HSL-Holder-Medical-Records-3D.rfa	 HSL-Holder-Patient-Chart-3D.rfa
 HSL-Hook-Broom-3D.rfa	 HSL-Hook-Broom-Mop-3D.rfa	 HSL-Hook-Coat-3D.rfa	 HSL-Hook-Crutch-Pegs-3D.rfa	 HSL-Hook-Double-3D.rfa	 HSL-Hook-Equipment-3D.rfa	 HSL-Hook-Heavy-Duty-3D.rfa	 HSL-Hook-Mop-3D.rfa	 HSL-Hot-Plate-Magnetic-Stirrer-3D.rfa
 HSL-Humidifier-Transport-3D.rfa	 HSL-Hydro-Collator-3D.rfa	 HSL-Ice-Machine-Floor-Standing-3D.rfa	 HSL-ICP-Optical-Emission-Spectrometer-3D.rfa	 HSL-Incubator-CO2-3D.rfa	 HSL-Incubator-Diameter-3D.rfa	 HSL-Incubator-Large-3D.rfa	 HSL-Incubator-Medium-3D.rfa	 HSL-Incubator-Oven-3D.rfa
 HSL-Intercom-3D.rfa	 HSL-Interferential-Machine-3D.rfa	 HSL-IV-Injector-Unit-CM-3D.rfa	 HSL-IV-Injector-Unit-Console-3D.rfa	 HSL-IV-Pole-Mobile-3D.rfa	 HSL-IV-Stand-Large-2D.rfa	 HSL-IV-Therapy-Hanger-3D.rfa	 HSL-Joinery-Bookcase-3D.rfa	 HSL-Joinery-Reception-Special-3D.rfa
 HSL-Lamp-Standing-3D.rfa	 HSL-Lamp-Table-Fixed-3D.rfa	 HSL-Laser-Positioning-Lights-Lateral-3D.rfa	 HSL-Laser-Positioning-Sagittal-3D.rfa	 HSL-Laser-Surgical-3D.rfa	 HSL-Laser-Surgical-CO2-3D.rfa	 HSL-Laser-Surgical-Holmium-3D.rfa	 HSL-Lectern-3D.rfa	 HSL-Light-Angle-Poise-3D.rfa
 HSL-Light-Examination	 HSL-Light-Laser-In-Use	 HSL-Light-Magnifying	 HSL-Light-Operating	 HSL-Light-Operating	 HSL-Light-Operating	 HSL-Light-Operating	 HSL-Light-Operating	 HSL-Light-Phototherapy



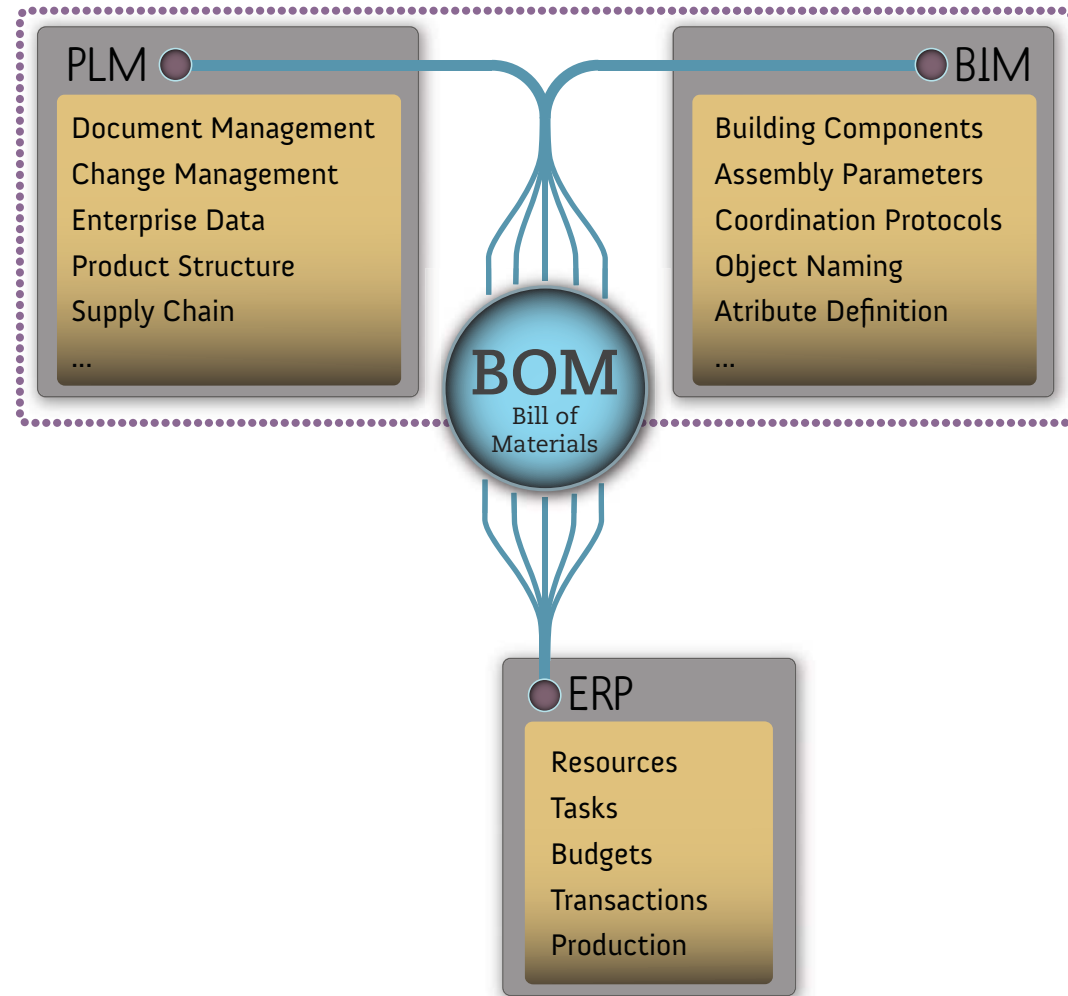
Linking BIM to PLM and ERP

Many large scale manufacturers and suppliers use Product Lifecycle Management as well as Enterprise Resource Planning as mechanisms to streamline their business workflow and increase efficiency.

