

Albion Valves Case Study

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Introduction

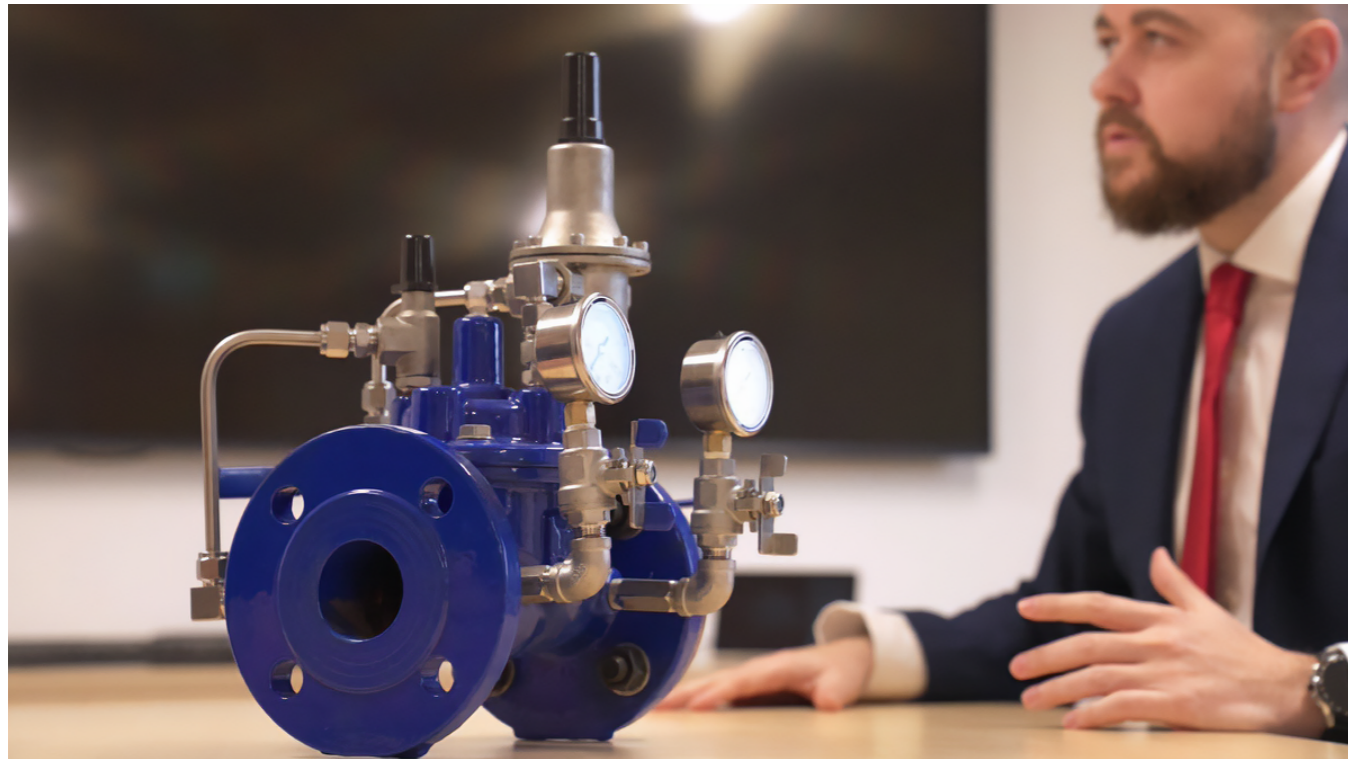
Albion Valves has been in the industrial heating and valve market for over 40 years and is considered one of the UK's leading valve suppliers. The company's aim is to supply a readily available, complete, quality valve solution alongside excellent cradle-to-grave support and service.

Sanwal Amjed is their Quality Manager, and his role is to ensure the quality of the products that are sold into the market meet the required specification, monitoring and ensuring high-quality standards in production, inspecting processes and outputs and implementing improvements wherever necessary.

The Challenge

Historically, the company had been involved primarily in the industrial and process valve market. Over time, they experienced a shift in demand for their products into the building services market. The customers in that sector started requesting BIM files of Albion's products so that designers and consultants were able to incorporate their products into digital designs.

At that time, Albion did not have the resource to be able to create BIM files of their products, nor did they have the vehicle for hosting them so that existing and prospective customers could retrieve them with ease.



The Solution

The team at Albion started investigating the options that were available on the market. They also had conversations with a number of contacts, who informed them that they had experienced these difficulties too and had engaged with Bimstore as a means of satisfying the need of getting high quality BIM files created and hosted on a platform that made them easily available to potential specifiers.

Albion then engaged with Bimstore to understand their full offering and subsequently the two companies started working together at the beginning of 2020.

Bimstore created the first set of BIM files for Albion's core building services range, as well as provided hosting for them on the Bimstore platform, which gave them access to hundreds of thousands of potential specifiers around the world. Their team also utilised the Bimstore integration that enables their BIM objects to be available on their own website. It is called a 'Bimshelf' and is a highly customisable iFrame that enables manufacturers to embed their BIM content on to their website without the need for a potentially lengthy web development project to be undertaken.



The Progress

The team at Albion use the analytics provided on Bimstore platform to guide them on which products are in demand. They have also vastly expanded the range of BIM files available, both for their long-standing products and also new ones that were released to the market.

Sanwal commented, “introducing BIM components not only improved our project support offering to the industry, but also ensured we were not excluded from large projects where a digital build was mandatory.”

Albion’s customers have commented favourably on the level of technical information that is publicly available for all of their products, and the addition of BIM files is something the company believes really elevates their offering. As Bimstore enables Albion to publish other technical information, they have made available data sheets, installation manuals, and more recently, Embodied Carbon Lifecycle Assessment data which details the environmental impact of Albion’s products over their lifetime.

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Sanwal Amjed
Quality Manager, Albion Valves

The Results

Since working with Bimstore, Albion has seen an increase in both product views and downloads. From 2023 to 2024, they saw an increase of 74.6% in views of their products, and an increase of 27.1% in file downloads. One of their most popular products, the ART 640HW Gate Valve, has been viewed over 13,500 times and downloaded by people in 123 countries!

Sanwal commented, “we have continued to grow our range of BIM components as we can see from the analytics that Bimstore offer that they are heavily utilised on a regular basis worldwide, so it is getting Albion Valves on the systems design at an early stage in the project. Being involved in a system’s digital design is a huge advantage to Albion as it increases the likelihood of Albion-branded valves being used in the build stage of the project too.”

He went on to reflect, “I would advise someone who is yet to start off with BIM to sit down with Bimstore and understand what they are currently doing in your market sector and what potentially they could add if you were to engage with them. You’d be surprised at what they can offer, the value they can add to your business and their level of expertise.”

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Quality Manager, Albion Valves

The Future

As Albion's range grows, the team will look to create more and more BIM files for their products in conjunction with the demand for more and more designs to have a digital model before the construction phase. They recognise that quite a bit of this demand comes from the fact that the construction industry is moving more to offsite manufacturing.

The creation of additional BIM files will cover any new additions to the range and fill in any gaps in their existing range if it becomes apparent there is a demand for those. Albion are also in the process of creating a new website and, as it is on their existing website, BIM will be prominent, easily recognisable, and accessible. Their team will continue to guide their existing and prospective customers to this resource to provide them with the files and supporting information they need to make effective digital designs.



For all queries, including Technical assistance or how Bimstore could help you, contact info@bimstore.co

Further information on our BIM services can be found on our website: bimstore.co/services-overview

