



The Client:

Belimo was founded in 1975 and is an international company with a workforce 1200+ strong. They engineer, manufacture, and distribute electric actuators for air dampers, as well as the valve technology of ventilation, heating, and air condition systems. They are respected world leaders in their market.

The Challenge:

Belimo came to ExcelHelp with a specific need. They manufacture a product, an Energy Valve, that while in use records performance data. The data can be imported into a program like Excel, and the client needed an Excel file to share with their own clients as they assess how the Energy Valve is working for them. The Challenge for ExcelHelp was to create a file that could take a confusing array of data (37 columns worth of information to view and analyze in multiple ways) and organize it into something understandable for Belimo's clients.

ExcelHelp challenge was to help Belimo better serve their clients, which is key for firms that want to retain business and ensure future growth.

The Solution:

ExcelHelp assessed our client's needs every step of the way. In the research phase, we asked the client for reference material, and Belimo provided us with an example data file and a chart image (below) they hoped we could duplicate. Through helpful discussions, they communicated that they wanted to be able to select what data and what period was shown on the graph.

We developed a file that took all of their information and wishes into account. Our application does exactly what they wanted, and incorporated a style and substance that exceeded their expectations.

As far as functionality, the features ExcelHelp built into the sheet allow for maximum customization. The user can choose fixed increments of time (10 minutes, 1 hour, 1 day, etc) to measure, or select specific stop and start times, and even jump backwards or forwards in time, all of which is accomplished in a simple to use drop-down menu. We incorporated buttons to add and remove data from the graph, making it simple for a user to select what was being shown, as well as a button to easily select the raw data file to display. The spreadsheet was branded with their logo, and designed using their corporate colors, with their fonts, and a corporate slogan "Knowledge is Power."

ExcelHelp developed two versions, to make the spreadsheet compatible with the most clients possible (Excel 2003, 2007 and 2010 supported.)



Key Client Benefits:

The overarching achievement for this spreadsheet is that it made data visualization simple and powerful. With ExcelHelp's consultation, Belimo's ability to provide this spreadsheet adds increased usefulness and value to the product they offer their clients.

Previously, their clients had an energy valve and a group of numbers that were hard to decode and harder to understand. Now, they have an energy valve and a tool to see how that valve performs. That's a meaningful difference.

Belimo partnered with ExcelHelp in the truest sense, and we revised and added many layers to the spreadsheet, and took it into new directions at their request. The result of this dynamic partnership is a resounding success, and Belimo has come to ExcelHelp for consultation on more projects, an endorsement of satisfaction that speaks volumes about the service we provide.