



Client

Eaton Williams Group

Company Overview

Eaton Williams Group is a leading manufacturer of air conditioning and climate control solutions for multiple market sectors. Eaton Williams Group brands include Colman Moducel, Vapac, Qualitair, Edenaire, EWPC and Cubit.

Target Sectors

Commercial, Industrial, Technology, Manufacturing, Healthcare, Banking & Finance, Education, Other

Targeting Approach

- End User Clients
- Key Specification Influencers: Architects, Consulting Engineers, Main Contractors, M&E Contractors

Services Provided

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

Links

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

Key Engagements

| Target Area | Client Engagements |
|----------------------|--|
| End User Clients | Bank of England, Morgan Stanley, IPSL Unisys, HBOS, Whitbread PLC, Airbus Ltd, Unilever UK, Somerfield Stores Ltd, Sainsburys Supermarkets, KeySource Ltd, IBM UK, Novartis Pharmaceuticals, GE Healthcare, Lonza Biologics, UCB Celltech, Pfizer UK Ltd, GE Infrastructure Sensing, Xerox UK Ltd, SEC Datacomm, Westfield Shoppingtowns Ltd, Canary Wharf Group Plc, Kerry Ingredients Ltd, Sara Lee, Sheffield Hallam University |
| Consulting Engineers | Max Fordham LLP, WSP Group, Hilson Moran Partnership, Ramboll Whitbybird, Arup, Ove Arup & Partners, Cundall Johnson & Partners, Sir Frederick Snow & Partner, Aecom, Parsons Brinkerhoff, Atelier Ten, Foreman Roberts, Fulcrum Consulting, RPS Gregory, Hoare Lea & Partners, Troup Bywaters & Anders, Elementa Consulting, Waterman Group, FHP Consulting Engineers, Hulley & Kirkwood, Jacobs Babtie, Gifford & Partners, PBA |
| Architects | Building Design Partnership, Capita Percy Thomas, Arup Associates, Foster & Partners, Foggo Associates, Woods Bagot, Pick Everard, 20/20 Liverpool, TP Bennett, Takenaka, ESA Architects, Beaumont & Cowling Architects, RMJM Scotland, Archer Architects |



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| M&E Contractors | NG Bailey, Crown House Technologies, Balfour Kilpatrick, Mitie Engineering Services, Spie Matthew Hall, Haden Young, Skanska Rashleigh Weatherfoil, Operon, Airedale M&E, Inviron, ABS London Ltd, EIC Ltd, Carter Synergy, Mala Engineering Ltd, Intoheat Ltd, Aqua Mechanical Services, SIAS Building Services, Norstead Ltd, Rotary Southern Ltd |
| Main Contractors | Bouygues UK, Laing O'Rourke, BAM Construction, Skanska, Willmott Dixon Group, Carillion Plc, Kier Group, Amec Capital Projects, Miller Construction, Mansell Construction Ltd, John Sisk & Son Ltd, Morgan Ashurst, Morgan Sindall Group, Interserve Project Services, Mace Ltd, Ardmore Construction Ltd, Osborne Ltd, Nuttall Hynes, RG Group |

Client

Aggreko UK

Company Overview

Aggreko is a market leading manufacturer and supplier of power, temperature control and air related products and solutions to multiple market sectors around the world

Target Sectors

Pharmaceuticals, Data Centres, Refineries, Banking & Finance, Other, Facilities Management

Targeting Approach

- End User Clients
- Appointed 3rd Parties; Facilities Management and Managed Services

Services Provided

- Opportunity Creation & Appointment Setting: Introductory/Project Specific/Strategic
- Project Identification & Tracking
- Key Account Development
- Sector Profiling – Rail and Oil Refineries
- Territory Development - Ireland
- Business Intelligence & Customer Specific Qualification

Links

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

Key Engagements

| Target Area | Client Engagements |
|-------------------------|--|
| Pharmaceuticals | GlaxoSmithKline, Pfizer Ltd, United Drug, Forest Tosara Products Ltd, Eli Lilly & Company, Roche Ireland Ltd, Clonmel Healthcare Ltd, Baxter Healthcare Ltd, Cahill May Roberts Group Ltd, Recordati Ireland Ltd, Forest Laboratories Ltd, Gerard Laboratories Ltd, Allergen Pharmaceuticals Ltd, Boston Scientific Ireland Ltd, Clonmel Healthcare Ltd |
| Data Centres | Citigroup Centre, Barclays Group, Sun Life Financial of Canada, Credit Suisse First Boston, Telehouse, Future-Tech SCI Ltd, Keysource Ltd, Telecity, Pfizer Ltd, BAA Ltd, Debenhams Retail Plc, Clyde & Co, Commerzbank, BT Group Plc, BlueSquare Data Services, CPP, Axiom Managed Services Ltd, B&Q, Equinix, Royal Bank of Scotland, Lloyds of London, Senokian, Data Centre Services Ltd |
| Refineries | Exxon Mobil Chemical Ltd, Shell Stanlow Manufacturing Complex, Total UK Ltd, ConnocoPhillips Whitegate Refinery, PetroPlus, Ineos Manufacturing Scotland Ltd |
| Key Account Development | Carillion Plc, Kier Group, Mitie Managed Services, Norland Managed Services, Interserve Plc, Integral UK |
| Clients | Morgan Stanley, Goldman Sachs, BNP Paribas UK, British Airways Plc, Zurich Financial Services, Black Rock Investment Management, Merrill Lynch, KPMG, Invesco Perpetual European, Nationwide Building Society, AXA PPP, RBS Group, The Wellcome Trust, Tishman Speyers & Marsh, Unliever Plc, Coca Cola, Fujitsu, WHSmith, DVLA, BSKYB |

