



Client

Tyco Fire & Integrated Solutions

Company Overview

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

Target Sectors

Retail, High Street Banking, Other

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, Cambridge Building Society, Leeds Building Society, Allied Irish Bank, Cumberland Building Society, Clydesdale Bank Plc, Darlington Building Society

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
Other Clients	Radisson Edwardian Hotel Group, Express by Holiday Inn, Hyatt Regency London, Holliday Inn Hotels, Thistle London Heathrow Hotel, DeVere Hotels Group, BT Monteray, The Rank Group Plc, Amethyst Group, Canute Group Ltd, Cert Octavian Plc, Agility Logistics, The Mall Corporation, Roadchef Motorways Ltd, Andaz Hotel Liverpool Street
Facilities & Property Management	Taylor Woodrow Facilities Management, Cofley GDF Suez, Hayden Group Ltd, Inviron, GSH Group, Norland Managed Services, Emcor 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

Client

ThyssenKrupp Elevator UK

Company Overview

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

Target Sectors

Retail, Further Education, Healthcare, Hotels, Banking & Finance, Local Authorities, Commercial Office, Social Housing, Property & Facility Management

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
Education	Oxford University, Imperial College London, London Metropolitan University, The Open University, Middlesex University, Royal Holloway University, University of Greenwich, University of London, Imperial College of Medicine, Royal College of Surgeons, Buckinghamshire New University, Hertfordshire University, University of Southampton
Healthcare	BUPA Group Properties, Royal Marsden NHS Trust, Sutton & Merton PCT, Milton Keynes NHS Trust, Ealing PCT, Camden PCT, Surrey PCT, Bristol Healthcare NHS Trust, Newham NHS Trust, Oxfordshire NHS Trust, Whipps Cross University Hospital, Bedford Hospital NHS Trust, Moorfields Eye Hospital, Surrey & Hampshire Borders NHS Trust
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, Wyndham Hotels, Bonnington in Bloomsbury Hotel, Millenium Hotel Gloucester
Commercial Office	HSBC, Merrill Lynch International, Investec Bank, ABN Amro, Deutsche Bank AG, Barclays Group, Bank of Montreal, Allied Irish Bank, Morgan Stanley, ING Bank, BDO Stoy Hayward, Grant Thornton, Invesco Perpetual Plc, Deloitte & Touche, Clyde & Co, Trinity Mirror Group, Exxon Mobil, BAE Systems, AstraZeneca, Axa SunLife, Inmarsat

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
Local Authority	Hounslow BC, Islington BC, Hackney BC, Barnet BC, Merton BC, Greenwich BC, Milton Keynes BC, Enfield BC, Hillingdon BC, Bromley BC, Croydon BC, Haringey BC, Gloucestershire CC, Salisbury DC, Islington BC, Greenwich BC, Bromley BC, Coventry CC, Tewkesbury BC, Northamptonshire CC, Stroud DC, Oxford CC, Surrey CC
Housing Associations	Hanover Housing Association, Shaftesbury Housing Association, Peveral Management Services, Springboard Housing Association, Presentation Housing Association, Industrial Dwellings Society, Hanover Property Management, Central & Cecil Housing Trust, Southern Housing Group, Walsall Housing Group, Wandle Housing Association
Other	St Modwen Properties Plc, St Martin Property Corporation, The Mall Corporation, Peer Group Plc, London City Airport, Royal National Theatre, Tate Modern, Metropolitan Police Headquarters, Whitbread Plc, Luminar leisure, HM Prisons, Ministry of Defence Estates



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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

DAB Lifts

Company Overview

DAB is an independent lift installation and maintenance provider

Target Sectors

Healthcare, Education, Social Housing, Local Government, Emergency Services, Other

Targeting Approach

- End User Clients
- Consulting Engineers
- Facilities & Property Management Companies
- Construction Industry Supply Chain

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
Clients	Westfield Shoppingtowns, Buckingham Palace, Nottingham Forest FC, Coventry Airport, East Midlands Airport, Express Newspapers, Birmingham International Airport, Netto Ltd, Bupa Group Property Ltd, GCSR Plc, Jaguar Land Rover, RVB Investments, Santander, Arab Bank Plc, Access Self Storage, The International Convention Centre, Bank of Ceylon Barbados High Commission, Arab Bank Plc, Building Design Partnership, Computacentre UK, Britvic Soft Drinks Ltd, David Lloyd Leisure Group, British Sugar Plc, Equity Insurance Group, Charles Wells Ltd, Corus Automotive, Green King Brewing & Retail Plc, Cambridge Building Society, Premier Foods, Severn Trent Plc,
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
Further Education	Cambridge University, Anglia Ruskin University, University of Warwick, Nottingham Trent University, Grantham College, Harper Adams University College, Leicester College, City & Islington College, Clare Hall College Cambridge, DeMontfort University, Beauchamp College, Emmanuel College Cambridge, University of Keele, New College Nottingham, Regent College, St Edmunds College, University of Northampton, Trinity Hall College
Local Authorities	Nottingham County Council, Peterborough City Council, Spalding District Council, West Norfolk Borough Council, Derby City Council, South Kesteven District Council, Rutland District Council, Rugby Borough Council, Derby City Council, Basildon District Council, Hertfordshire County Council, High Wycombe City Council, Brentwood Borough Council, Buckinghamshire County Council, Rushcliffe Borough Council, Leicester City Council

