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D2.2 REPORT ON THE RESEARCH ON THE NEEDS OF THE INDUSTRY

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Building BIM digital competences

Project: 101183239 – BIM4WB – ERASMUS- EDU-2024-CB-VET

PROJECT INFO

Project title	Building BIM digital competences
Project acronym	BIM4WB
Project reference number	101183239
Funding scheme	Lump sum grant - ERASMUS- EDU-2024-CB-VET
Web address	https://bim4wb-eu.org/
Coordination institution	IES RIBEIRA DO LOURO
Project duration	36 months

The project aims to design and develop a Building Information Modeling (BIM) curriculum and training materials, focusing on innovating teaching and learning through learner-centered and real problem-based approaches. It includes the training of teaching staff to acquire new practical skills and the establishment of the BIM4WB platform, a user-friendly online resource for sharing knowledge, resources, and best practices related to BIM. The project targets enrolling at least 40 students/professionals in the training course and involves at least 15 teaching staff in personal and professional development skills training. It seeks to align academic offerings with the labor market to enhance student employability, with curriculum content reviewed by stakeholders to ensure it meets industry standards. Bim4WB is co-funded by the Erasmus+ Programme of the European Union during the period January 2025 – December 2027

PROJECT PARTNERS:

1. **IES RIBEIRA DO LOURO**
2. **BALIKESIR UNIVERSITY**
3. **EUROPEAN UNIVERSITY OF TIRANA**
4. **QENDRA PROTIK**
5. **UNIVERSUM INTERNATIONAL COLLEGE**
6. **AGENCY FOR VOCATIONAL EDUCATION AND TRAINING AND ADULT EDUCATION**

DOCUMENT CONTROL SHEET

Work package	**WP2**
Ref. no and title of activity	D2.2
Title of deliverable	Research on the needs of the industry
Lead institution	UNI-Universum International College
Author(s)	Albiona Sopi
Document status	Final document
Document version and date	24/03/2025

DELIVERABLE EXECUTIVE SUMMARY

This report is created in order to provide research on the needs of the industry. The deliverable included conducting thorough research to pinpoint the specific needs of companies and professionals in the BIM sector. This was accomplished by collecting data through online surveys addressed to stakeholders to understand existing skills and knowledge gaps in Kosovo and Albania.

VERSIONING AND CONTRIBUTION HISTORY

Version	Date	Revision description	Revision description
v.01	03.03.2025	First draft	UNI
v.02	18.03.2025	Second draft	UNI
v.03	24.03.2025	Final	UNI

TABLE OF CONTENTS

PROJECT INFO 2
DOCUMENT CONTROL SHEET 3
DELIVERABLE EXECUTIVE SUMMARY 3
VERSIONING AND CONTRIBUTION HISTORY 3
1. **INTRODUCTION** 5
2. **THEORETICAL FRAMEWORK** 6
3. **METHODOLOGY AND RESEARCH METHODS** 8
3.1 Survey Design 8
4. **OVERVIEW OF THE DEMOGRAPHIC DATA** 9
4.1 Geographical Representation 9
4.2 Types of Organizations Represented 9
4.3 Company Size 10
4.5 Years in Operation 11
4.6 Primary Roles of Participants 11
5. **BIM USAGE AND IMPLEMENTATION** 13
5.1 Adoption of BIM 13
5.2 BIM Adoption Timeline 13
5.3 Knowledge/expertise in BIM 15
5.4 BIM Integration with other tools and workflows 18
5.5 Institutional BIM Standards 19
6. **VET SECTOR AND BIM** 21
7. **INDUSTRY AND MARKET TRENDS** 22
7.1 Obstacles to BIM Implementation 22
8. **SKILLS GAPS AND TRAINING NEEDS** 25
8.1 Skills evolving 27
9. **FINAL COMMENTS** 30
10. CONCLUSIONS 30
11. RECOMMANDATIONS 32
12. LIMITATIONS 32
13. APPENDICES 32
14. REFERENCES 32

1. INTRODUCTION

The second work package sets the table for Status Quo Analysis. UNI-Universum International College is the leader of the WP2, with co-leader PROTIK. The work package begins with a thorough analysis meant to pinpoint the specific requirements of businesses and experts in the Building Information Modeling (BIM) industry. The goal of this phase is to understand the present skill sets and knowledge gaps that are common in Kosovo and Albania by gathering data using online questionnaires directed at stakeholders (who were identified during T2.1). Each partner will host a seminar after the study phase, bringing together stakeholders, educators, and professionals from the industry. These seminars are intended to encourage direct feedback from participants and to facilitate conversations regarding the study findings, making sure they correspond with the real needs of the industry.

A workshop will bring together all project partners to identify and describe the core competencies and skills required for BIM experts. By filling up the gaps and adhering to industry standards, this all-encompassing strategy guarantees that VET professionals in the construction sector receive focused training in skills and competencies. A draft of the BIM module selection will be created.

The key deliverables of this Work package are:

D2.1 Database of key stakeholders

D2.2 Research on the needs of the industry

D2.3 Seminars with industry stakeholders

D2.4 Report with the outcomes of the research and seminars

D2.5 Defining subject content (report)

In relation to Work Package 2 UNI-Universum International College was responsible for Deliverable D2.2 Research on the needs of the industry. As part of this Deliverable UNI created the survey titled: ***Needs on the BIM area in Kosovo and Albania.***

2. THEORETICAL FRAMEWORK

BIM-Building Information Modelling is a process for creating and managing information about a construction project over its entire life cycle. Using a set of suitable technologies, a coordinated digital description of every facet of the constructed object is created as part of this process. This digital description most likely consists of a mix of structured data related to product, execution, and handover information as well as information-rich 3D representations (Hamil., 2021).

Nowadays, civil infrastructure projects rely heavily on CAD and GIS software throughout their various phases. The quantity of GIS software that offers capabilities to facilitate the integration of building data in a geospatial environment has increased significantly in recent years. For these goals, GIS software has been introduced with every piece of software having unique advantages as well as a certain function. Revit is designed for building information modeling (BIM) and offers a comprehensive solution for architectural design and documentation. It supports all phases of design, including massing, conceptual studies, and detailed construction drawings and schedules (Meouche et al., 2013).

Building Information Modelling is utilized in the design and construction of buildings and has expanded into other domains, including city planning and infrastructure management. It has caused changes in all fields linked to the construction industry, and governments globally have enacted laws to mandate its use (Ingram., 2020).

Recently, Building Information Modelling (BIM) has seen swift advancement within the construction sector, and it is regarded as one of the fundamental ideas of Industry 4.0. Nonetheless, comprehension of BIM is regarded as a major obstacle to its implementation (Doan et al., 2019).

BIM has been introduced to Albania in recent years and it has begun to be used in architecture and construction on a number of significant projects in private and public sector. At first glance, the implementation of BIM may appear to be an extremely intricate process for those who possess limited or no knowledge of the field. Clients and contractors must, however, reconsider the advantages of BIM and change some of the traditional approaches they are accustomed to

using. A new strategic approach is required for the use of BIM in drafting and coordinating the construction project (Cane & Kodra., 2022).

Unlike other industries that merely follow market forces, the construction industry operates based on customer requirements. Government rules and procurement practices significantly influence the advancement of technology in this area. Therefore, technology has a significant impact on how well construction organizations perform, highlighting the necessity of making fundamental adjustments to work procedures in order to boost output and the construction industry, consequently the tools that it uses (BIM) to deliver projects/products should follow the same pace for their advancements (Prifti., 2024).

Implementing high-level BIM can lead to improved risk management, increased productivity, shorter construction timelines, and significant cost savings across the project life cycle (Pallaska & Hoxha 2023). In Kosovo, as in other developing countries in the region, the building industry frequently plays a significant role in advancing urban development initiatives and has a tight interaction with the architecture and urban planning sectors. Economic development is crucial for forming alliances amongst various political parties. The new building development planning initiatives in Kosovo serve as an illustration of this (Bejtullahu., 2017).