Client

Eaton Williams Service (EWS)

Company Overview

Part of the Eaton Williams Group, EWS is a leading provider of HVAC maintenance services across the UK

Target Sectors

Retail, Banking & Finance, Public Sector, Other

Targeting Approach

- End User Clients
- Property & Facility Management Companies

Services Provided

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

Links

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

Key Engagements

| Target Area | Client Engagements |
|-------------------|--|
| Manufacturing | Coca Cola Schweppes, GE Infrastructure Sensing, Honda Motor Europe, Airbus UK, GKN Driveshafts, Budweiser Stag Brewery, , Sharp Electronics UK, Buckingham Foods Toyota Motor Manufacturing, AAH Pharmaceuticals, British American Tobacco, ICI Paints, Carlsberg UK, GE Healthcare, Lonza Biologics Plc, Linpac Material Handling, UCB Celltech, Unipart Eberspacher Exhaust Systems, Kerry Ingredients, Marley Floors Ltd |
| Commercial Office | Bank of England, HBOS, Morgan Stanley, First Commercial Bank, Yorkshire Building Society, British Arab Commercial Bank, Bayerische Landesbank Associated British Ports, Unisys, Arriva London, Unipart Group, Atos Origin, IMG World, Fladgate Fielder, Dashwood Brewer & Phipps, Southern Electricity Ltd, Paxar UK Ltd, Office of the High Commissioner of India, Medical Research Council, FedEx, Walker Morris, Hays Plc |
| Retail & Leisure | Harrods, Sainsburys Supermarkets Ltd, Somerfield Stores Ltd, BP Retail, Boots UK, Lidl Group UK Properties, Blockbuster Entertainment, Blacks Leisure Group, Decathlon, Fenwick Ltd, Mercedes Benz, Cross Keys Shopping Centre, Elmsleigh Shopping Centre, Gala Coral Group, Whitbread Plc, The Chimes Shopping Centre, Asprey London Ltd |
| Public Sector | Ministry of Defence Estates, Southampton University Hospitals NHS Trust, Sarum Road Hospital, Queen Mary & Westfield College, Brunel University, North Worcestershire College, London Borough of Wandsworth Council, West Midlands Fire Service, Islington & Family Mosaic, Metropolitan Housing Trust, Salvation Army Housing Association |
| M&E Consultants | Frazer Nash, Operon, Watkins Payne Group, Clean Air Technologies, Services Management, Reading Environmental Partnership, Cleanroom Design & Construction, Hamton Environmental Services, Mervyn Hayes Associates, Monk Dunstone Associates |

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| Facilities Management | Vita Lend Lease, Mitie Engineering, Norland Managed Services, ISS Coflex, GSH Group, Modus Group Facilities Management, HS Facilities Management, Mitie Engineering Services, Operon, Brindley Place Management, Burgess Integrated Systems |
| Property Management | EC Harris, Broadgate Estates, Alder King, Aptaker & Partners, Sandrove Brahams & Co, Portman Property Management, Allsop & Co, Rendall & Rittner, F&C Asset Management, Arab Investment Company, Cheval Property Management, Kenningtons, Drivers Jonas, Drakesfield Property Management, Ashtenne Holdings, SGP Property, George Trollope |

Client

Daikin Airconditioning UK

Company Overview

Daikin is one of the worlds leading manufacturers and suppliers of air conditioning equipment to all market sectors

Target Sectors

Healthcare, Further Education, Local Government, Emergency Services, Retail

Targeting Approach

- End User Clients

Services Provided

- Opportunity Creation & Appointment Setting: Introductory/Project Specific/Strategic
- Project Identification & Tracking
- National Account Development: *Retail*
- Business Intelligence & Customer Specific Qualification

Links

To see the testimonial please click [here](#) or visit the [Daikin Airconditioning UK](#) website

