



ETIM International Collaboration

The association ETIM International is a partnership of national ETIM organizations and has its official seat in Brussels. ETIM International is founded to join forces in the development, maintenance, publishing and promotion of one ETIM model for the classification of technical products. The power of ETIM is the collective; independent and sector wide collaboration.

ETIM International governs an open standard for the unambiguous grouping and specification of products in the installation and building sector using a uniform product classification model. This classification uses: product classes, features, values and synonyms that make it easy to find the right product. The product classification itself is not a final solution, but instead offers a standardized data structure for an electronic product database and applications such as an online web store, search engine or configuration software, as well as the partner to partner product information exchange. ETIM classification is multilingual, media and supplier neutral.

Standardization is supposed to be stable and future-proof, yet at the same time flexible and future-oriented. Therefore, it is crucial to be, and stay, connected to the world around ETIM as much as possible and co-determine and influence the model as world changes. Although the ETIM model is free to use, membership to an applicable national ETIM organization is required in order to have that influence over its development

... but what's in it for me?

Leading Edge

The key word for success with the ETIM classification model is collaboration. **Together** we want to reduce costs in the supply chain. Your company can not only profit from the advantages and cost savings of using the ETIM standards, but also by being an influencer over it.

Manufacturers are at the forefront of product development. They are constantly advancing and innovating their products to meet the changing needs of the market.

Distributors are seeing the market change around them. Installers and end users are needing information faster, access to it remotely via mobile devices, and are looking for more innovative, energy efficient and environmentally sustainable and safe products.

This insight into the market is the only way to ensure the standard is **future-proofed**. Companies using ETIM have an **obligation**, not only to their own business, but the industry as a whole, to ensure the model continues to meet the growing needs of the market.

User Defined

Whether it be in the translation to different languages, changes, addition of new products, technical specifications or national and global regulatory standards, directives and/or certifications, it is the users of the data who are the experts. As a member of a national organization, these expert users collaborate within their country, and through their ETIM International representative, collaborate with other national users, across the industry and in multiple sectors. It is through this collaboration that the model can be a stable, yet flexible standard that is future-oriented.

Education

In addition to the influence and collaborative aspect, membership provides the users access to training and education, as well as exposure to other knowledgeable and experienced users of the model. Sharing of experiences and implementation techniques amongst users makes for easier implementation between trading partners, especially when they are both supporting an industry-wide data standard.

Multi-sector

Although ETIM was originally focused on the Electrical sector, it has since grown to encompass additional verticals like HVAC/Plumbing/Sanitary, Building, and Ship Building (limited locations). In the wholesale market, distributors do not limit themselves to single sectors, nor do manufacturers who want to expand their line. It is member collaboration, with a common development philosophy, that enables the model to be standardized and used across multiple sectors.

Multi-language

From its initial handful of countries, ETIM has grown in popularity and expanded into 22+ national organizations. Each country has since completed or are in development of a translation of the model into their native language. These translations enable cross-country data exchange through the use of ETIM codes (class, feature, value, unit) regardless of the language, business system and country. For companies that have footprint, and membership in other national ETIM organizations, these languages can be accessible.

Modelling Classes (BIM)

The ETIM classification model now includes an extension containing Modelling Classes, specifying parameters for representation of products as 3D geometric objects. This extension now enables the uniform exchange of 3D product data with users and CAD software, in addition to the products technical characteristics that are defined in the basic ETIM model. This extension, currently in its early stage, is comprised of 360 of the 'most modelled products', and will expand over time.

Scalable

No matter the size of your company, a hundred products or thousands, using the model is a smart choice, because it can be scalable. But it is only scalable through the influence of its member users. As products and the market change, as companies expand into other countries, or acquire other product



lines, it is through member influence that the model can grow across the industry and be a true data standard.

Insider Tools

Included in the membership is access to software tools developed by ETIM International. These tools enable easier upgrading between versions, validation of ETIM data in ETIM BMEcat file development, as well as special viewer rights in the Classification Management Tool. As ETIM International expands on the existing tools and develops new ones, members can continue to benefit.

Did you join us yet?

Become a member of your local ETIM organization or contact ETIM International for more information on how you too can become an influencer.

Develop and collaborate together, then profit together!