In the paper of Hoxha et al., (2022) the research findings indicate that novel technologies are not yet fully integrated into facility management in Kosovo. The majority of interviewees agree that only a few commercial and administrative buildings have access to Building Information Systems (BIM) and other IoT technologies, highlighting a slow adoption rate. However, a smaller group of interviewees holds a moderate perspective, suggesting that some residential apartment compounds have begun adopting these technologies, signaling early progress in technological integration. Our study has gathered information on the topic of BIM in different areas mentioned above.

3. METHODOLOGY AND RESEARCH METHODS

This study used a quantitative approach based on a survey to obtain an overview of the situation in Kosovo and Albania regarding the needs of BIM.

Survey Objective: This specific survey aims to assess the specific needs of companies and professionals in the Building Information Modelling (BIM) sector in Kosovo and Albania.

Survey Methodology: The survey was conducted as an online survey. The minimum number of respondents expected was 20. For the time being it has 50 respondents where 21 are from Kosovo and 29 are from Albania. The survey was conducted in February 2025.

3.1 Survey Design

The question types used in the survey were mixed. Most of the questions were multiple choice questions, with the last question being open-ended. Some questions were obligatory while others that didn't relate were open to respond or not. In total, there are 32 questions. The survey was conducted in English and Albanian, to make it easier for access by the respondents.

Survey Structure: The main sections or topics covered in the survey were as follow:

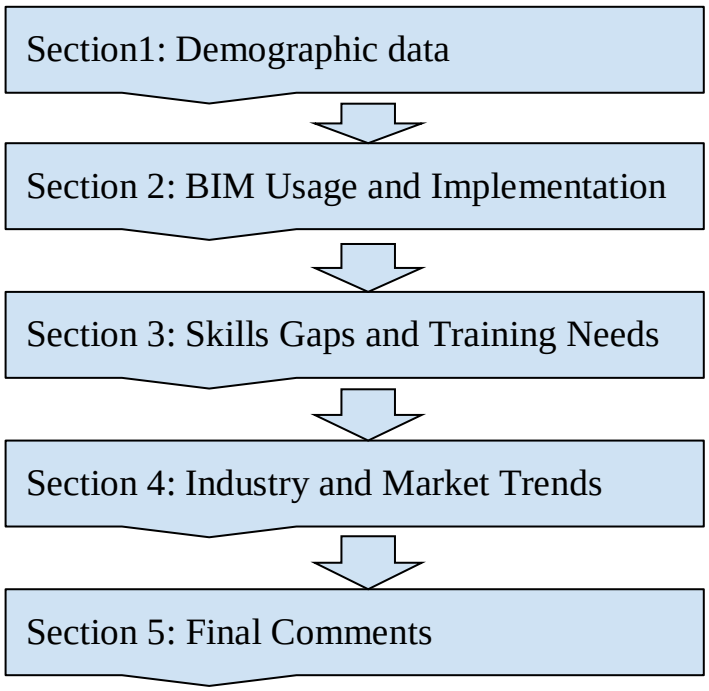


Figure 1. Structure of the survey

4. OVERVIEW OF THE DEMOGRAPHIC DATA

A brief summary of the data collected

4.1 Geographical Representation

1.In which country are you based? Nga cili shtet jeni?	
Kosova	Albania
21 (42)	30 (60%)

The majority of respondents are based in Albania, then Kosovo, with a strong presence from both countries. The highest number of responses are from Albania (30) and then from Kosovo (21).

4.2 Types of Organizations Represented

2. What type of organization do you represent? /Çfarë lloj organizate përfaqësoni?	
VET Institution / Institucion i arsimit profesional	2 (4%)
Architecture firm / Firmë arkitekture	25 (50%)
Engineering company/ Kompani inxhinierike	12 (24%)
Construction company/ Kompani ndërtimi	13 (26%)
Government agency / Agjenci qeveritare	1 (2%)

Academic institution / Institucion akademik	3 (6%)
Software/technology provider/ Ofrues i softuerëve/teknologjisë	2 (4%)
Other	ALSAI 1 (2%)

Most of the respondents are part of Architecture firms (25). Then we have respondents that are part of Construction Companies (13) and the lowest number of respondents we have from VET institutions and Software/ technology providers (2) and the lowest from Government Agency and ALSAI with just one respondent per each. There is also participation from academic institutions, government agencies, and software/technology providers, indicating a diverse stakeholder involvement.

4.3 Company Size

3. What is the size of your company/ organization? Cila është madhësia e kompanisë/organizatës tuaj?		
Small (1-10 employees) / E vogël (1-10 punonjës)	Medium (11-50 employees)/ E mesme (11-50 punonjës)	Large (51+ employees)/ E madhe (51+ punonjës)
28 (56%)	11 (22%)	11 (22%)

The highest number of respondents are part of small organisations. Organizations vary in size, but a significant portion are small businesses (1-10 employees).

Large organizations (51+ employees) are evident with 22% in the survey. The same percentage stands for medium companies/organizations 22%.

4.5 Years in Operation

4. How many years has your institution / organization / business that operates in the market? Sa vite ka që institucioni/organizata/kompania juaj operon në treg?	
One year/ 1 vjet	6 (12%)
5 years/ 5 vjet	8 (16%)
5-10 years/ 5-10 vjet	9(18%)
10-15 years/ 10-15 vjet	5 (10%)
More than 15 years/ Më tepër se 15 vjet	22 (44%)

Most of the respondents are part of organizations/institutions/companies that operate in the market for more than 15 years (44%), followed by 5-10 years (18%). The companies/institutions/organizations operating within 5 years show a percentage of 16% in our survey.The lowest percentage stands on the institution operating for 10-15 years (10%). A small portion consists of newer firms (1 year) with 12 %.

4.6 Primary Roles of Participants

5. What is your primary role in the company/organization? Cili është roli juaj kryesor në kompani/organizatë?	
Project Manager/ Menaxher i Projektit	9 (18%)
BIM Manager/Coordinator/ BIM Menaxher/ Kordinator	2 (4%)
Architect/ Arkitekt	21 (42%)

Engineer/ Inxhinier	11 (22%)
Contractor/Builder/ Kontraktor/Ndërmarrës ndërtimi	3 (6%)
VET Teacher/ Mësues i arsimit profesional	0 (0%)
Technician/ Teknik	2 (4%)
BIM Modeller/Specialist/ Modelues/Specialist BIM	4 (8%)
Director/ Drejtor	12 (24%)
Other	Audit 1(2%) Praktikant arkitekt 1 (2%)

Most of the respondents in the survey had their primary role in the organization as an architect (42%), followed by directors (24%) meanwhile the lowest percentage were VET teachers, where we had 0 respondents.

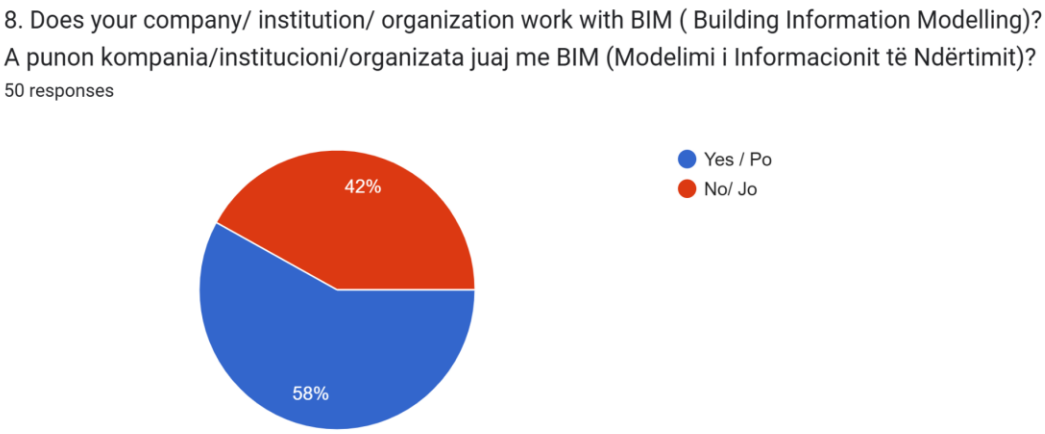
The most common roles among respondents include Engineers (22%), Project Managers (18%).