Key Engagements

| Target Area | Client Engagements |
|-------------------|---|
| Retail | Harvey Nicholls, Arcadia Group, BP Retail Plc, Regis International, Blacks Leisure Group, Cineworld, Bodyshop International Plc, Laura Ashley Ltd, Holland & Barrett Retail Ltd, B&Q Plc, Lidl Group UK Properties, Farmfoods Ltd, Cast Retail, Floors 2 Go Plc, Genting Casinos, Hawes & Curtis, All Saints Retail, Booker Cash & Carry, Fenwick Ltd |
| Healthcare | Bupa Group Property, Addenbrookes NHS Trust, West Suffolk Hospitals NHS Trust, Bedford Hospital NHS Trust, Luton & Dunstable Hospitals NHS Trust, St Mary's Hospital, Peterborough & Stamford Hospitals NHS Trust, West London Mental NHS Trust, North Bristol NHS Trust, Royal Cornwall Hospital Trust, University Hospital Bristol, Herefordshire PCT, BMI Mount Alvernia, Medway PCT, Royal Surrey County Hospital NHS Trust |
| Further Education | Cambridge University, University of Hertfordshire, University of Westminster, University of Nottingham, Brunel University, University of East Anglia, University of Leicester, Queens College Cambridge, Great Yarmouth College, Exeter University, University of Wales, University of Southampton, Cardiff University, Canterbury Christchurch University College |



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Client

Ambirad Group

Company Overview

Ambirad is Europe's leading manufacturer of gas fired radiant heaters and warm air heating systems

Target Sectors

Retail, Other

Targeting Approach

- End User Clients
- Facilities & Property Management Companies

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 [Ambirad Group](#) website

Key Engagements

| Target Area | Client Engagements |
|-------------|---|
| Retail | John Lewis Plc, Marks & Spencer Plc, Tesco Stores Ltd, Maplin Electronics Ltd, TK Maxx Sainsbury's Supermarkets Ltd, Lidl Group UK Properties, Wyvale Garden Centres, IKEA, Next Plc, River Island Clothing Company, Arcadia Group, Dobbies Garden Centres Plc, Vodafone Ltd, Matalan, Harrods, Home Delivery Network, Clarks Shoes, HMV UK Ltd, Card Factory, Hallmark Cards, Laura Ashley, Poundland Ltd, Leeds Building Society, Lloyds Banking Group Plc, F Hinds Ltd, Dreams Plc, TJ Hughes, Decathlon, Floors-2-go Plc, Steinhoff UK Retail, Bentalls Plc, Screwfix Direct, Wimpey Restaurants Ltd, Amethyst Group, Blacks Leisure Group, Carpetright Plc, Select Retail Plc, Kwik Fit, Clinton Cards |
| Other | CentreParcs Ltd, Cert Octavian Plc, Caterpillar Logistics, Servio, SGP Property & Facilities Management, Total Store Maintenance, Engineering Services Partnership, Elite Electrical, Tate Consulting Engineers, Electrum Services, Wallace Whittle, Harris Construction Mgmt |

Client

Efficient Air Ltd

Company Overview

Efficient Air specialise in energy saving solutions driven by the modification and replacement of fan technology within large air handling units

Target Sectors

Banking & Finance, Commercial Office, Hotels, Pharmaceuticals, Education, Data Centres, Other, Property & Facility Management Companies

Targeting Approach

- End User Clients
- Property & Facilities Management

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 [Efficient Air](#) website

Key Engagements

| Target Area | Client Engagements |
|----------------------|--|
| Banking & Finance | ABN Amro, CitiGroup, Credit Suisse First Boston, KPMG, UBS Warburg, Deutsche Bank AG, HSBC Group Property, Nationwide Buildings Society, First Commercial Bank, Commerzbank, Bayerische Landesbank, IPSL Unisys, BNP Paribas, British Arab Commercial Bank, NM Rothschild & Son, Society Generale, United National |
| Commercial Office | 02, KPMG, Eversheds, ITV Yorkshire Television, Building Design Partnership, CMS Cameron McKenna, Inmarsat, Canary Wharf Group, ITV Network, Atos Origin, Axa Sun Life, DEFRA, AIG Europe, EDF Energy, Clyde & Co, Ofcom, Eversheds, Aedas, Dewe Rogerson Group, Mishcon de Reya, SJ Brewin, United Business Media, IBM |
| Data Centre Specific | Bank of England, Bank of America, Commerzbank AG, Alliance & Leicester PLC, UBS Warburg, BNP Paribas UK Ltd, Cable & Wireless PLC, Morgan Stanley, Calyon, Computacentre, InTechnology PLC, Allianz Cornhill Insurance, Bache Financial, Virgin Mobile, AXA UK, Sainsburys Supermarkets Ltd, Xerox UK, HSBC Group Property, Yell Group, GE Capital Ltd, Ernst & Young, Nokia, QVC, Boots Plc, University of Wales, The Robert Gordon University, University of Derby |
| Pharmaceuticals | Astra Zeneca, GlaxoSmithKline, Clariant UK, GE Healthcare, 3M UK Plc, Pfizer Plc, Adams Healthcare, Bibby Sterilin Ltd, Ecolab Ltd, Bio Products Laboratories, Lonza Biologics, Coopervision, Bayer Plc, Barloworld Scientific, Q-Park Medical, Smith Medical |

