



Client

Armstrong Floor Products

Company Overview

Armstrong is one of Europe’s leading manufacturers of resilient flooring solutions supplied to multiple market sectors.

Targeting Approach

- End User Clients
- Key Specification Influencers: Architects & Main Contractors

Services Provided

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

Links

To see the testimonial please click [here](#) or visit the [Armstrong Floor Products](#) website

Key Engagements

Target Area	Client Engagements
Healthcare	Sandwell & West Birmingham Hospitals NHS Trust, Sheffield Childrens NHS Foundation Trust, Pennine Acute Hospitals NHS Trust, Northumbria Healthcare NHS Foundation Trust, Shropshire Mental Health NHS Trust, Worcestershire Mental Health Partnership NHS Trust, Oxford Mental Health NHS Trust, Thameside & Glossop NHS Trust, Royal Shrewsbury Hospitals NHS Trust, Bedford Hospital NHS Trust, St Helens & Knowsley NHS Trust, Liverpool & Sefton Health Partnership, Wolverhampton City PCT, Barnsley PCT, Wolverhampton City PCT, Liverpool PCT, Christie Hospital, Western Cheshire PCT
Architects	Building Design Partnership, Atkins Design Solutions, Scott Brownrigg, DLA Design Group, Race Cottam Architect, RPS Design, Levitt Bernstein & Associates, Austin Smith Lord, Aukett Fitzroy Robinson, Aedas, 20/20 Liverpool, Black Architecture, Benoy Ltd, Capita Percy Thomas, Anshen & Allen, Broadway Malyan, Bond Bryan Partnership, HOK International, Wilkinson Eyre Architects, McBains Cooper, Taylor Young, KSS Group
Main Contractors	Balfour Beatty Construction, Sir Robert McAlpine, Willmott Dixon Group, Costain Plc, Bluestone Plc, Kier London, Shepherd Construction, Galliford Try Plc, ISG Interior Exterior Interserve Project Services, BAM Construction, Bowmer & Kirkland, Carillion Plc, Bouygues UK, GB Building Solutions Ltd, Osborne Ltd, Vinci Construction, Skanska UK, Miller Construction, Ardmore Construction, Morgan Sindall Group, Kier Western



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Client

Waco UK

Company Overview

Waco UK is a leading manufacturer of steel framed modular building solutions for multiple market sectors

Targeting Approach

- End User Clients
- Key Specification Influencers: Architects & 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 [Waco UK](#) website

Key Engagements

Target Area	Client Engagements
Healthcare	Bradford Teaching Hospitals NHS Foundation Trust, Leicestershire Partnership NHS Trust, Royal Brompton & Harefield NHS Trust Dudley Hospitals NHS Trust, Oxford Hospitals NHS Trust, Trafford Healthcare NHS Trust, Norfolk & Norwich University Hospital NHS Trust, National Orthopedic Hospital NHS Trust, Mid Cheshire Hospitals NHS Trust, Northampton General Hospital NHS Trust, Royal Bolton Hospitals NHS Trust, Pennine Acute Hospital NHS Trust, Camden PCT, Derbyshire County PCT, Leicester City PCT, South Tyneside PCT, Heywood Middleton & Rochdale PCT, Birmingham PCT, South Tyneside PCT, Trafford PCT, Wolverhampton City PCT, Derbyshire County PCT
Main Contractors	Bovis Lend Lease, Laing O'Rourke, Balfour Beatty Construction, Costain Group Plc, Interserve Project Services, Vinci Construction, Mansell Plc, Willmott Dixon Group, RG Carter Group, Kier Group, Skanska, BAM Construction, Bouygues UK, Morgan Sindall Mace, ISG InteriorExterior, Provian Construction, Carillion Construction, Leadbitter Construction, Osborne, Bowmer & Kirkland, Sir Robert McAlpine, GB Building Solutions
Architects	Atkins, Wilkinson Eyre Architects, DLA Design Group, 20/20 Liverpool, Aedas, McBains Cooper, Austin Smith Lord, Ian Belsham Associates, CTM Architects, HKS, Nightingale Associates, GSS Architecture, BBLB Architects, Meadowcroft Griffin, AFL Architects, Hunter & Partners, Boswell Mitchell & Johnston, Architects Design Partnership LLP, The Jesmond Group Ltd, LSI Architects LLP, Space Architecture, RMJM, Archial Group Plc

Client

Ingersoll Rand Security Technologies

Company Overview

Ingersoll Rand is a leading provider of products and services that make environments safe and secure

Targeting Approach

- End User Clients
- Key Specification Influencers
- Fabricators

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 [Ingersoll Rand](#) website

