



## Case studies

Consultants & Professional Services

### Client

ACDP

### Company Overview

ACDP is a leading building services engineering consultancy

### Target Sectors

Commercial, Further Education, Retail, Social Housing, Developers

### Targeting Approach

- End User Clients
- Construction Industry Supply Chain; Developers, Property & Facilities Management, Project Management

### Services Provided

- Opportunity Creation & Appointment Setting: Introductory/Project Specific/Strategic
- Project Identification & Tracking
- Business Intelligence & Customer Specific Qualification

### Links

To see the testimonial please click [here](#) or visit the [ACDP](#) website

### Key Engagements

Target Area	Client Engagements
Further Education	Oxford University Magdalen College, University of Coventry, University of London, St. Georges University of London, London Metropolitan University, University of Surrey, University of Westminster, University of Keele, London School of Oriental & African Studies, De Montfort University, The University of York, University of Hull, University of Worcester, University of Southampton, The College of Law, Canterbury Christ Church University, University of Brighton, University of Portsmouth, University of Hertfordshire
End User Clients	Marks & Spencer Plc, Sainsburys Supermarkets Ltd, The Co-Operative Group, WHSmith, Somerfield Stores Ltd, Dreams Plc, Liberty Plc, Waterstones, Beaverbrooks Jewelers, Norwich Union, Gala Coral Group, Aviva, Crowne Plaza Hotels, Sara Lee, Unipart Plc, Mamas & Papas, Lanesborough Hotel, Coca Cola Schweppes, Bournemouth Airport

Social Housing	Bethnal Green & Victoria Park Housing Trust, Gateway Housing Association, Newlon Housing Trust, Family Mosaic, Stonham Housing Association, Affinity Sutton
Developers	St. Martins Property Corporation, Land Securities Plc, Dandara, Canary Wharf Group, Urban i, Artesian Property Partnership, Urban Splash Ltd, Westfield Shoppingtowns, Royal London Asset Management, West Properties, Belway Homes, Rok Developments
Main Contractors	Bovis Lend Lease, Balfour Beatty Construction, Carillion Plc, Morgan Ashurst, Laing O'Rourke Group Plc, Kier Group Plc, Willmott Dixon Construction, Sir Robert McAlpine, RG Group, BAM Construction, Galliford Try Plc, Dean & Dyball, John Sisk & Son, Bouygues, Bowmer & Kirkland, Wates Group, Mansell Construction, Taylor Woodrow Construction, Rokbuild, Leadbitter Construction, Osborne Ltd, AllenBuild, Amec
Project Management	Tweedale, EC Harris, Gleeds, Faithful & Gould, Turner & Townsend, Mouchel Group, Arcadis AYH Plc, Rider Levett Bucknall, Goodrich Projects, Castons, Cochrane McGregor
Property & Facility Management	F&C Asset Management, CB Richard Ellis, Drivers Jonas, Savills, Colliers CRE, Mouchel Parkman, King Sturge & Co, DTZ, McBains Cooper Property, Robinson Low Francis, Phoenix Beard, Sandrove Brahams & Co, Cluttons, Mellersh & Harding, ISS Coflex, Covion, Cofley GDF Suez, Ecovert FM, Dalkia, Trillium Group, Norland Managed Services

**Client**

**Gerald Honey Partnership (GHP)**

**Company Overview**

GHP is a leading lift & escalator consultancy working with public and private sector clients throughout the UK

**Target Sectors**

Commercial, Developers, Local Authorities, Education, Healthcare, Social Housing, Police Authorities, Property & Facilities Management

**Targeting Approach**

- End User Clients & Developers
- Property & Facilities Management
- Main Contractors

**Services Provided**

- Opportunity Creation & Appointment Setting: Introductory/Project Specific/Strategic
- Project Identification & Tracking
- Business Intelligence & Customer Specific Qualification

**Links**

To see the testimonial please click [here](#) or visit the [Gerald Honey Partnership](#) website