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| Education | Queen Mary & Westfield College, University of Brighton, Leeds Metropolitan University, The Open University, Bradford University, Leeds College of Music, Leeds College of Building, Park Lane College, Greenwich Community College |
| Hotels | Claridges, Hyatt Hotels, Crowne Plaza Hotels, Great Eastern Hotels, Four Seasons Hotels, Millenium & Cophorne Hotels, The Grosvenor Hotel, The Lanesborough Hotel, Hilton London Metropole, Splendid Hotels Group, Paramount Hotels |
| Other Clients | Harrods, Buckingham Palace, HM Prison Service, Leeds United FC, BUPA Group, Brent Cross Shopping Centre, BHS PLC, Sheffield City Council, Leeds City Council, British American Tobacco, London City Airport, Imperial War Museum, National Maritime Museum, HM Treasury, Home Office, Carlsberg UK, Greencore Prepared Foods, Harlequin Centre, Coca-Cola Enterprises, Associated British Ports, Croda Chemicals |
| Property/Facilities Management | Land Securities PLC, Atis Real, DTZ, Carillion PME, Broadgate Estates, EC Harris, Norland Managed Services, Elyo Services Ltd, CBRE, Modus Group, Nomura Properties, GVA Grimley, HS Facilities Management, Canary Wharf Contractors, Emcor Facilities Services, Mitie Maintenance, Dalkia, Johnson Controls, Knight Frank, FDP Savills |

Client

Airius Europe

Company Overview

Airius Europe is a manufacturer and supplier of thermal destratification solutions to multiple market sectors

Target Sectors

Food & Beverage, Manufacturing, Pharmaceuticals, Retail, Banking & Finance, Leisure

Targeting Approach

- End User Clients

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 [Airius Europe](#) website

Key Engagements

| Target Area | Client Engagements |
|-----------------|---|
| Food & Beverage | PepsiCo, Walkers Snack Foods Ltd, Cadburys Schweppes PLC, McCain Foods GB Ltd, Iceland Foods PLC, Sara Lee, United Biscuits, Greencore Frozen Foods, Premier Foods, Scottish & Newcastle Breweries, Carlsberg UK, William Grant & Sons, Pork Farms, Shepherd Neame Ltd, Britvic Soft Drinks Ltd, Ringwood Brewery, British Bakeries |
| Manufacturing | H+H Celcon, GKN Aerospace, IBM UK, BAE Land Systems, ICI Paints, GE Aerospace, Magellan Aerospace Ltd, Dunlop Breaking Systems, GE Aviation, BK Bluebird Ltd, Microturbo Ltd, Meggitt Defence Systems, Pitney Bowes, Marley Eternit, Kingspan Insulation, Caterpillar Power UK, Eaton Aerospace Ltd, Cummins Turbo Technologies |
| Pharmaceutical | GlaxoSmithKline, AstraZeneca, GE Healthcare, Pfizer Ltd, Novartis UK, UCB Celltech, Napp Pharmaceutical, Covidien Tyco Healthcare, GE Healthcare, Depuy International, Radcom Technologies, AAH Pharmaceuticals Ltd, BarlowWorld Scientific, Coopervision, Wyeth Laboratories UK Ltd, Typharm Ltd, Systagenix Wound Management, BPL Ltd |
| Retail | John Lewis Plc, TK Maxx, Next Plc, Somerfield Stores Ltd, DSGI, Arcadia Group Plc, BP Retail, Superdrug, Woolworths Group Plc, WHSmith, Pizza Hut, Lidl Group UK Properties, Mothercare Plc, HMV, Carpetright Plc, Clarks Shoes, Wyevale Garden Centres, Harrods, Harvey Nicholls, McDonalds, Dreams Plc, Musgrave Group, Blockbuster Entertainment |
| Leisure | Butlins Ltd, CentreParcs, Whitbread Plc, X-Leisure, Sports & Leisure Management Ltd, Genting Stanley Plc, Luminar Leisure Group, Gala Coral Group, Synergy Health Clubs, David Lloyd Leisure, Cineworld, Greenwich Leisure Ltd, Bowlplex Plc |
| Other | Bank of England, Royal Bank of Scotland Group, BNP Paribas, Allied Irish Bank, Aecom, Mitie Group, Troup Bywaters & Anders, Vinci Construction, Chapman Bathurst Partnership |



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Client

JS Humidifiers

Company Overview

JS Humidifiers is the leading humidification specialist with expertise in every industry requiring humidity control