Key Engagements

Target Area	Client Engagements
Healthcare	Western Sussex Hospitals NHS Trust, Royal Leamington Spa Rehabilitation Hospital, Great Ormond Street Hospital, St.Georges Hospital NHS Trust, East Kent Hospitals NHS Trust, Barnet & Chase Farm Hospitals NHS Trust, Whipps Cross University Hospital NHS Trust, Havering PCT, East Kent Hospitals NHS Trust, West London Mental Health NHS Trust, Royal West Sussex NHS Trust Dartford & Gravesham NHS Trust, Hastings PCT Guys & St. Thomas Foundation Trust, Broomfield Hospital, Western Sussex Hospitals NHS Trust, Kings Hill Medical Hospital, Newham University Hospital NHS Trust,
Architects	Foster & Partners, Scott Brownrigg, PRP Architects, Schmidt Hammer Lassen, DHP, KSS Design Group, Devereux & Partners, Dixon Jones Architects, Nick Evans Architects, FDE Architects, Floyd Slaski, Freeman Ankerman & Partners, Michael Aukett Architects Ltd
Main Contractors	Sir Robert McAlpine Ltd, Laing O'Rourke, Morgan Ashurst, Balfour Beatty Construction, Bouygues UK, Morgan Sindall Construction, Leadbitter Construction, HBG Construction, Kier, Carillion Plc, Willmott Dixon Construction, Provia Construction, ISG Interior Exterior, Bovis Lend Lease, Neillcott Construction Ltd, Osborne Construction, Brazier Construction, Haymills, Warings Contractors, Wates Construction, Thomas Sinden Construction
Fabricators	Fleetwood Architectural Aluminium, Spec-AI Design Ltd, Leay, EKS Limited, Lincolnshire Architectural Glazing, Sealtite Windows Ltd, Alurite Ltd, Jarrolds, West Yorkshire Glazing Ltd, Multi Fire Screen Systems, Clapton Glass Ltd, Fineline Ltd, Gemini Doors & Windows, Cardiff Glass Ltd, Robert Winstanley & Co Ltd, English Architectural Glass, Interwest Ltd, Lincolnshire Architectural Glazing Ltd, A.E Shopfronts, Everglaze, Alurite, Radway Group



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Client

Langley Waterproofing

Company Overview

Langley is a leading supplier of high performance waterproofing systems, products and associated services to multiple market sectors throughout the UK

Targeting Approach

- End User Clients
- Architects

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 [Langley Waterproofing](#) website

Key Engagements

Target Area	Client Engagements
Healthcare	West Hertfordshire Hospitals NHS Trust, Bedfordshire & Luton Community NHS Trust, Royal Wolverhampton Hospital NHS Trust, University Hospitals Coventry & Warwickshire NHS Trust, Moorfields Eye Hospital NHS Trust, Surrey & Borders Partnership NHS Trust, Rowley Hospital, Ashford & St Peters NHS Trust, Mid Staffordshire Hospitals NHS Trust, Barking Havering & Redbridge Hospital NHS Trust, Brighton & Sussex University Hospitals NHS Trust, Queen Elizabeth Hospital Kings Lynn NHS Trust, The Wittington Hospital, West Suffolk Hospitals NHS Trust, Royal Brompton & Harefield NHS Trust, North East London NHS Foundation Trust, Mid Essex Hospital Services NHS Trust, Ipswich Hospital NHS Trust, Northampton General Hospital NHS Trust, George Elliot Hospital NHS Trust, Worcestershire Acute Hospitals NHS Trust, Hinchingsbrooke Healthcare Trust
Architects	Morgan Carn Partnership, SHH Architects, RMA Architects Ltd, Ian Springford Architects, PRP Architects, HOCA Practice, Acanthus Lawrence & Wrightson, Work Ltd, Cube Design Grimshaw Architects, Lime Associates, Wolff Architects, Tooley & Foster Partnership, Shephard Epstein Hunter, Radley House Partnership, Morey Smith, YMD Boon Ltd, Robinson Lloyd Architecture, Rolfe Judd Group, Tom Giannini Architects, ACP Architects



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Client

Daikin Airconditioning UK

Company Overview

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

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 [Daikin Airconditioning UK](#) website

Key Engagements

Target Area	Client Engagements
Healthcare	Bupa Group Property, BMI Mount Alvernia, Rivers Private Hospital, Nuffield Health Cheltenham Hospital, 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, Medway PCT, Royal Surrey County Hospital NHS Trust, Nottingham Hospital NHS Trust, Northern Lincolnshire & Goole Hospitals NHS Trust, Southend University Hospital, West Hertfordshire Hospital NHS Trust, Cambridge & Peterborough NHS Foundation Trust, North Bristol NHS Trust, Gloucestershire Partnership NHS Trust, Winchester & Eastleigh NHS Trust, Avon & Wiltshire NHS Trust, The Winterbourne Hospital, Cardiff & Value NHS Trust, South London Healthcare NHS Trust, Dartford & Gravesham PCT, Ashford & St.Peters NHS Trust, Royal Surrey County Hospital NHS Trust, West Kent PCT

Client

Mabey Support Systems

Company Overview

Mabey Support Systems is part of the Mabey Group of Companies, a major engineering organisation specialising in bridging, steel fabrication, temporary works systems and plant hire. Mabey Support Systems is a specialist supplier and contractor providing a comprehensive range of modular temporary works equipment for use in the construction and allied industries.