**Key Engagements**

Target Area	Client Engagements
Clients	Birmingham International Airport, Manchester International Airport, Airbus Ltd, Nestle UK, Manchester United Plc, JD Weatherspoon, Scottish Power Plc, Meadowhall Shopping Centre, Cheshire Building Society, Co-Operative Bank Plc, BAE Systems Plc, Superdrug Stores, Radisson Edwardian Hotel Group, Scottish Water Head Office, Hilton International Hotel Group, Waterstones, UCB Celltech, Kraft Foods UK Ltd, Avecia UK Ltd
Developers	St Modwen Property Developments, Hammerson UK Plc, Countryside Properties, Hermes Property Asset Management, Downing Developments, Redrow Homes, Persimmon Homes Plc, Parian Developments, London & Cambridge Properties Ltd
Local Authorities	Solihull Metropolitan Borough Council, Warwickshire County Council, Sandwell Metropolitan Borough Council, Birmingham City Council, Dudley Metropolitan Borough Council, Leicestershire County Council, Stoke on Trent City Council, Hartlepool Borough Council, Durham County Council, Leicestershire County Council, Liverpool City Council
Housing Associations	Salvation Army Housing Association, Quest Housing Association, Arklet, Cube Housing Association, Nomad Housing Group, Walsall Housing Group, Yorkshire Housing, Liverpool Housing, Riverside Housing, Portsmouth Housing Association, Salvation Army Housing
Education	Birmingham University, Aston University, University of Warwick, University of Coventry, University of Wolverhampton, Kidderminster College, Halesowen College, Liverpool Community College, Chester College, Liverpool John Moores University, University of Newcastle, Manchester Metropolitan University, University of Bath, Leicester College

Healthcare	Sandwell & West Birmingham NHS Trust, Wolverhampton Hospitals NHS Trust, Cannock Chase Hospital, Carlisle Hospitals NHS Trust, Newcastle Upon Tyne NHS Trust, Barnsley Hospitals NHS Trust, North Cheshire NHS Trust, Royal Liverpool University Hospital
Police	Thames Valley Police, Metropolitan Police HQ, West Midlands Police Authority, Greater Manchester Police, Cleveland Police HQ, South Yorkshire Police, Merseyside Police HQ
Property & Facility Management	CB Richard Ellis, Colliers CRE, Norland Managed Services, DTZ, Mitie Engineering Services, King Sturge & Co, Hanover Property Management, GVA Grimley, Mouchel Parkman, Knight Frank, Dalkia, Atis Real, Kenningtons, Lambert Smith Hampton
Other	Balfour Beatty Construction, Vinci Construction, Laing O'Rourke Construction, BAM Construct Ltd, Sidell Gibson Partnership, Aedas, Edmund Shipway, Foreman Roberts, Foster Wheeler Energy, Rider Levett Bucknall, Hannan & Associates, NG Bailey & Co

**Client**

**Maslen Brennan Henshaw**

**Company Overview**

Maslen Brennan Henshaw is a multi disciplined practice of architects, engineers and chartered surveyors

**Target Sectors**

Retail, Leisure, Industrial, Commercial, Developers

**Targeting Approach**

- End User Clients & Developers
- Construction Industry Supply Chain: Main Contractors, Property Management, Project Management

**Services Provided**

- Opportunity Creation & Appointment Setting: Introductory/Project Specific/Strategic
- Project Identification & Tracking
- Business Intelligence & Customer Specific Qualification

**Links**

To see the testimonial please click [here](#) or visit the [Maslen Brennan Henshaw](#) website

**Key Engagements**

Target Area	Client Engagements
Clients	BP Plc, Proctor & Gamble, Marks & Spencer, Standard Life Investments, Morgan Stanley, Dixons Stores Group, AT&T Telecommunications, Clinton Cards Plc, Signet Group Plc, Harrods, MFI Furniture Centres, Signet Group, One Stop Stores, Age Concern, Netto Hampshire LTA, North Yorkshire County Council, Cambridgeshire LTA, Rexam Plc, Pillar Property Plc, The Salvation Army, Monmouthshire County Council, Kingspan Off-Site
Developers	British Land Plc, Heron Corporation, Adelphi Mill Properties, Legal & General, Bett Homes, St. George Developments Plc, Nicholson Estates, Quadrant Estates, Redrow Homes, St James Homes, Peel Investments Plc, Miller Group Holdings, AWG Developments Ltd
Main Contractors	Bovis Lend Lease, Laing O'Rourke Construction, Willmott Dixon Construction, Kier Group, Carillion Plc, Balfour Beatty Construction, Jarvis Construction, Wates Construction, Banner Holdings, Botes Building Ltd, Ballast Construction, Kingspan Off-site, Mowlem Building, Tolent Construction, Morgan Ashurst, Wildgoose Construction, ISG Occupancy
Property Management	Colliers CRE, DTZ Debenham Tie leung, CB Richard Ellis, Jones Lang Lasalle, Bidwells, Drivers Jonas, Kenningtons, Hammersmith Properties, Cushman & Wakefield, Blackstone, Prime Estates, NB Real Estate, Minerva Property Services, Cheval Property Management
Project Management & Consultants	Buro Happold, HOK Sport, Faithful & Gould, Gardner & Theobald, Monk Dunstone Associates, Turner & Townsend, Castons, Project Techniques Ltd, Chandlers KBS, Capital Project Consultancy, Caspian, Huntley Cartwright, Osprey Mott Macdonald, Hornagold & Hills, Trench Farrow, Parkman Ltd, Caspian, G.C.P.M, Arcadis AYH