Target Sectors

Commercial Office, Banking & Finance, Data Centres, Other Specialist Requirements

Targeting Approach

- End User Clients
- Facilities & Property Management Companies

Services Provided

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

Links

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

Key Engagements

| Target Area | Client Engagements |
|--|---|
| Banking & Finance | CitiGroup Centre, Invesco Perpetual, Commerzbank A.G, BNP Paribas UK, RBS Group, Investec Bank, Santander, Nomura Bank, Lloyds TSB Group, Canada Life, AXA Sun Life |
| Commercial Office | Sainsburys Supermarkets, Inmarsat, Marks & Spencer Plc, Yell Group, Unilever UK, ITV |
| Data Centres & Specialist Applications | British Airways, 3M Healthcare, AT&T Telecommunications, Fujitsu, University of Sussex, BT Group, IBM, Sage Group Plc, Sentrum, Digital Realty Trust, Associated Newspapers, BSKYB, Napp Pharmaceuticals, The British Museum, Victoria & Albert Museum, Defra, Morgan Stanley, London City Airport, BAE Systems Advanced Technology Centre, Telecity Bradford University, BMI Mount Avernia Hospitals, The Foundling Museum |
| Facilities & Property Management | CB Richard Ellis, EC Harris, Interserve, Norland Managed Services, Integral UK, Tower 42 |
| Other | Land Securities Plc, Sir Robert McAlpine, ZBP Zisman Bowyer & Partners, British Library, BAE Systems, Arcadia Group, Imperial War Museum, National Waterfront Museum, HM Court Services, National Grid, Manchester Metropolitan University, Fitzroy House, Brunel University, University of Nottingham, Velindre NHS Trust, University of Bristol West Sussex Hospital NHS Trust, Nuffield Cheltenham Hospital, University of East Anglia |

Client

Trend Control Systems

Company Overview

Trend is one of Europe’s leading manufacturers of building management systems

Target Sectors

Commercial Office, Shopping Centres, Further Education, Government, Other

Targeting Approach

- End User Clients
- Property & Facility Management Companies

Services Provided

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

Links

To see the testimonial please click [here](#) or visit the [Trend Control Systems](#) website

Key Engagements

| Target Area | Client Engagements |
|----------------------------------|--|
| Commercial Office | AXA Equity & Law, Canada Life Assurance, Abn Amro Bank NV, RBS Group, Clyde & Co, Goldman Sachs, Dresdner Kleinwort Benson, Freshfields Bruckhaus Deringer, Credit Agricole Indosuez, EDF Energy, Barlow Lyde & Gilbert, EMI Group PLC, Gissings Ltd, Bloomsbury Publishing PLC, Association of British Insurers, Global Asset Management, Estee Lauder, Cancer Research UK, Gerling UK, Associated Newspapers, Clarins, Calyon Corporation Investment Banking, Department for Education & Skills, Department for Culture Media & Sport, Australian High Commission, Confederation of British Industry, Fletcher Priest, English Tourism Council, London Fire & Emergency Planning Authority |
| Other Clients | British Land Plc, St Martin Property Corporation, Bupa Group Property Ltd, Carlton Tower, Buckingham Palace, Brent Cross Shopping Centre, Dullwich College, City University London, Birbeck College, Courtauld Institute of Art Gallery, Commonwealth Club |
| Property & Facilities Management | CB Richard Ellis, FDP Savills, Planned Maintenance Engineering PME, Mitie Maintenance Emcor, Norland Managed Services, Balfour Beatty Engineering Services, Drivers Jonas, Covian Limited, The Mall Corporation, EFM, Ashcroft Estates Management, Hockley Building Services, Gratte Brothers, Arab Investment Company, TargetFollow Group |

Client

TTF Air Conditioning

Company Overview

TTF Air Conditioning is an independent provider of air conditioning & refrigeration solutions

Target Sectors

Food & Beverage, Manufacturing, Pharmaceuticals, Leisure, Healthcare, Local Government, Other

Targeting Approach

- End User Clients

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 [TTF Air Conditioning](#) website

