



Case studies

Construction • Property • Building Services • Environmental

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

Sample of Opportunities Created

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



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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,