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## Client

### Peter McAllen & Associates

#### Company Overview

Peter McAllen & Associates is a specialist vertical transportation consultancy providing professional advice to developers, building designers, engineers and managers

#### Target Sectors

Education, Healthcare, Social Housing, Local Authorities, Facilities & Property Management, Other

#### Targeting Approach

- End User Clients
- Property & Facilities Management
- Other

#### Services Provided

- Opportunity Creation & Appointment Setting: Introductory/Project Specific
- Project Identification & Tracking
- Business Intelligence & Customer Specific Qualification

#### Links

To see the testimonial please click [here](#) or visit the [Peter McAllen & Associates](#) website

#### Key Engagements

Target Area	Client Engagements
End Users	Debenhams Retail Plc, GlaxoSmithKline, The Natural History Museum, MCI Worldcom, Harrods, Marsh Ltd, Best Western Hotels, Habitat UK Ltd, Birmingham International Airport, Marks & Spencer Plc, Radisson Edwardian Hotel Group, Eli Lilly, Leicestershire County Council, Bournemouth Borough Council, Leicester City Council, Medway Council, Lancaster City Council, Crewe & Nantwich Borough Council, Bournemouth Council
Education	Cardiff University, University of Westminster, University of London, Middlesex University, University of Hertfordshire, University of Wales, London Business School, University of Durham, University of Sussex, University of Glamorgan, University of Nottingham
Healthcare	Bedford Hospital NHS Trust, Royal Berkshire Hospitals NHS Trust, Watford General Hospital, Queen Mary's NHS Trust, Maidstone & Tunbridge Wells NHS Trust, East & North Hertfordshire NHS Trust, Mid Essex Hospitals NHS Trust, Doncaster Royal Infirmary
Social Housing	Metropolitan Housing Trust, Manchester & District Housing Association, Servite Houses, Family Mosaic, Equity Housing Group, Arena Housing Association, Town & Country
Facilities & Property Management	Hanover Property Management, GVA Grimley, Integral, King Sturge & Co, Chestertons, Workman & Partners, Norfolk Property Services, Cascades Freehold Management, Castlefields, Davis Brown, Foreign & Colonial, London & Bath Estates Plc, Dron & Wright
Other	St Martin Property Corporation, St Modwen Properties, Prudential Portfolio, Lancaster Holdings Ltd, WSP Group, Operon, Arcadis AYH Plc, Nexus Frankham Ltd, FHP Consulting, NPS Group, Jacobs Engineering Group, Buro Happold

**Client**

**Fire Engineering Associates**

**Company Overview**

FEA is a specialist fire engineering consultancy specializing in smoke control solutions

**Target Sectors**

Residential, Student Accommodation, Commercial Office, Healthcare, Retail, Hotel, Mixed Use, Car Parks

**Targeting Approach**

- Consulting Engineers
- M&E Contractors
- Main Contractors
- Other

**Services Provided**

- Opportunity Creation & Appointment Setting: Introductory/Project Specific
- Project Identification & Tracking
- Business Intelligence & Customer Specific Qualification