Specialized roles such as BIM Modelers/Managers (8%), Contractor/Builder (6%), BIM Manager/Coordinator (4%) and Technicians (4%) are also represented, indicating expertise in digital construction and design. Although in very small percentage, the survey received responses from an Audit (2%) and a practitioner architect (2%).

5. BIM USAGE AND IMPLEMENTATION

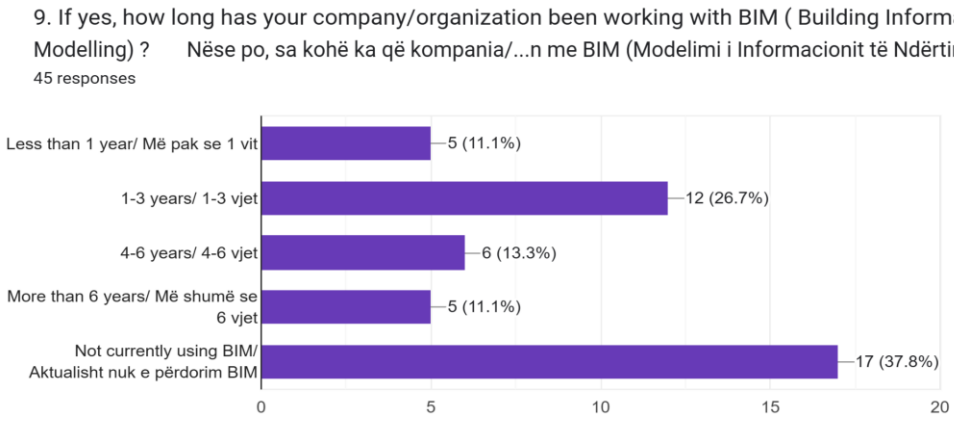
5.1 Adoption of BIM

In adaptation of BIM, responses indicate a divided adoption of BIM among organizations. While many companies use BIM (58%), a significant number still do not integrate it into their processes (42%).

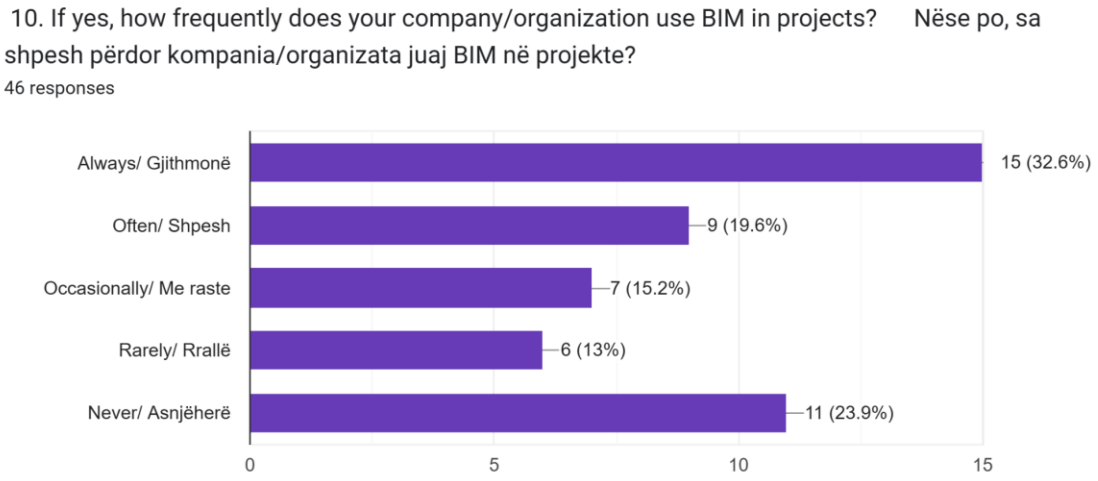


5.2 BIM Adoption Timeline

Regarding the BIM adaptation timeline, a large portion of organizations indicated that they are still not using BIM (37.8%). Among those that do, most have been using it for a relatively short period (1-3 years) (26.7%). Some organizations have 4-6 years since they are adopting BIM (13.3%). A few organizations have a longer history with BIM (more than 6 years), indicating early adopters in the industry (11.1%).

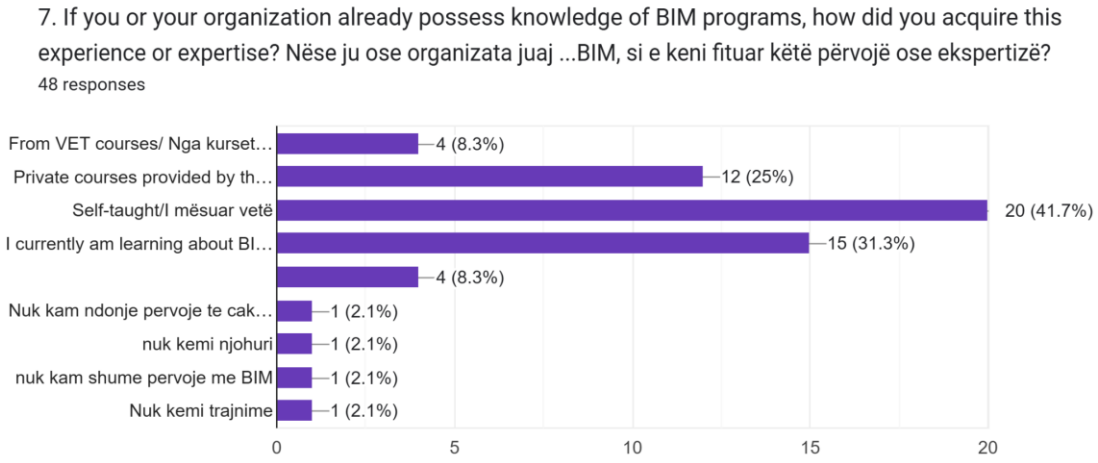


BIM adoption is still inconsistent, with many organizations either not using it at all or using it occasionally. While some companies indicated that they always use BIM (32.6%), many rarely or never implement it (23.9%). Organizations that use BIM often (19.6%), whereas those using it rarely or occasionally indicated a percentage of 13%.

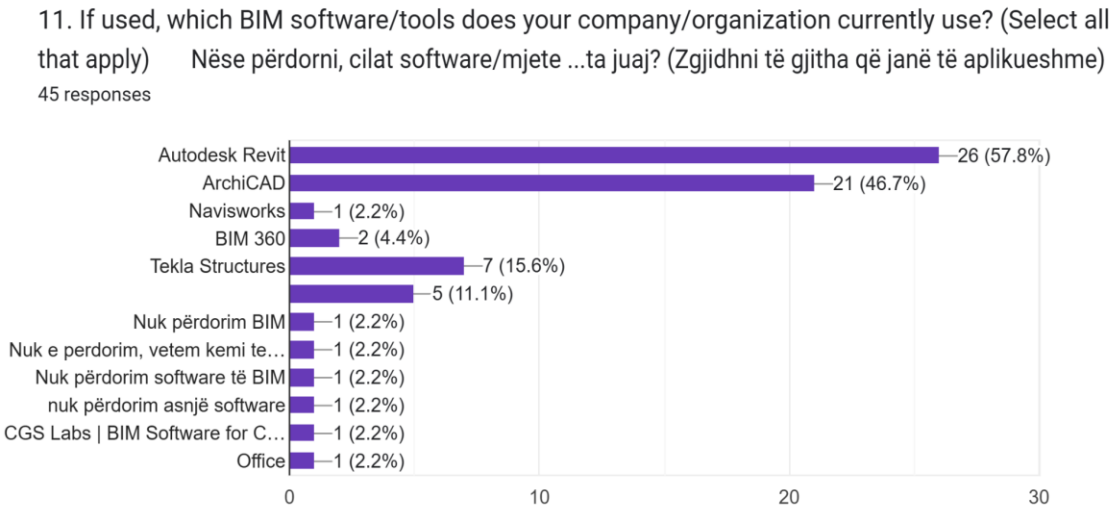


5.3 Knowledge/expertise in BIM

As part of the survey, respondents were asked not only about the adoption of BIM but also about their level of expertise in its application.