Key Engagements

| Target Area | Client Engagements |
|-----------------|---|
| Food & Beverage | Carlsberg Tetley Brewing Ltd, AG Barr PLC, Arla Foods Ltd UK Plc, SK Chilled Foods Ltd, McVities Cake Ltd, Dalepak Foods Plc, Princes Soft Drinks Ltd, Premier Foods, Youngs Bluecrest, Highland Spring, Daleside Brewery Ltd, Paramount Foods Ltd, Facers Brewery Histogram, Loxton Foods Ltd, Gilberts Food, Classic Deserts Ltd, English Provender Ltd, Youngs Seafood, Speedibake, Cott Beverages, Vion Pizza, Dawn Carnaby, Smales Ltd, Richmond Frozen Confections, Gordon Jopling Ingredients, Grampian Country Food |
| Pharmaceuticals | GlaxoSmithKline, UCB Celltech, Sanofi Aventis, AstraZeneca, Covidien Tyco Healthcare, Dales Pharmaceuticals, BPL, Reckitt & Benckiser, Scottish National Blood Transfusion Service, Harvey Scrutton, Virgen Scotlandservier, DSM Nutritional Products Ltd |
| Manufacturing | Magna Kansei Ltd, Copley Mouldings, Jaycare Ltd, LMC Technik Ltd, Palram DPL Ltd, Pactiv UK Ltd, Neyr UK Ltd, Raytheon Systems, William Blythe Ltd, Hi-Tech Moulding Ltd, Rose Products Ltd, Sotrlentz UK Ltd, McKechnie Plastic Components Ltd, Bay Plastics Ltd |
| Public Sector | Bradford Teaching Hospitals NHS Trust, South Tees NHS Trust, Royal Liverpool & Broadgreen Hospital NHS Trust, Alder Hey Childrens Hospital, East Lancashire Hospital, Doncaster & South Humber NHS Trust, County Durham & Darlington NHS Trust, Royal Bolton Hospitals NHS Trust, York City Council, Sunderland City Council, Hambleton District Council, Selby District Council, University of Edinburgh, University of York |
| Leisure | Skanska Rashleigh Weatherfoil, Emtor Facilities Management, Fenwick Ltd, Rye Sport, Wellow Burn Sports & Leisure Centre, The Edge Health & Fitness Clubs, Carlisle Leisure Keswick Leisure Pool, Old Course Hotel St Andrews, Hibernian FC, The Balmoral Hotel |



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Client

BMSi

Company Overview

BMSi is a leading UK systems integrator of building management systems

Target Sectors

Commercial, Healthcare, Education, Emergency Services, Shopping Centres, Other

Targeting Approach

- End User Clients
- Supply Chain: Architects, Main Contractors, Property & Facility Management, Interior Fit Out

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 [BMSi](#) website

Key Engagements

| Target Area | Client Engagements |
|-----------------|---|
| Public Sector | University of Leeds, University of Manchester, Leeds Metropolitan University, Liverpool Community College, Southport College, University College Chester, Doncaster College, Manchester College of Art & Technology, Royal Northern College of Music, School of East Asian Studies, Bradford District Care NHS Trust, East Cheshire NHS Trust, Pennine Trust Group, Wrightington Wigan & Leigh NHS Trust, South Yorkshire Fire & Rescue, West Yorkshire Police, Lancashire Fire & Rescue, Lancashire Police, South Yorkshire Police |
| Shopping Centre | Lowry Designer Centre, Blackburn Shopping Centre, Concourse Shopping Centre, Golden Square Shopping Centre, St Georges Shopping Centre, The Galleries Shopping Centre |
| Other Clients | HBOS, Shell Petroleum, BBC, UK Coal Plc, Scottish & Southern Energy, Unilever UK, Blackpool International Airport, Depuy International Ltd, Royal Liver Assurance Ltd, Newsquest, Royal Exchange Theatre, Sheffield International Venues, Typhoo Tea Ltd, Syngenta, Greencore Prepared Foods, Speedibake, Powder Systems UK, Premier Brands |
| Other | Turner & Townsend, DSSR, GVA Grimley, Balfour Beatty Engineering Services, |



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Client

Munters UK (Dehumidification)

Company Overview

Munters is a provider of products and services for humidity control in industrial, commercial, residential and agricultural applications

Target Sectors

Food & Beverage

Targeting Approach

- End User Clients

Services Provided

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

Links

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

Key Engagements

| Target Area | Client Engagements |
|-----------------|---|
| Food & Beverage | British Sugar Plc, Fox's Biscuits, Nestle UK Ltd, Storck UK Ltd, Nestle Confectionary, Butlers Farmhouse Cheeses, ADM, Cereal Partners UK, Greencore Frozen Foods, Premier Foods, Bakkovar Group, Daily Bread Ltd, Tulip Fresh Meats, Greencore Prepared Meals, East Balt Guenther Bakeries, New Primebake Ltd, Food Maker Ltd, Kettleby Foods, Continental Ice Cream Food, Caledonian Produce, Loseley Dairy Ice Cream Ltd, Light Body Celebration Cakes, Tamar Foods, Kara Foodservice Ltd, Yorkshire Cottage City Bakery, Cargill Meats Europe, Farmhouse Potato Bakers, Kensey Foods, Glendale Frozen Foods Ltd, Tulip Foods, Border Biscuits Ltd, Bradgate Bakery, Tulip International |

Client

WindowMaster

Company Overview

WindowMaster is a leading developer and provider of automated natural ventilation solutions to multiple market sectors.