AEC Connect will assist you to tie PLM and ERP systems together via BIM, thereby creating links between your product structures and production planning. The common interface is often derived via the Bill of Materials (BOM) that can be co-generated via BIM systems.

Ultimately, AEC Connect can help you streamline your product planning and production, and illustrate where BIM can be used as part thereof.

- ▶ *Developing BIM/PLM interfaces*
- ▶ *Streamlining Document Management*
- ▶ *Pre-engineering production processes via BIM*
- ▶ *Defining 'Bill of Materials' in a BIM sense*
- ▶ *ERP integration: BIM data for production*



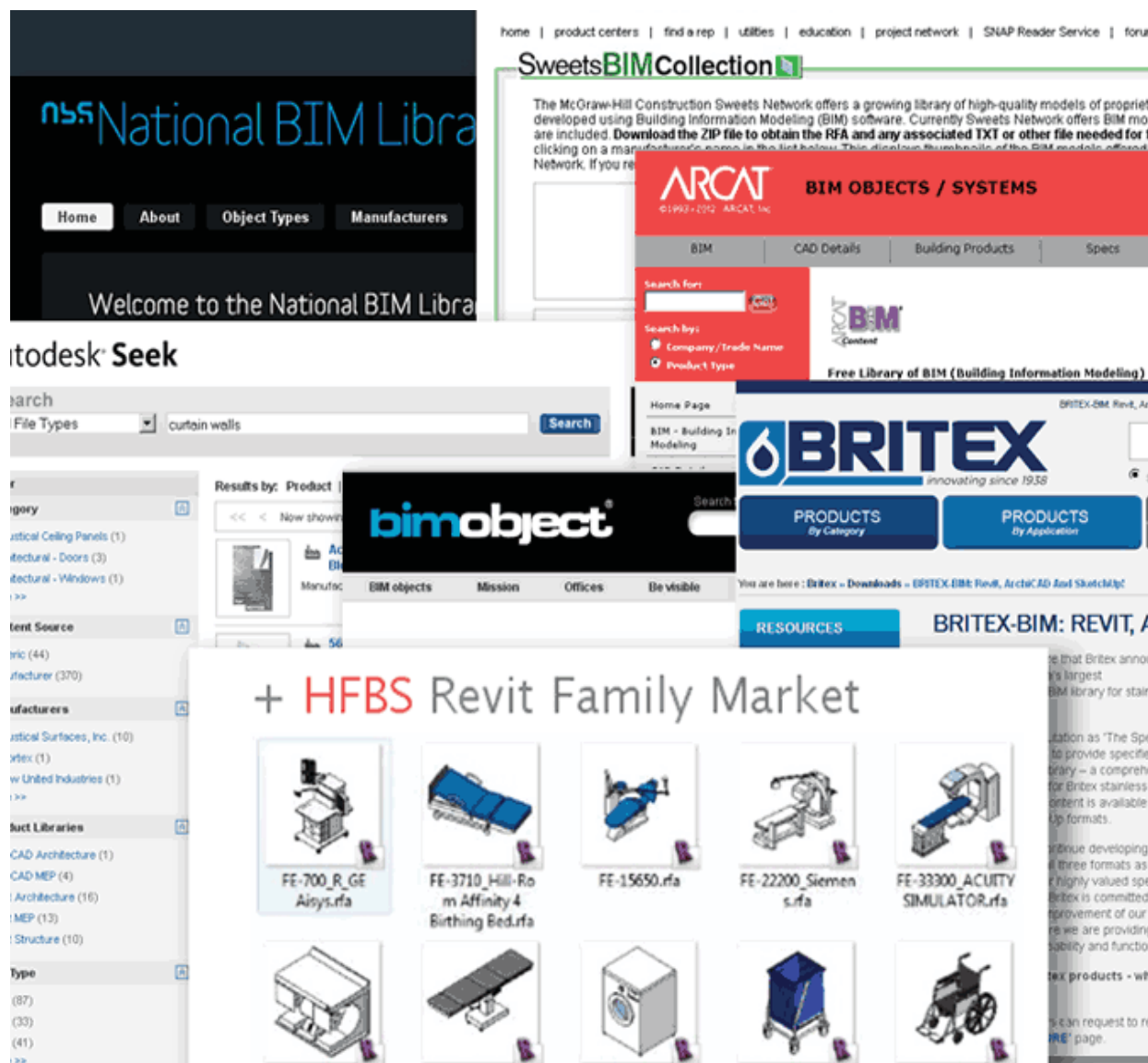
Promoting your BIM catalogue

A key step in promoting your product catalogue via BIM is to understand the pathways for your clients to access the BIM objects that you have developed.

AEC Connect helps you to identify the ideal channels to promote and present the BIM equivalents of your products to potential clients.

There exist a number of well-known online BIM resources that consultants and contractors use in order to access building components. It is essential to understand where/how to market your products to they can easily be accessed by those who specify your product in practice.

- Developing strategies to market your BIM
- Promoting your products via BIM libraries
- Adding BIM plug-ins to your web site/library
- Marketing your BIM objects publicly



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Brochure Manufacturers & Suppliers