A significant portion of respondents responded that they are self-taught (41.7%). Many respondents are currently in the process of learning BIM, with a percentage of 31.3%. Some have acquired knowledge through private company-provided courses (25%), while others have learned through VET (Vocational Education and Training) courses (8.3%). A small percentage highlighted that they do not have much experience or knowledge of BIM (2.1%).



From those organizations that do adopt BIM and use it, they most commonly use BIM software's:

Autodesk Revit (57.8%),

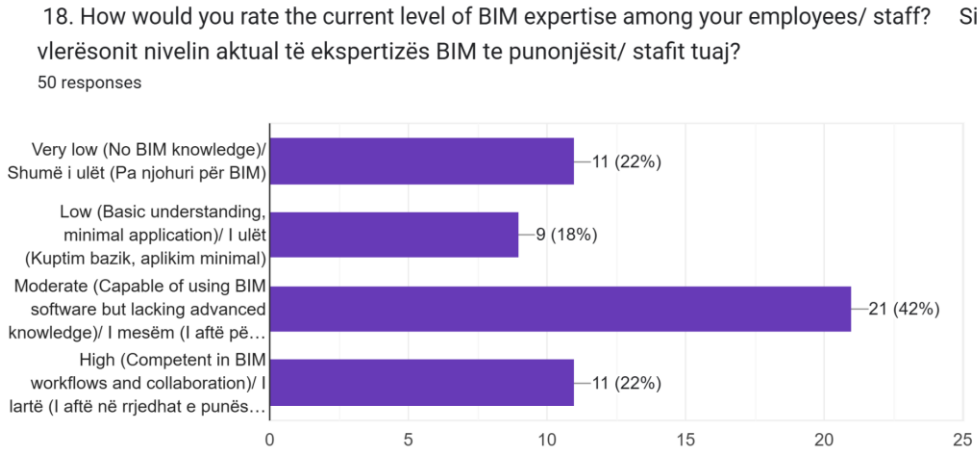
ArchiCAD (46.7%),

Tekla Structures (15.6%),

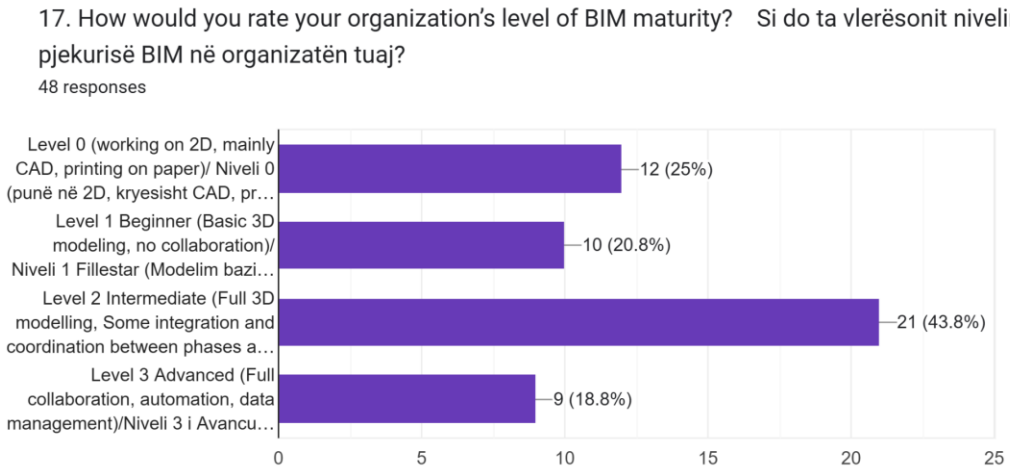
BIM 360 (4.4%).

Some companies do not use BIM software at all.

Nonetheless, participants were asked regarding the expertise among the staff in their companies/organizations/institutions.



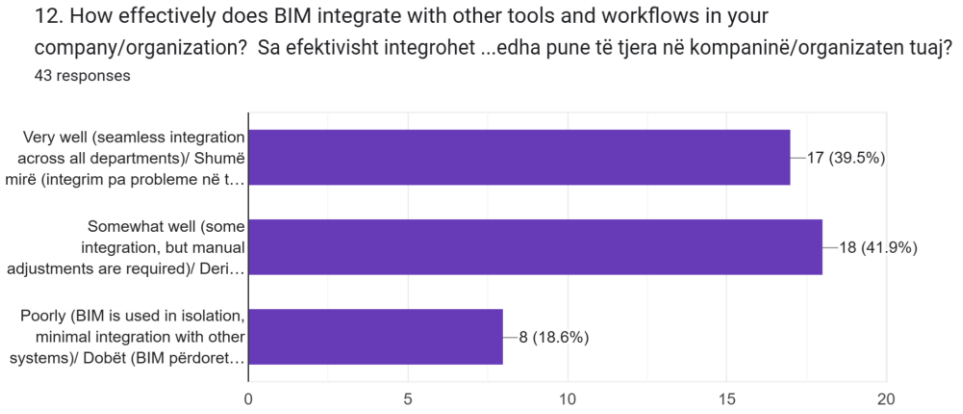
In regards to the expertise in the organization between the employees and staff, the respondents highlighted "moderate" expertise (42%). Some respondents indicated that their current level of expertise within their staff is "high" (22%) with the same percentage as the "very low" answer (22%). The lowest percentage stands for the answer of "low" with 18%.



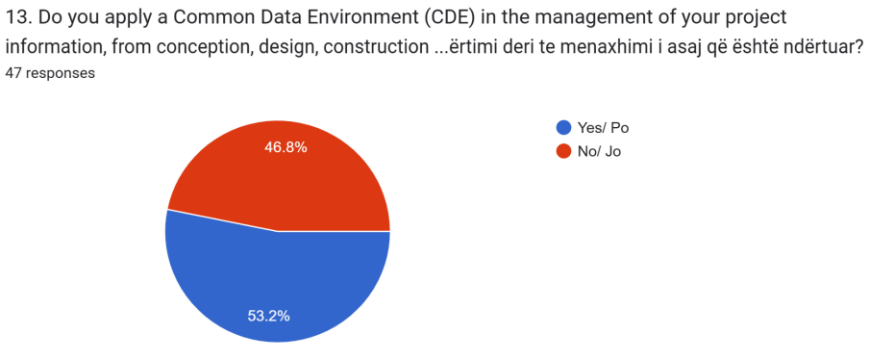
Based on the answers from the respondents, from the organizations they belong to, the BIM Maturity is evaluated as Level 2 Intermediate (Full 3D modeling, some integration and coordination between phases and software, limited automation (43.8%). Next the most common response is Level 0 (25%) and the lowest level is Advanced (18.6%).

5.4 BIM Integration with other tools and workflows

Within the survey, the interest stood on understanding the integration of BIM. "Somewhat well" (partial integration with manual adjustments) is the most frequent response in this question (41.9%). A significant number of respondents report seamless integration across all departments (39.5%). Few respondents indicated poor integration (18.6%).