Target Sectors

Education & Associated Frameworks

Targeting Approach

- End User Clients
- Key Specification Influencers: Architects, Main Contractors, Consulting Engineers

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 [WindowMaster](#) website

Key Engagements

| Target Area | Client Engagements |
|--------------------------------------|--|
| Universities | Manchester Metropolitan University, Brunel University, The Open University, De Montfort University, Nottingham Trent University, University of Edinburgh, University of Reading, Westminster College, Exeter University, University of Bradford, Thames Valley University |
| BSF | Durham, Leeds, Liverpool, Cambridge, Derbyshire, Newcastle upon Tyne Bradford, Islington, Southwark, Kent, Westminster, Tower Hamlets, Salford & Wigan, Greenwich, Bristol, Tyneside & Gateshead, Sandwell, Kent, Blackburn & Darwen, Essex |
| Schools & Local Authority Frameworks | Leeds City Council, Tyneside Council, Stoke on Trent Council, Durham County Council, Leicester City Council, Salford City Council, Kent County Council, Cheshire County Council, Newport County Council, Burnley County Council, Berkshire County Council, |
| Architects | Bouygues UK, Building Design Partnership, Cube Design Ltd, Capita Percy Thomas, Scott Brownrigg Turner, EK Architects, Aedas, 20/20 Liverpool, Maber Associates, Atkins, Stride Treglown Ltd, Race Cottam Associates, Ryder HKS, Sheppard Robson, PRP Architects |
| Consulting Engineers | Ramboll Whitbybird, NG Bailey & Co, Parsons Brinkerhoff, Faarup Associates, WS Atkins, Hoare Lea & Partners, WSP Group, Fulcrum Consulting, GDM Partnership, Max Fordham LLP, Cundall Johnston & Partners, Mouchel, Arup, Couch Perry Wilkes, Faber Maunsell, Mott MacDonald, White Young Green, Gifford LLP, Capita Symonds, Mouchel |
| Main Contractors | Skanska Bristol Schools JV, Atkins, Galliford Try, Balfour Beatty Construction, Mace Ltd, Leadbitter Construction, Carillion Plc, Willmott Dixon Construction, Interserve, Morgan Ashurst, Bouygues UK, HBG Construction, William Verry, Shepherd Construction, Bowmer & Kirkland, Kier Group, Provian, Thomas Vale Construction, Marriot Construction |



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Client

Filtration Engineering Ltd (FEL)

Company Overview

FEL is a specialist provider of air quality control solutions to the food & beverage sector

Target Sectors

Food & Beverage

Targeting Approach

- End User Clients

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 [Filtration Engineering](#) website

Key Engagements

| Target Area | Client Engagements |
|------------------|--|
| End User Clients | Coca Cola Schweppes, AG Barr Plc, Milk Link Ltd, Ginsters, Uniq Plc, Unilever Bestfoods Ltd, Premier Foods Ltd, Parkham Food Group, Norside Foods Ltd, Britvic Soft Drinks Ltd, Noble Foods Ltd, Trophy Foods Ltd, Anchor Catering Ltd, Walkers Charnwood Bakery Ltd, Cromer Crab Company, First Cotteswold Ltd, Beacon Foods Ltd, Adams Bakery Ltd, Lubborn Cheese Ltd, International Produce South, WA Turner Ltd, Cranswick Cooked Meats Ltd, Ensors Gloucestershire, Nene Valley Foods, The Cheese Company, Bakkavor New Primebake, Dan Dairies, Cotteswold Dairy, Ensors Gloucestershire Ltd, Danby's Foods Ltd, Dairygold Food Ingredients Ltd, Waters & Robson Ltd, Givaudan, Butlers Farmhouse Cheeses Ltd, Arlesford Salads, RF Brookes Ltd, Cranswick Convenience Foods Ltd, Cranswick Delico Ltd, Budelpak March Ltd, PV France Ltd, Glanbia Cheese, SK Chilled Foods Ltd, Moy Park Ltd, McVitie UK Ltd, Baxter Foods Ltd, Silver Spoon Ltd, British Sugar Plc, Cereform, Fox's Biscuits Plc, Dan Dairies Ltd, Heinz Single Service Ltd |

Client

Jet Environmental Systems

Company Overview

Jet Environmental specialise in the design and provision of energy efficient climate control solutions for large open plan industrial areas

Target Sectors

Pharmaceuticals, Food & Beverage, Logistics & Distribution, Retail, Facilities Management

Targeting Approach

- End User Clients
- Key Specifier Groups

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 [Jet Environmental](#) website