Targeting Approach

- End User Clients
- Main Contractors

Services Provided

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

Links

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

Key Engagements

Target Area	Client Engagements
Healthcare	Hillingdon Hospitals NHS Trust, Manchester General Hospital, Birmingham Hospitals JV, North Tees & Hartlepool NHS Trust, North Cheshire Hospitals, Mid Yorkshire NHS Trust, Surrey & Sussex NHS Trust, Imperial College Healthcare Trust, Calderdale & Huddersfield NHS Foundation Trust, Oxford Radcliffe Hospitals NHS Trust, North Manchester General Hospital, Rotherham NHS Foundation Trust, North Cumbria Acute Hospitals NHS Trust, The Royal Hallamshire Hospital, Basingstoke & North Hampshire NHS Trust, North Tees & Hartlepool NHS Trust, The Hillingdon Hospital NHS Trust, Cheshire Hospital NHS Trust,
Main Contractors	Carillion Plc, Laing O'Rourke Construction, Morgan Sindall Construction, Osborne Ltd, Balfour Beatty Capital Projects, Costain Plc, Willmott Dixon Construction, Kier Group, Bouygues UK, Wates Construction, Interserve Strategic Projects, Mansell Construction Bovis Lend Lease, Skanska UK, Vinci Construction, McLaren Construction, Adonis Construction, Galliford Try Plc, Simons Construction, Eric Wright Group Plc



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Client

ThyssenKrupp Elevator UK

Company Overview

ThyssenKrupp Elevator is one of the World's leading elevator companies.

Targeting Approach

- End User Clients

Services Provided

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

Links

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

Key Engagements

Target Area	Client Engagements
Healthcare	BUPA Group Properties, BMI Kings Oak Hospital, BMI The Clementine Churchill Hospital, Royal Marsden NHS Foundation Trust, Milton Keynes NHS Trust, Bristol Healthcare NHS Trust, Newham NHS Trust, Newham University Hospital NHS Trust, Camden & Islington Community Healthcare Trust, Barts & The London NHS Trust, St Georges Healthcare NHS Trust, Oxfordshire NHS Trust, Whipps Cross University Hospital, Avon & Wiltshire NHS Trust, Oxford Radcliffe Hospital NHS Trust, Gloucestershire Hospitals NHS Trust, Great Western Hospital NHS Foundation Trust, Royal Surrey County Hospital NHS Trust, Bedford Hospital NHS Trust, Nuffield Orthopedic Centre NHS Trust, The Moorfields Eye Hospital NHS Foundation Trust, Surrey & Hampshire Borders NHS Trust, Sutton & Merton PCT, Ealing PCT, Camden PCT, Surrey PCT, Portsmouth City Teaching PCT, The National Institute for Medical Research, South East London Shared Services Partnership



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Client

Gerald Honey Partnership (GHP)

Company Overview

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

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
Healthcare	Sandwell & West Birmingham NHS Trust, Wolverhampton Hospitals NHS Trust, Cannock Chase Hospital, Carlisle Hospitals NHS Trust, Newcastle Upon Tyne Hospital NHS Trust, Barnsley Hospitals NHS Trust, North Cheshire NHS Trust, Lancashire Care NHS Trust, Royal Liverpool University Hospital, Leicester Partnership Trust, Liverpool Womens NHS Foundation Trust, The Christie Hospital NHS Trust, Doncaster Royal Infirmary, Barnsley District General Hospital NHS Trust, Warrington & Halton Hospitals NHS Trust, Cheadle Royal Hospital, Royal Liverpool & Broadgreen University Trust, Wirral PCT, North Cumbria University Hospital, The Pennine Acute Hospitals NHS Trust, Cheadle Royal Hospital, Sussex Partnership Trust, West London Mental Health NHS Trust, Winchester & Eastleigh NHS Trust, Sussex Partnership Trust, Croydon Community Health, Norfolk & Norwich University NHS Trust, Heatherwood & Wrexham Park Hospitals NHS Trust, Mid Essex Hospitals NHS Trust, The Royal Berkshire NHS Trust, Surrey & Sussex Healthcare Trust



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Client

DAB Lifts

Company Overview

DAB is an independent lift installation and maintenance provider

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 [DAB Lifts](#) website

Key Engagements

Target Area	Client Engagements
Healthcare	Cambridgeshire NHS Trust, Glenfeild Hospitals NHS Trust, West Midlands Hospitals NHS Trust, University Hospitals of Leicester NHS Trust, Ipswich Hospital NHS Trust, Chelsea & Westminster Hospital NHS Trust, Bedford Hospitals NHS Trust, Burton Hospitals NHS Trust, Worcestershire Acute Hospitals NHS Trust, Nuffield Orthopedic Centre NHS Trust, Princess Alexandra Hospital NHS Trust, South Essex Partnership NHS Trust, Sherwood Forest Hospitals NHS Trust, Royal Orthopedic Hospital NHS Trust, George Elliot Hospital, Heart of England Hospital NHS Trust, North Essex Partnership NHS Foundation Trust, Birmingham Dental Hospital, Cambridge & Peterborough Foundation Trust, Derbyshire Mental Health Services NHS Trust, Northamptonshire Healthcare NHS Foundation Trust, Cannock Chase Hospital NHS Trust, Coventry & Warwickshire University Hospital Trust