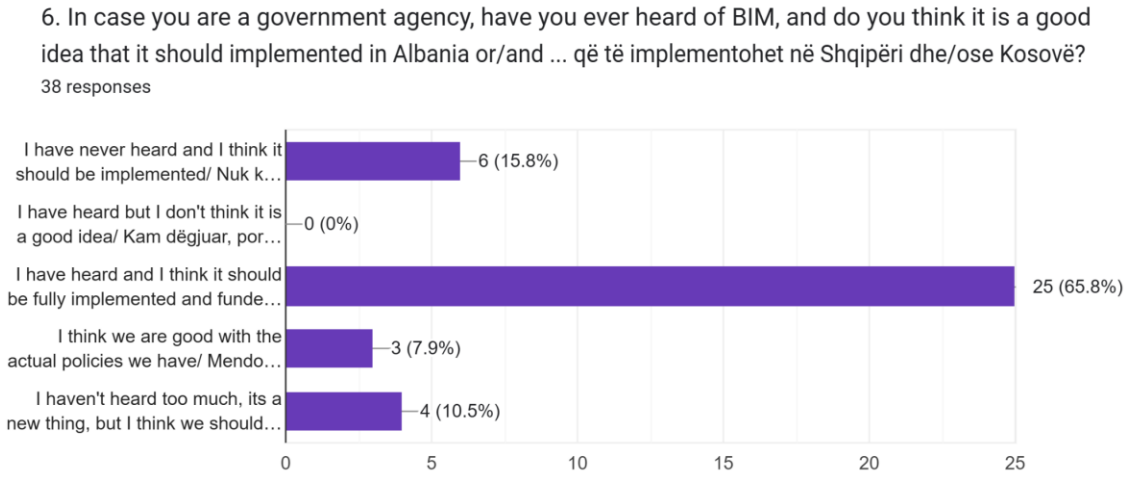


When asked if they apply a CDE-Common Data Environment in project management, the majority do not apply CDE in their workflow (53.2%). Some have adopted CDE practices (46.8%).

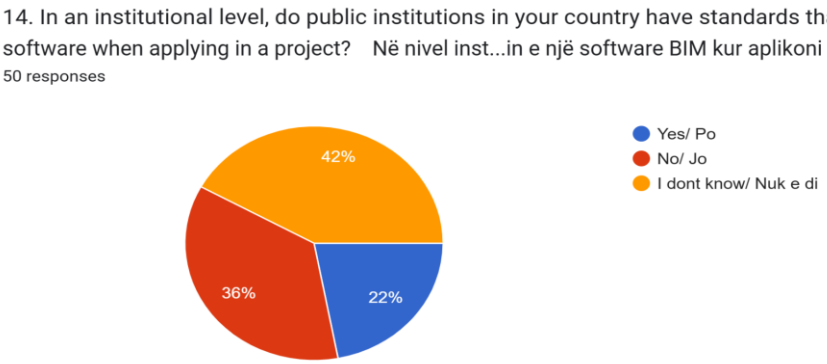


5.5 Institutional BIM Standards

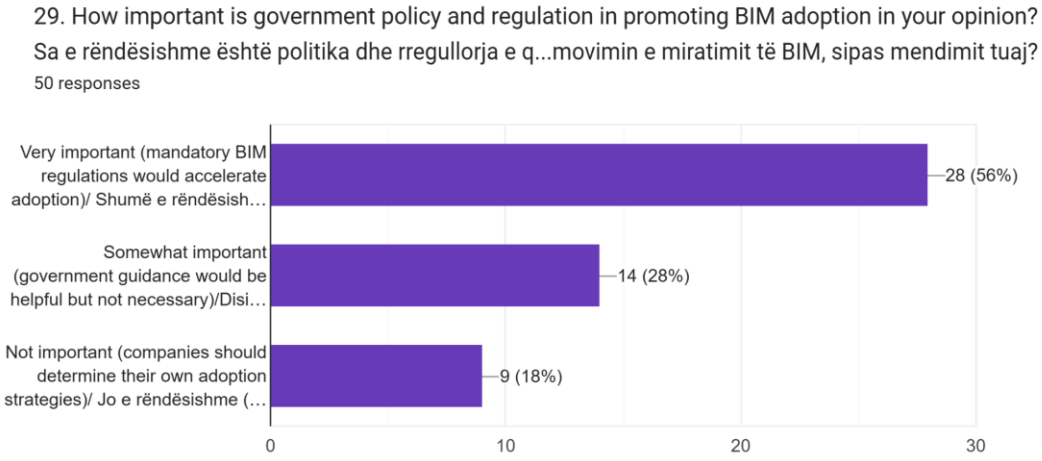
In this section, the survey opted to receive information regarding the institutional BIM standards from different areas. In this question, most respondents indicated that they have heard of BIM and believe BIM should be fully implemented in Albania and Kosovo, with support and funding from regional or central governments (65.8%). A few were unfamiliar with BIM but still supported its implementation (15.8%), while a small number felt current policies were sufficient (7.9%).



On the BIM software requirements at an institutional level, some responses indicate uncertainty about government BIM standards (42%). Public institutions in most respondents' countries do not require BIM for projects (36%). A few respondents report that BIM is required in certain cases (22%).



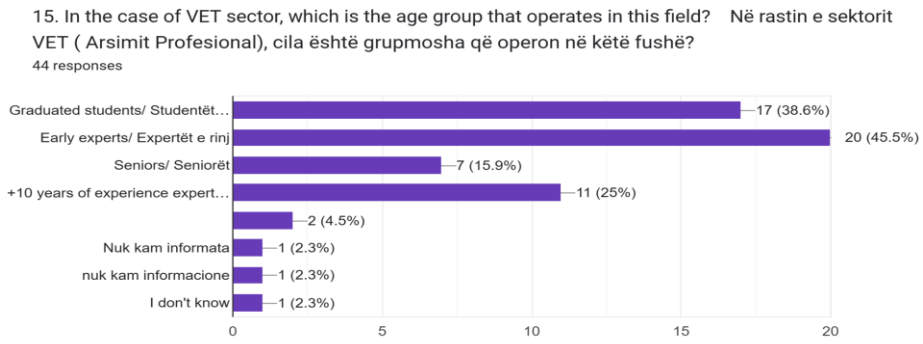
The next question follows on government policy and regulations regarding BIM.



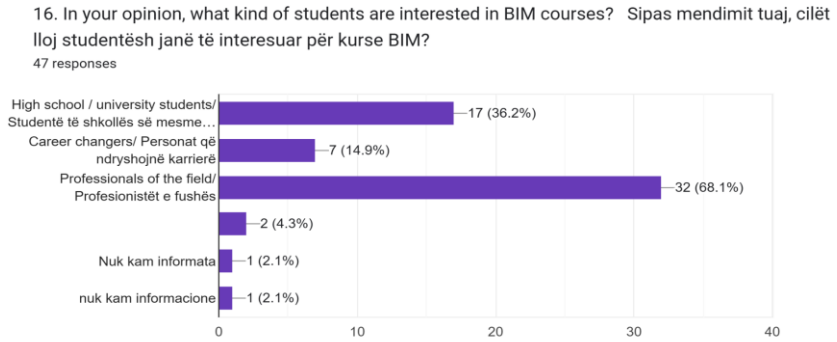
The majority of respondents consider government policy and regulation very important for BIM adoption, believing that mandatory regulations would accelerate implementation (56%). A smaller portion sees government guidance as helpful but not essential (28%), while a few believe companies should determine their own adoption strategies (18%).

6. VET SECTOR AND BIM

The VET sector highlights a crucial part of the project and it has a great importance on the research as well. Two questions were asked directly for the VET sector where on the first one the responses indicated that the common age groups involved in the field are early experts (entry-level professionals) (45.5%), graduated students (38.6%), and +10 years of experience professionals (25%). There were respondents who responded that they have no information about the age group that generates in this sector.



