



**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
- Architects & Interior Designers

**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
Retail	Debenhams Retail Plc, Marks & Spencer Plc, John Lewis Plc, House of Fraser, BAA Plc, Tesco Stores Ltd, Asda Stores Ltd, Sainsbury’s Supermarkets Ltd, Waitrose Stores Ltd, JD Sports, WHSmith, Bodyshop International Plc, BHS Plc, Ikea Ltd, Boots Plc, Matalan, Mothercare Plc, T-Mobile Retail, Specsavers, HMV UK, Vodafone Ltd, TK Maxx, B&Q Plc, Cineworld, JD Sports, Homebase, River Island Clothing Company, Blockbuster, Makro, Entertainment Ltd, William Hill, Thomas Cook Travel Group, Home Retail Group, Schuh, Stanley Casinos, Whitbread Plc, McDonalds Restaurants Ltd, JD Weatherspoon, ASK Restaurants Ltd, Café Rouge, Pret A Manger, Lloyds TSB, HSBC, RBS Group, HBOS
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, Bissett Adams, HOK International, Wilkinson Eyre Architects, McBains Cooper, JHA Design NJSR, Black Dog Design, Cada Design, Dalziel & Pow Design Consultants, SDA Architects, Black Sheep, Allen International, Life Forms Design Consultant, Fusion Design Fitch Worldwide, Briggs Hillier Design Partnership, Inspire Design Consultancy, Quadrant

**Client**

## Tyco Fire & Integrated Solutions

### Company Overview

Tyco FIS is a market leading provider of fire, safety & control systems to multiple market sectors.

### 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 [Tyco FiS](#) website

### Key Engagements

Target Area	Client Engagements
Retail	Arcadia Group, Harvey Nicholls, Debenhams Retail Plc, House of Fraser, Next Plc, IKEA John Lewis Plc, Boots Properties Ltd, The Co-operative Group, Wyevale Garden Centres, Musgrave Budgen Londis, HMV Group, Aldi Stores Ltd, Martin McColl Ltd, BP Retail UK, Hamleys, Signet Group, The Walt Disney Company, Rymans, Maplins Electronics, B&Q, River Island Clothing Co, Dreams Plc, Home Retail Group Plc, Mamas & Papas, Argos Ltd Lloyds Pharmacy, William Hill, Goldsmiths Group Plc, BodyShop International Plc, KFC, Topps Tiles, Furniture Village, Booker Cash & Carry, Chiquitos, Dobbies Garden Centres, Esquires Coffee Houses, Superdrug, The Works Retail Ltd, SCS Upholstery, Moss Bros, , Sports Direct International Plc, Rymans, Ernest Jones, Blacks Leisure Group, Burberry Ltd
High Street Banking	Lloyds TSB, HSBC Group Property, Yorkshire Building Society, Chelsea Building Society, HBOS, Cambridge Building Society, Leeds Building Society, Allied Irish Bank, Cumberland Building Society, Clydesdale Bank Plc, Darlington Building Society, Yorkshire Bank
Shopping Centres	Bluewater Shopping Centre, Baytree Centre, Hanforth Dean Shopping Centre, The Core, Wayfarers Arcade, Altrincham Shopping Centre, Beechwood Place Shopping Centre, The Glades Shopping Centre, The Paisley Centre, Burns Shopping Mall, Victoria Centre, Forum Shopping Centre, Galleries Shopping Centre, Forge Shopping Centre, Hounds Hill Chopping Centre, Broad Street Mall, Crowngate Shopping Centre, Grays Shopping Centre Chapelfield, Churchill Square Shopping Centre, Hill Street Centre, Westfield Derby
Hotels	Radisson Edwardian Hotels, Express by Holiday Inn, Hyatt Regency London, Holliday Inn Hotels, Thistle London Heathrow Hotel, De Vere Hotels, Interchange & Consort Hotels
Facilities & Property Management	Taylor Woodrow Facilities Management, Cofley GDF Suez, Hayden Group Ltd, Inviron, GSH Group, Norland Managed Services, Emtor UK, Maintenance Management Ltd, Dalkia Energy & Technical Services, Honeywell FM, Combined Energy Solutions, Integral, Acuity Management Solutions, Bidwells, SGP Property & Facilities Management, 365 On Demand Solutions, Cosmo Facilities Management, Connected FM, Noble Harris, SMG Europe, TargetFollow Group, Maintenance Management Ltd, Facilities Services Group



T: 01604 881414  
 E: [info@resultsglobal.com](mailto:info@resultsglobal.com)  
 W: [www.resultsglobal.com](http://www.resultsglobal.com)

**Client**

**Ambirad Group**

**Company Overview**

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

**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, Blacks Leisure Group, Carpetright Plc, Select Retail Plc, Kwik Fit, Clinton Cards, Select Plc



T: 01604 881414  
E: info@resultsglobal.com  
W: www.resultsglobal.com

## Client

### Airius Europe

#### Company Overview

Airius Europe is a manufacturer and supplier of thermal destratification solutions to multiple 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 [Airius Europe](#) website

#### Key Engagements

Target Area	Client Engagements
Retail	John Lewis Plc, TK Maxx, Next Plc, Somerfield Stores Ltd, Arcadia Group Plc, BP Retail, DSGI, 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, Pizza Express, Iceland Ltd, Dunelm Soft Furnishings, Superdrug Stores Plc, Focus DIY, Dobbies Garden Centres, Steinhoff UK, One Stop Stores, Dune, Hamleys, Ann Summers
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



T: 01604 881414  
E: info@resultsglobal.com  
W: www.resultsglobal.com

## Client

### CEP Ceilings

#### Company Overview

CEP Ceilings is part of the CEP Group of companies and a leading manufacturer of ceiling tiles for multiple market sectors.