Key Engagements

| Target Area | Client Engagements |
|--------------------------------|---|
| Pharmaceuticals | GlaxoSmithKline, Astra Zeneca, Merck Sharp & Dohme, Novartis, Sanofi Aventis, 3M Healthcare, Genzyme Pharmaceuticals, SSL International, Kent Pharmaceuticals, DDD Ltd, Bio-Products Laboratories, Brecon Pharmaceuticals, Avecia Biologics, Napp Pharmaceuticals, Braun Medical Ltd, GR Lane Health Products, Advanced Medical Solutions, Baxter Healthcare, Biomerieux UK, Tyco Healthcare (Covidien), G Pharma Ltd, Accord Healthcare UK, A1 Pharmaceuticals, Schering Plough Ltd, Bristol Laboratories, |
| Food & Beverage | Uniq Plc, Ginsters, Walkers Snack Foods, Britvic Soft Drinks, McCain Foods, Warburtons,, Unilever Bestfoods Ltd, McVities, Kraft Foods UK Ltd, Nestle UK, Unilever Bestfoods Ltd |
| Logistics & Distribution | Kuehne & Nagel, James Irlam & Sons, iForce, World Courier, Tibbett & Britten Group, Cert Octavian, The Elite Group, Royal Mail, Howard Tenens Associates, Caterpillar Logistics, Wincanton, Amazon.co.uk, The Elite Group, NYK Logistics, DHL Excel |
| Retail | John Lewis Distribution, Next Plc, Ikea Stores Ltd, Asda Stores Ltd, Marks & Spencer Plc, TK Maxx, Dunelm Stores Ltd, W H Smith Ltd, Arcadia Group, Lidl Group UK Properties, Home Delivery Network, BAA Plc, Hamleys, Superdrug Stores, Hyperama Cash & Carry, The Disney Store, Sommerfield Stores Ltd, BHS Distribution, The Co-operative Group |
| Other | Brixton Plc, Vinci Construction, Gleeds, Brixton Plc, Pochin Construction Ltd, WSP Group, Lorne Stewart, Hulley & Kirkwood, Glasgow & Prestwick International Airport, Lorne Stewart, FEC Services, Clouds Environmental Consultancy, Tate Consulting Engineers |
| Facilities/Property Management | Norland Managed Services Ltd, Emcor Facilities Services Ltd, Interserve Ltd, Integral, Taylor Woodrow FM, Covidien, McBains Cooper Property Ltd, Johnson Controls, Incentive FM, HS Environmental, Drivers Jonas, Integral FM, Incentive FM, Gleeds, |

Client

Quantech Environmental

Company Overview

Quantech Environmental is an independent specialist provider of air conditioning solutions

Target Sectors

Manufacturing, Food & Beverage, Commercial, Healthcare, Police, Education, Other

Targeting Approach

- End User Clients
- Supply Chain: Architects, Main Contractors, Property & Facility Management, Interior Fit Out

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 [Quantech Environmental](#) website

Key Engagements

| Target Area | Client Engagements |
|-----------------------|--|
| End User Clients | Thames Valley Police Authority, Premier Foods, Coca Cola Schweppes, HM Court Service Cobham Advanced Composites Ltd, Discovery Foods Ltd, Mainframe Ltd, Framestore, Transport for London, Cancer Research UK, CTDI UK Ltd, Intier Automotive Seating, Geolabs, East of England Ambulance HQ, Aspen Healthcare, The Marlowes Shopping Centre, Evans Halshaw, West Hertfordshire Hospitals NHS Trust, Grant Thornton, Aspen Healthcare, DDD Group Ltd, Barnfield College, University of Hertfordshire, Rothamstead Research Buckinghamshire Fire & Rescue, Brent Cross Shopping Centre, BMI Garden Hospital, Hertfordshire County Council, National Institute of Medical Research |
| Architects | Bissett Adams, Bryden Wood Associates, Elizabeth Swainston Chartered Architects Ltd, Archer Architects, Artillery Architecture & Interior Design Ltd, RPS Architects, Planning Design Development, Amin Taha Architects, Smith Lance Larcade & Bechtol Architects |
| Contractors | Fitzpatrick Contractors Ltd, Briggs & Forrester Ltd, Ashe Construction, Osborne Ltd, BMH Construction Company, G.P Watson Ltd, Newland Developments Ltd, CKC Group Ltd, Bell Projects Ltd, Mount Anvil Construction, Crispin & Borst Ltd, Mount Anvil Construction, Oakray Ltd, Sutton Maintenance Ltd, Hill Partnerships Ltd, Nationwide Maintenance |
| Facilities Management | Mitie Engineering Services, Norland Managed Services, Dalkia, Cofathec Heatsave Ltd, Covion, Romec Services, Mitie Maintenance, Dalkia Energy & Technical Services, Dalkia Utilities Services, Lambert Smith Hampton, Emcor Facilities Services, Cofely GDF Suez |
| Interiors | Accent Interiors, Brinkworth Interiors, 8build, Better Business Interiors Ltd, Space Interiors, Kirkman & Jourdain Ltd, Adex Interiors, Europa Shopfitting & Interiors |