



# ELCO and Trimble

## ENGAGING ENGINEERS & CONTRACTORS

### AN OVERVIEW OF ELCO

Founded in 1928, ELCO is a worldwide pioneer in heating technology and is one of Europe's leading brands for commercial and municipal heating solutions.

The company offers heating solutions for renovation, refurbishment and new buildings with a range of applications from apartments and commercial complexes to large industrial plants. ELCO is part of the Ariston Thermo Group, one of the leading international companies in the heating and hot water sector, with headquarters based in Italy.

For decades, ELCO has been at the forefront of burner, condensing boiler, combined heat and power, heat pumps and solar technology, installing over 1.7 million heating systems throughout Europe. "With our values of care, respect and being forward looking, we aim to offer the best service and solutions to fit our customer's needs and requirements, allowing them to improve and simplify their everyday lives," said Abbas Seifeddine, Product Manager for Renewable Energy Products at ELCO Commercial Business. "Not only do we provide heat generators and heating systems, we want to always make the life of planners, designers, contractors and installers easier."

### ELCO'S CHALLENGE

ELCO is focused on fulfilling the needs of all of its key stakeholders by following the latest trends in connectivity, gateways and smart buildings. The markets are dynamic and the framework conditions for energy supply is an ongoing process that is changing continuously, especially in the last few years, due to carbon dioxide and nitrogen oxide reduction, sustainability, thermal effectivity, and money savings through international, national and local incentives.

"We can't hide the importance of digitalization and connectivity in the construction sector. It started as a trend, and now it's essential to achieve more and more smart buildings that contribute to our environmental and sustainable vision," said Seifeddine. "Monitoring the consumption of energy via interfaces like building management systems and gateways, which are also a part of ELCO'S accessories, are nowadays keywords in the commercial projects."

For ELCO, it is important to anticipate this development not only from the perspective of efficiency that their boilers provide, but also from the compatibility they offer regarding

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### The Solution

In order to provide the most modern, advanced solutions to its customers, ELCO partnered with Stabiplan, part of the MEP division of Trimble, in 2018 using Trimble's MEPcontent BIM library.

This library provides access to over 614,000 manufacturer-specific Revit, AutoCAD and IFC files, to publish the BIMs of this range next to part of its accessories. With MEPcontent, MEP engineers and contractors can deliver technically accurate models and drawings while including manufacturer-specific content, to ensure that a model contains uniform and accurate information for fabrication and documentation.

"The addition of BIM files to our heating solutions portfolio was an obvious step to increase our service offering for our customers. ELCO is addressing the needs of the market so they can plan and design with their products and BIM is a part of the solution," said Seifeddine. "Trimble has been very supportive and professional throughout the whole process."



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### ... (CONTINUED) ELCO'S CHALLENGE

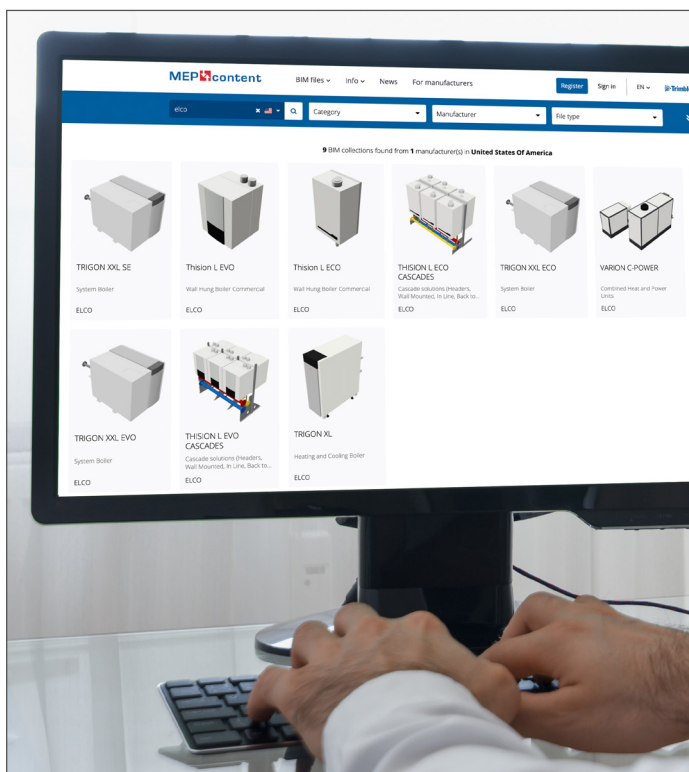
the most commonly used protocols in building management systems such as LonWorks, MODBUS TCP/RTU, BACnet and KNX.

"The future of the construction industry is digital, and BIM has become an important tool in the digitization process," said Seifeddine. "Government guidelines are supporting the integration of BIM into the everyday business of the construction industry. For example, in France, BIM has been mandatory in new construction since 2018, and in the UK it has been mandatory since 2016 for public projects greater than 5.5 million pounds. The next generation of planners is more digitally savvy, and the future is BIM."

After seeing a strong increase in demand for BIM files in different markets, especially in the UK, Germany, France and Italy, ELCO wanted to add BIM files to its heating solutions portfolio in order to increase its service offering to planners, designers, contractors and installers.



Abbas Seifeddine, Product Manager for Renewable Energy Products at ELCO Commercial Business.



### RESULTS

ELCO has been able to deliver on its goal of constantly improving the efficient use of energy and heating solutions and to offer better services to those who plan the installations of these heating systems. They are able to stay a step ahead with their dynamic solutions and provide new generations of planners, designers, contractors and installers with state-of-the-art tools to do their jobs more efficiently.

ELCO is launching new products, a Wall-Hung Boiler – THISION L PLUS and Floor Standing Boiler – TRIGON L PLUS in July 2020 and plans to share these models via MEPcontent as well.

"We have received positive feedback not only from longtime customers, but also from new planners and designers that have only recently started working with us," said Seifeddine. "The digital offer of BIM files, paired with our approach to provide effective and individual solutions, has matched the needs of many customers. Also, the possibility to monitor the use of BIM files has been very effective in helping us understand how the markets behave and develop."

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