<p>Housing Associations</p>	<p>East Midlands Housing Association, The Beth Johnson Housing Association, Midland Heart Housing Trust, Staffordshire Housing Association, Orbit Housing Association, Nottingham Community Housing Association, ASRA Greater London Housing Association, Bromsgrove District Housing Trust, Family Housing Association, Hornsey Housing Trust, Presentation Housing Association, Midland Heart, Viridian Housing, Abbeyfield Housing</p>
<p>Emergency Services</p>	<p>Warwickshire Police, Nottinghamshire Police, Northamptonshire Police, Norfolk Constabulary, Cambridgeshire Police, Derbyshire Constabulary, Lincolnshire Police</p>
<p>Facility & Property Management</p>	<p>Johnson Controls, GSH Group, Norland Managed Services, Mitie Maintenance, DTZ, EC Harris, Sears Group Property, Knight Frank, Savills, Innes England, Aptaker & Partners, DTZ, Cofely GDF Suez, Knight Welch Bryce, Cheval Property Management, Interserve, Integral UK Ltd, Glebe Asset Management, Combined Energy Solutions, ISS Adviance, Acuity Management Solutions, Romec Services, GB Contracting UK Ltd, Sodexo UK</p>
<p>Consulting Engineers</p>	<p>Scott Wilson Group Plc, White Young Green, Parsons Brinckerhoff, WS Atkins Plc, Inviron WSP Group Plc, Bureau Veritas, Dunwoody LLP, Waterman Group Plc, Capita Symonds, Foreman Roberts, Hulley & Kirkwood, Hilson Moran Partnership, Dunbar & Boardman, Gerald Honey Partnership, Robert Lombardelli Partnership, RPS Gregory, Lerch Bates, Elevate Consulting, Mottram Associates, Silcock Dawson, Maleon, Maxwell Stewart Plc, PDL Partnership, PSW Building Consultancy, VerticA Consulting, I.L.E.C</p>
<p>Other Supply Chain</p>	<p>Building Design Partnership, Aedas, Pick Everard, Morgan Sindall Construction, Miller Construction, Bowmer & Kirkland Ltd, Thomas Vale Construction Plc, JH Hallam, Rok Construction, Strata Construction, CKC Group, Kendrick Construction</p>

Client

DMW Environmental Safety

Company Overview

DMW is a leading provider of asbestos, health & safety and training services throughout the UK

Target Sectors

Commercial, Local Government, Social Housing, Education, Healthcare, Property & Facility Management

Targeting Approach

- End User Clients
- Property & Facilities Management

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 [DMW](#) website

Key Engagements

Target Area	Client Engagements
Commercial	ASDA Stores Ltd, The River Island Clothing Company, Debenhams Plc, Iceland Foods, Virgin Megastores, TK MAXX, Poundland Ltd, The Works Retail Ltd, Clinton Cards Plc, One Stop Stores, NSPCC, Adams Childrenswear, Liberty Plc, Clarks Shoes, Thorntons, Hyatt Regency Hotel Group, Paramount Hotels, Britannia Hotels Group, Bell Sons & Co, BASF Plc, QinetiQ Ltd, Ionic Solutions Ltd, Live Nation Venues UK, Barnsley Permanent Building Society, Tetrosyl, Cadbury Plc, Universal Products Ltd, Bombardier Ltd
Local Government	Nottinghamshire County Council, Crewe & Nantwich Borough Council, Slough Borough Council, Rutland County Council, Swindon Borough Council, Leeds City Council, Dudley Metropolitan Borough Council, Leicester City Council, Staffordshire County Council, Cheshire County Council, Oxford City Council, Nuneaton & Bedworth Borough Council
Housing Associations	Festival Housing Group, Amicus Horizon Group, The Guinness Trust, Maidenhead District Housing, Nottingham, Community Housing Association, Yorkshire Metropolitan Housing Association, Petersfield Housing Association, Heantun Housing Association, Advance Housing & Support, A1 Housing, Mosscafe Housing Ltd, Stafford & Rural Homes, Raglan Housing Association, A2 Dominion Group, Waterloo Housing Association, Soho Housing
Facility & Property Management	King Sturge & Co, Carillion PME, Facility Services Group, AWS Ltd, Knight Welch Bryce, Mouchel Parkman, Roc Associates, Hill Woolhouse Property Management
Other Public Sector	Derbyshire Police HQ, North Wales Police, Leicestershire Constabulary, Aston University, Sandwell & West Birmingham Hospitals NHS Trust, Leicestershire Fire & Rescue Service
Construction & Development	Costain Group, Pick Everard, Goodman Property Investors, Urban Vision Partnership, English Courtyard Developments, Valad Ltd, DBK Group, Morris Homes, BWB Consulting



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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,