**Links**

To see the testimonial please click [here](#) or visit the [FEA](#) website

**Key Engagements**

Target Area	Client Engagements
Consulting Engineers	Arup, Hilson Moran Partnership, Max Fordham LLP, Ryb Konsult, Buro Happold, WSP Group, Atelier Ten, Foreman Roberts, Cundall Johnson & Partners, DSSR, Couch Perry & Wilkes, Faber Maunsell, Blyth & Blyth Consulting, SiCO Consulting, DCL Consulting Engineers, Norman Disney Young, Miller Consulting
M&E Contractors	Skanska Rashleigh Wetherfoil, Briggs & Forrester, Haden Young Ltd, Operon, Balfour Kilpatrick, Crown House Technologies, Mitie Engineering Services, Interserve Project Services, NG Bailey, Robert Prettie, Hilton Building Services, Imtech Aqua Ltd, Barratt Building Services, MJN Colston, Longcross Group, MJM Coulston, Acumen Engineering Services, Balfour Beatty Engineering Services, LJ Monks, Airedale M&E, Lorne Stewart
Main Contractors	Shepherd Construction Ltd, Kier Group, Willmott Dixon Construction, Multiplex UK, Morgan Ashurst, Interserve, Ardmore Construction, John Sisk & Son, Bowmer & Kirkland, Norwest Holst Construction, Weaver PLC, Irwins Ltd, Taylor Woodrow, Brookfield
Other	Dandara, Capita Symonds, RHWL Architects, Aintree Hospital NHS Trust, Arconia, Mitie Engineering Services, Interserve Engineering Services, Emcor,



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**Client**

**Specific Environments Ltd**

**Company Overview**

Specific Environments is a specialist provider of HVAC solutions to the process & high tech sectors

**Target Sectors**

Further Education, Pharmaceuticals, Manufacturing, Food & Beverage

**Targeting Approach**

- End User Clients

**Services Provided**

- Opportunity Creation & Appointment Setting: Introductory/Project Specific
- Project Identification & Tracking
- Business Intelligence & Customer Specific Qualification

**Links**

To see the testimonial please click [here](#) or visit the [Specific Environments](#) website

**Key Engagements**

Target Area	Client Engagements
Universities	University of Plymouth, Thames Valley University, University of Huddersfield, University of Bristol, University of Nottingham, St Georges University of London, University of Oxford, University of Hertfordshire, University of Sussex, The Robert Gordon University
Pharmaceuticals	Pfizer Ltd, Novartis Vaccines Ltd, Avecia Ltd, Sauflon Pharmaceuticals Ltd, Biomet Merck Ltd, Eli Lilly Co Ltd, Shield Medicare, Gyrus Medicals Ltd, Biochrom Ltd, British Biocell International Ltd, Biocompatibles Plc, D.H.P Ltd, Gem Scientific, Malvern Instruments Ltd, Euro DPC Ltd, Biotech Solutions Ltd, NPIL Pharma Ltd, DPD Ltd, Malvern Instruments Ltd National Institute of Biological Standards Control, EC Dewitt & Co Ltd, Pirimal Healthcare
Food & Beverage	Unilever UK Plc, Premier Foods, Pedigree Masterfoods, Princes Soft Drinks, Baxter Foods The Silver Spoon Company, St Ivel, Givaudan, Mars Petcare Ltd, Dalehead Foods Ltd, Chaucer Foods Ltd, Kerry Foods Ltd, Richmond Frozen Confections Ltd,
Manufacturing	BAE Systems, BAE Systems Avionics Ltd, G.K.N Westland Aerospace, Biofocus Plc, MBDA, Deltron Emcon Ltd, Selex Galileo, Microcomponents Ltd, La Riche Ltd



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## Client

### Lawrence Webster Forrest

## Company Overview

Lawrence Webster Forrest is a specialist fire engineering and risk management consultancy

## Target Sectors

Commercial

## Targeting Approach

- Consulting Engineers & Supply Chain

## Services Provided

- Opportunity Creation & Appointment Setting: Introductory/Project Specific
- Project Identification & Tracking
- Business Intelligence & Customer Specific Qualification

## Links

To see the testimonial please click [here](#) or visit the [Lawrence Webster Forrest](#) website

## Key Engagements

Target Area	Client Engagements
Consulting Engineers	Parsons Brinkerhoff, Scott Wilson Group, Chapman Bathurst Partnership, Haden Young, Hulley & Kirkwood, Battle & McCarthy, John Melville Partnership, Silcock Dawson & Partners, Terence Lee Partnership, NRM Partnership, Engineering Company Partnership, Peter Brett Associates, Charles Andrews Ltd, Curona Design, Mott Green & Wall, Bianco Sale Ltd, ACDP Integrated Building Services, Kehr & Tucker, DGP International Ltd, Monk Dunstone Associates, Nifes Consulting Group, RPS Gregory, The Halcrow Group
Other	RPS Design, Building Design Partnership Taylor Woodrow Construction, Davis Langdon LLP, Currie & Brown, Damond Lock Grabowski, Sidell Gibson Partnership, Northcroft