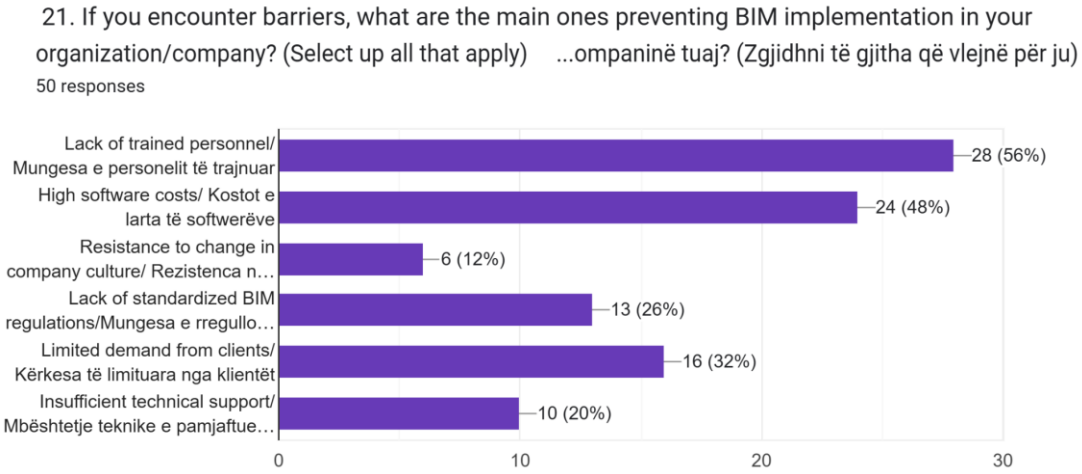
Regarding the interested students in BIM courses, the respondents highlighted professionals of the field (most common response 68.1%) and high school/university students as highly interested (36.2%). The next response with a high percentage was Career changers with 14.9% and in low percentage was the response of no information (2.1%).



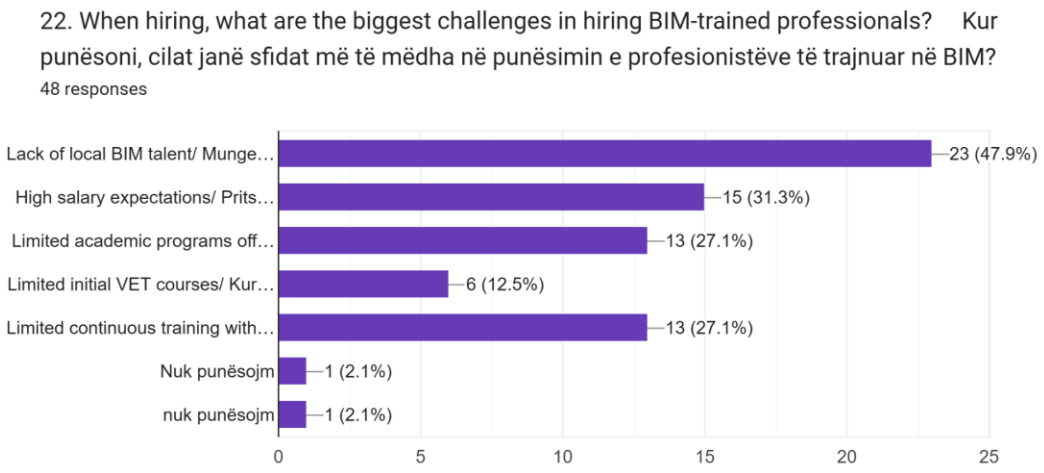
7. INDUSTRY AND MARKET TRENDS

7.1 Obstacles to BIM Implementation

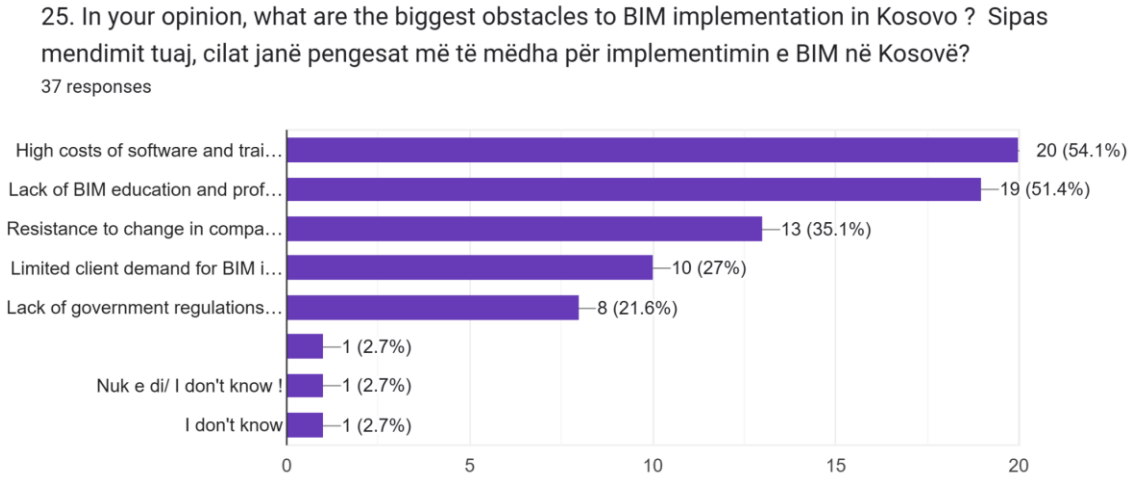
The survey findings show that the most significant barriers to BIM implementation are the lack of trained personnel (56%) and high software costs (46%), which were cited by the majority of respondents. Other challenges include the limited client demand (32%), the absence of standardized BIM regulations (26%), insufficient technical support (20%), and resistance to change in company culture (12%), all of which contribute to the slow adoption of BIM in organizations.



The survey results highlight that the biggest challenge in hiring BIM-trained professionals is the lack of local BIM talent, which was the most frequently mentioned issue (47.9%). Other significant barriers include high salary expectations (31.3%), limited academic programs offering BIM training, and insufficient continuous training opportunities within BIM (27.1%) making it difficult for companies to find and retain qualified professionals.

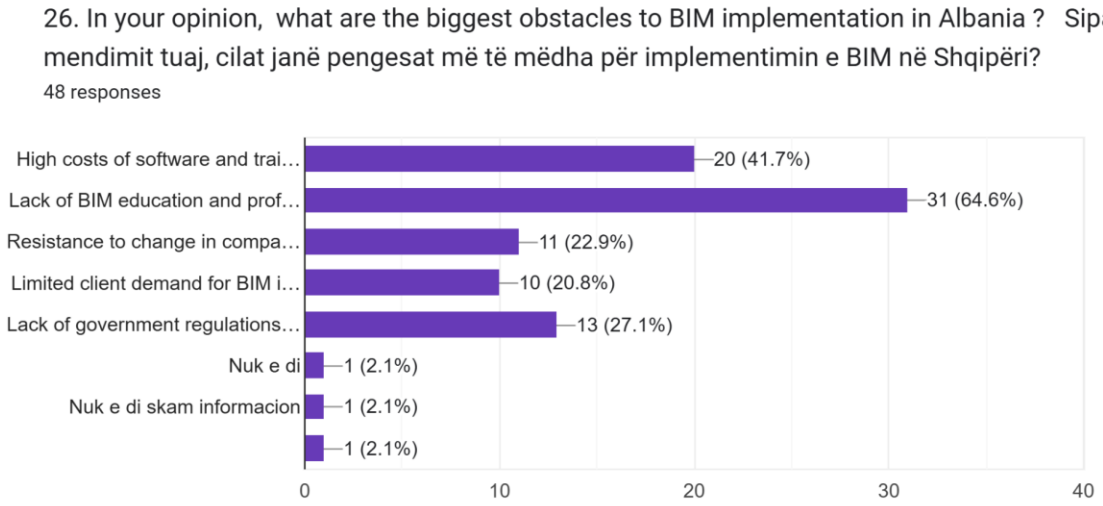


The obstacles are viewed in a country level



The survey results indicate that the biggest obstacles to BIM implementation in Kosovo are the lack of BIM education and professional training, high costs of software and training (54.1%), and resistance to change in company culture (35.1%). Additionally, respondents highlighted the limited client demand (27%) and lack of government regulations and policies (21.6%) for

BIM integration as significant barriers, suggesting a need for both industry-wide awareness and policy support to enhance adoption.



