



## Case studies

Construction • Property • Building Services • Environmental

### Client

#### Brett Martin Daylight Systems

### Company Overview

Brett Martin Daylight Systems is one of the UK's leading manufacturers and suppliers of roof lights to the commercial markets

### Target Sectors

Education & Associated Frameworks

### Targeting Approach

- Key Specification Influencers: Architects & Main Contractors
- Strategic Partners

### Services Provided

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

### Links

To see the testimonial please click [here](#) or visit the [Brett Martin Daylight Systems](#) website

### Sample of Opportunities Created

Target Area	Client Engagements
Architects	Pick Everard, Building Design Partnership, Bond Bryan Partnership, RMJM, HKS, Aedas, Race Cottam Associates, Ryder Architecture, Nicholas Hare Associates, Architecture PLB, Shepherd Robson, Capita Architecture, Pascall & Watson Architects, Archial Associates, EWA Ellis Williams Architects, Hamilton Associates, HLM Architects, Allies & Morrison Ltd, Cottrell & Vermeulan, JM Architects, Urban Vision Partnership Limited, Capita Symonds
Main Contractors	Balfour Beatty Construction Ltd, BAM Construct, Sir Robert McAlpine, Bovis Lend Lease, Kier Group, Bowmer & Kirkland, ISG InteriorExterior Plc, Vinci Construction, Interserve, Galliford Try Plc, Skanska Bristol Schools JV, Willmott Dixon, Morgan Ashurst, Breyer Group Ltd, Kier Wallis, Bramall Construction, W Stirland Ltd, Cruden Construction, Graham Construction, Shepherd Construction, Provian Construction, Eric Wright Group



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BSF	London Borough of Ealing, London Borough of Greenwich, Newcastle Upon Tyne, Derbyshire, West Sussex, Hull, Stoke on Trent, Lancashire, Kent, Derby City, Birmingham, Sandwell MBC, Sheffield, Oldham, Bristol, St Helens, Essex, London Borough of Islington, Knowsley, Rochdale, London Borough of Tower Hamlets, Cambridgeshire, Coventry, London Borough of Southwark, Telford & Wrekin, London Borough of Camden, Sheffield
Strategic Engagements	Icopal Group, Protan, Langley Waterproofing Systems, SiG Design & Technology
Other	University of Glamorgan, Department of Education & Science, Office of Public Works