#### Targeting Approach

- Direct to End Users

#### 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 [CEP Ceilings](#) website

#### Key Engagements

Target Area	Client Engagements
Retail	Barclays Group Property, Nationwide Building Society, HBOS, Allied Irish Bank, Yorkshire Building Society, John Lewis Plc, BAA Plc, BHS Plc, Iceland, WHSmith, Blockbuster Entertainment, TK Maxx, Phones 4U, Sports Direct Plc, BodyShop Plc, Carphone Warehouse, The Co-Operative Group, Land of Leather, Poundland, Stylo Barrett Shoes, MFI Furniture Centres, Lidl Group UK Properties, Threshers, Sports Direct, Kwik Fit, Musgrave Budgen Londis, Comet Group Plc, QS Group, Primark Stores Ltd, Dunelm Soft Furnishings, Clinton Cards, Dolland & Aitchison, Vision Express Ltd, Spar UK, Audi UK, Monsoon Accessorize Ltd, InStore, Clarks Shoes, Virgin Media, Steinhoff Retail UK, Best Buy, Gamestore, Vodafone Ltd, Costcutter Supermarkets Group, Netto, One-Stop Stores, House of Fraser, Sainsburys Supermarkets Ltd, Mothercare Plc, Dobbies Garden Centres

**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

**Targeting Approach**

- End User Clients
- Facilities & Property 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 [Jet Environmental](#) website

**Key Engagements**

Target Area	Client Engagements
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, Clarkes Shoes, Austin Reed Group, Wm Morrison Plc, Booker Cash & Carry, The Co-operative Group
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
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,



T: 01604 881414  
E: [info@resultsglobal.com](mailto:info@resultsglobal.com)  
W: [www.resultsglobal.com](http://www.resultsglobal.com)

## Client

### ThyssenKrupp Elevator UK

## Company Overview

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

## Targeting Approach

- End User Clients
- Property & Facility Management Companies

## 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
Retail	BAA Retail Plc, HSBC Group Property, John Lewis Plc, Debenhams Retail Plc, Tesco Stores Ltd, Sainsburys Supermarkets Ltd, Asda Stores Ltd, WHSmith Plc, JD Sports Ltd, Selfridges, Harrods, Woolworths Group Plc, MFI Furniture Centres Ltd, Habitat UK Ltd, BHS Plc, Courts Plc, Iceland, Lidl Group UK, Sears Group Property, Matalan
Hotels	Holiday Inn Hotel Group, Marriott Hotels, The Ritz London, Hilton Group Plc, Crown Plaza Hotels, Radisson Edwardian Hotels, Meridian Hotels, Clarion Hotels, Travelodge Hotels, Great Eastern Hotels, Quality Hotels, Jolly Hotels, Sheraton Park Tower Hotel, Butlins Ltd, Wyndham Hotels, Bonnington in Bloomsbury Hotel, Millennium Hotel Gloucester
Property/Facilities Management	Ecovert FM, Modus Group, Norland Managed Services, Carillion PME, Broadgate Estates, Emcor Facilities Services, Mitie FM, Landmark FM, Cooper Martin, Prime Estates, Colliers CRE, Platinum FM, Dexter Brown Ltd, Sears Group, Cedar Harp, Blair Estates Ltd, Kenningtons, Nelson Bakewell, Amey Business Services, Johnson Controls, Monteray Ltd



T: 01604 881414  
E: [info@resultsglobal.com](mailto:info@resultsglobal.com)  
W: [www.resultsglobal.com](http://www.resultsglobal.com)

## Client

### Gerflor

## Company Overview

Gerflor is a leading manufacturer of vinyl flooring for contract, sport, transport and residential uses.

## Targeting Approach

- End User Clients
- Architects & Interior Designers

## 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 [Gerflor](#) website

## Key Engagements

Target Area	Client Engagements
Retail	Tesco Stores, Arcadia Group, Debenhams Retail Plc, ASDA Stores Ltd, John Lewis Plc TK Maxx, WDS, Dixons Stores Group Plc, W H Smith Plc, Matalan, Alexon Group Plc, New Look, Vision Express Ltd, Furniture Village, Superdrug Stores Plc, Focus DIY, Fads, The Walt Disney Co, Pizza Hut UK, Animal Ltd, The Works Retail, Land of Leather, The River Island Clothing Company, AllSports, Habitat, The Works Retail Ltd, Land of Leather
Architects & Design Consultants	Faulkner Brown, Aukett Fitzroy Robinson, HLN Architects, Atkins Design, 20/20 Liverpool, GIA Architects Ltd, DLA Design Group, Cuh2a Europe Inc, Scott Brownrigg, Archial Architects Ltd, Turn Key Projects, Antarchitecture, Portland Design Associates, Mackie Ramsey & Taylor, Morris & Spottiswood, First Design Connections Ltd, Plan-net Uro Ltd, Faulkner Browns, Portland Design Consultants, Peter Haddon & Partners, Architects Plus