The biggest obstacles to BIM implementation in Albania, according to the respondents of the survey are the lack of BIM education and professional training (64.6%), high costs of software and training (41.7%), absence of government regulations and policies (27.1%), resistance to change in company culture (22.9%), and limited client demand for BIM integration (20.8%).

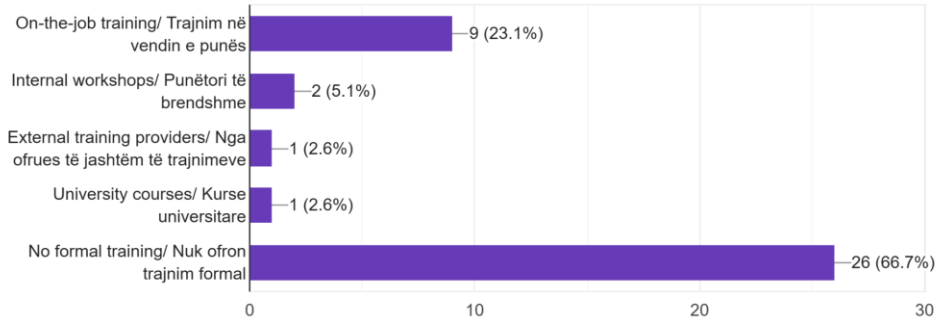
8. SKILLS GAPS AND TRAINING NEEDS

According to the responses on the survey, 80% of the organizations and companies do not offer training, meanwhile 20% do.

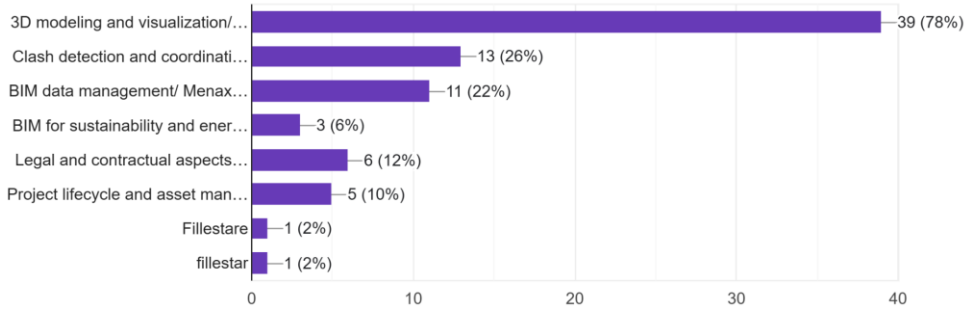


The survey followed by asking if the company/institution/organization does offer training, how the employees are trained. The majority of companies and organizations do not provide formal training on BIM (66.7%), with most respondents selecting "No formal training." However, a smaller portion of organizations offer alternative training methods, such as on-the-job training (23.1%), internal workshops (5.1%).

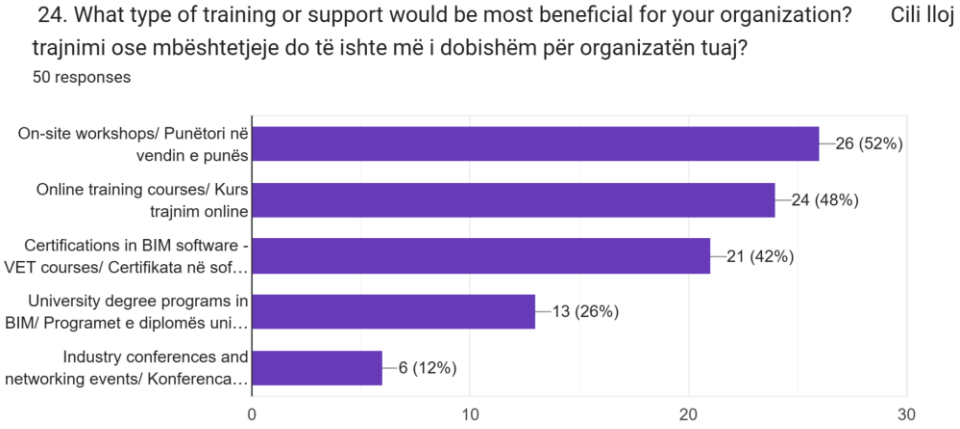
20. If you do offer trainings, how does your company/organization currently train employees on BIM? Nëse ofroni trajnime, si i trajnon aktualisht kompania/organizata juaj punonjësit për BIM?
39 responses



23. What BIM-related skills are most needed in your organization? Cilat aftësi të lidhura me BIM janë më të nevojshme në organizatën tuaj?
50 responses



The survey results indicate that the most needed BIM-related skills in organizations in Kosovo and Albania are 3D modeling and visualization (78%), which was the most frequently mentioned skill. Other critical skills include clash detection and coordination (26%), BIM data management (22%), legal and contractual aspects of BIM (12%), and project lifecycle and asset management (10%). There is also a demand for expertise in BIM for sustainability and energy efficiency, though to a lesser extent (6%).



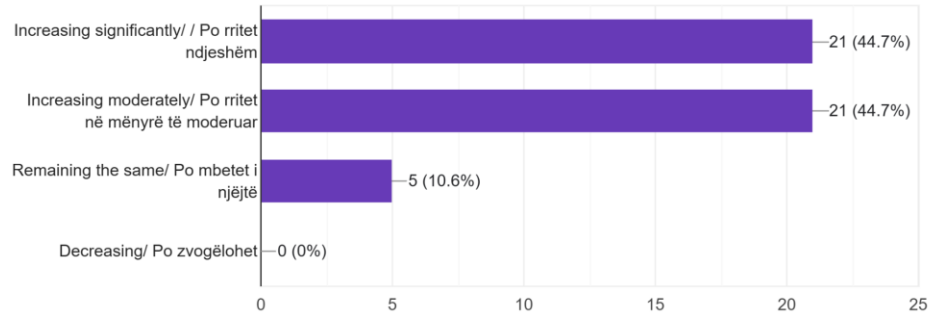
The survey results show that the most beneficial type of training or support for organizations are on-site workshops (52%), which was the most frequently mentioned preference. Online training courses (48%) and certifications in BIM software (VET courses) (42%) were also highly requested. Additionally, there is a notable demand for university degree programs in BIM (26%) and industry conferences and networking events (12%), though to a lesser extent.

8.1 Skills evolving

The demand for BIM skills in Albania is expected to grow over the next five years, with a majority predicting moderate or significant increases (44.7%). While a few respondents believe demand will remain the same, the overall trend suggests a rising need for BIM expertise in the country.

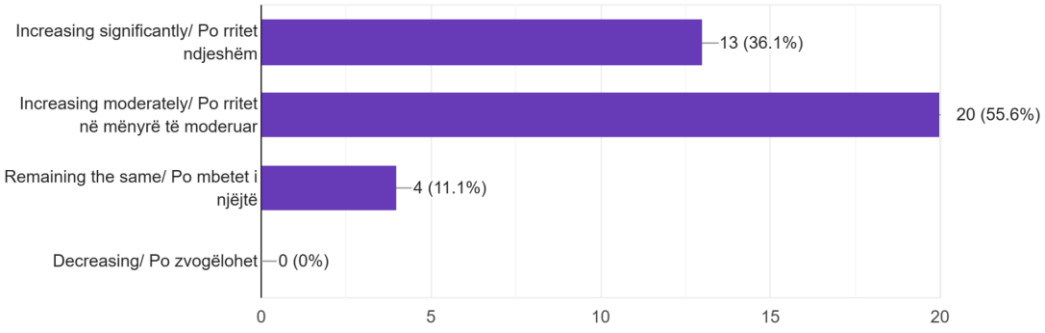
28. How do you see the demand for BIM skills evolving in the next 5 years in Albania? Si e shihni zhvillimin e kërkesës për aftësi në BIM gjatë 5 viteve të ardhshme në Shqipëri?

47 responses

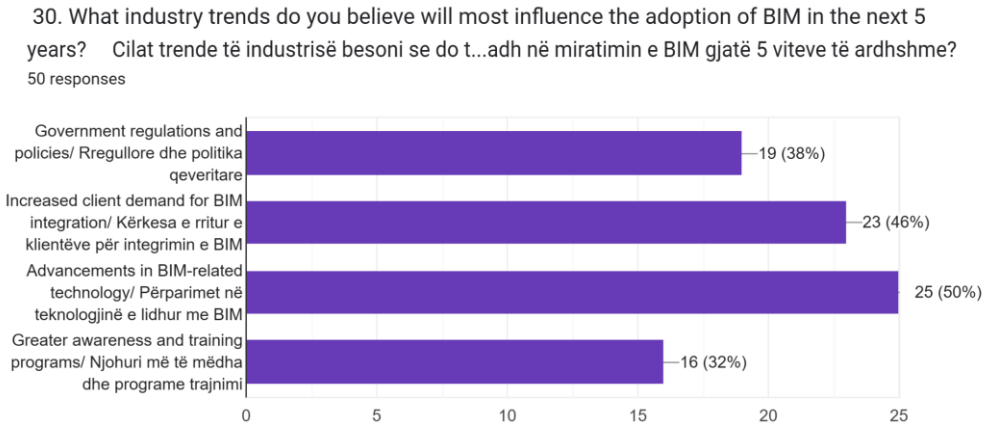


27. How do you see the demand for BIM skills evolving in the next 5 years in Kosovo? Si e shihni zhvillimin e kërkesës për aftësi në BIM gjatë 5 viteve të ardhshme në Kosovë?

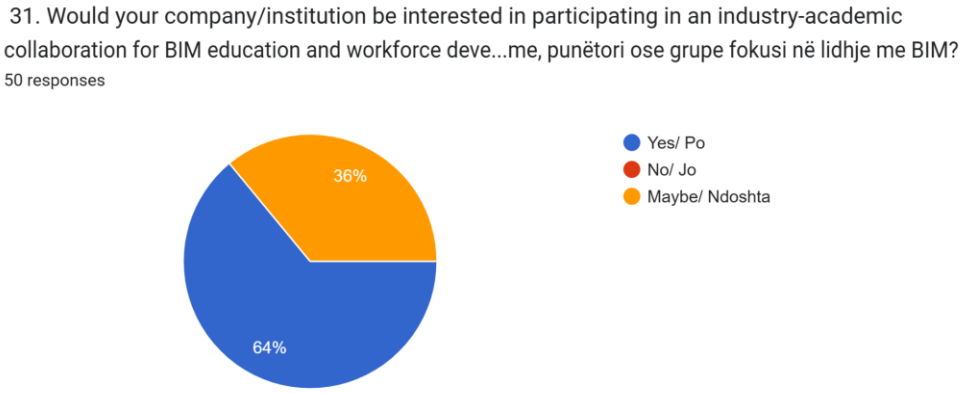
36 responses



The demand for BIM skills in Kosovo is expected to grow over the next five years, with most respondents indicating moderate growth (55.6%) and a significant number foreseeing significant increase (36.1%). While some believe the demand will remain the same, the overall trend suggests a rising need for BIM expertise in the country.



The adoption of BIM in the next five years will be driven by advancements in BIM-related technology (50%), increased client demand for integration (46%), government regulation (38%), and greater awareness through training programs (32%).



The majority of respondents expressed interest in participating in industry-academic collaborations for BIM education and workforce development, as well as discussions, workshops, or focus groups (64%). While most responded positively, a smaller portion indicated uncertainty about their participation (36%).

9. FINAL COMMENTS

Qualitative Data: For the last question, the survey included an open-ended question to which we received 18 responses. The responses rated mostly as no comments or with the comment that there is need for BIM advancing in Kosovo. One respondent highlighted the payment for BIM:

"Duhet te rritet edhe pagesa e projektit ne Bim, kompania qe punoj une punoj MEP ne bim dhe ka eshte e veshtir te realizohet punimet instalatore ne Bim, duhet qe kliemtrt ti vleresojme me shume si projekte…"

Translation: *The payment on BIM has to be increased, as the company that I work with, I work with MEP in BIM and it has difficulties in realizing installments in BIM, we need to value the clients as projects.."*

The other respondent highlighted more the integration of BIM:

"Ky formular ka qen mjaft specifik, por ajo qka mendoj se do ti ndihmonte shum integrimit te BIM esht lehtesia dhe efektiviteti gjat perdorimit te tyre"

Translation: *"This survey has been quite specific, but what I think would help to integrate BIM is how effective and easy their usage is"*

10. CONCLUSIONS

Construction has undergone tremendous innovation and change as a result of BIM, highlighting the fact that this model represents a major advancement in the transformation of construction procedures. This report highlights different areas of BIM: challenges, knowledge and adaptation, training needed for companies/institutions/organizations in Albania and Kosovo and the VET sector. The responses suggest that BIM adoption is growing, but many organizations still have not implemented it. The majority of institutions that are adopters have

less than 3 years of experience, and of those that do have experience and use BIM in their work, only some companies always use it. The argument is that adapting BIM is still in the process for some of the respondents from our survey and it can be fairly new or due to the challenges the companies might be affected from in a local or regional level. From the respondents of our survey, most respondents are either self-learning or relying on private/company-sponsored training, highlighting a need for more accessible and standardized BIM education programs. Nonetheless, the expertise is viewed as moderate, as capable of using BIM software but lacking advanced knowledge, which calls for improvements in the sector.

On the other side, most of the organizations/ companies in Kosovo and Albania do not offer training in the BIM sector, but there is a growing demand for it. Respondents seem quite willing to adapt BIM into their work and have mediate expertise and knowledge. It is evident that BIM-related skills are needed in Kosovo and Albania. There are a few challenges mentioned in the integration of BIM in these two countries where addressing these challenges through improved education, cost reduction, and supportive policies could accelerate BIM adoption in the country. Here the VET sector plays a crucial role in BIM education, attracting a diverse range of learners, from early professionals and recent graduates to experienced workers and career changers seeking new opportunities. To meet the growing demand, vocational institutions should expand BIM curricula, develop targeted training programs, and strengthen collaborations with industry to ensure that learners at all stages receive practical, career-oriented skills.

It seems apparent that the demand for BIM skills in Kosovo and Albania is expected to grow over the next five years. In this adaptation, a combination of regulatory mandates, technological improvements, and industry-driven demand will play a crucial role in shaping its implementation. The implementation and adaptation of BIM, according to our collected responses, is influenced by government policy and regulation as a very important factor. From this specific research it seems that there is a positive attitude towards changes with support and funding from regional or central governments.

"The right tool for the right job" is how BIM is marketed. It provides a comprehensive overview of how beneficial it is to work on rebuilding projects, utilizing phases, identifying conflicts, and constructing efficiently (Cane & Kodra., 2022). This is an indicator for the Kosovo and Albanian market to work for the future.

11. RECOMMANDATIONS

BIM usage is not yet universal, with some organizations actively using it while others are lagging in adoption. This points to a need for further implementation efforts, training, and policy support to encourage broader adoption. These findings highlight a mixed level of BIM maturity across organizations, with room for increased adoption and training.

12. LIMITATIONS

Due to one respondent partially completing the questionnaire without fully submitting it, the recorded response rate reflects 50 participants. However, the country-level response count includes 51 participants.

13. APPENDICES

Survey Questionnaire:
https://docs.google.com/forms/d/1MWGb0jBL22FXbn1Mo8FF5oJPpFrLt5LIN3tuwUlc2Pg/edit

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