



## Case studies

Construction • Property • Building Services • Environmental

### Client

#### Cox Building Products

#### Company Overview

Cox Building Products offer natural light and ventilation solutions to multiple market sectors

#### Target Sectors

Industrial, Commercial, Education, Healthcare, Transport, Local Government, Retail, Leisure

#### Targeting Approach

- Key Specification Influencers
- Roofing 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 [Cox Building Products](#) website

#### Sample of Opportunities Created

Target Area	Client Engagements
Architects	DLA Design Group, Bond Bryan Partnership, RPS Design, Broadway Malyan, DTR, Keepie Design, Aedas Architects, Austin Smith Lord, Building Design Partnership, Devereux & Partners, Calder Peel, Michael Aukett Architects, TP Bennett, RPS Design, Wilkinson Eyre Architects, Hunter & Partners, 20/20 Liverpool, McBains Cooper, Aukett Fitzroy Robinson, RJDW Architects, Scott Brownrigg
Main Contractors	BAM Construction, Kier Group, Wates Group, Willmott Dixon Construction, Morgan Ashurst, Skanska UK, Galliford Try Plc, Bouygues UK, Balfour Beatty Construction, Interserve, Walter Lilly, Shepherd Construction, Bovis Lend Lease, Osborne Ltd, Laing O'Rourke, Pochin Construction, Breyer Group, Allenbuild, Carillion Plc
Roofing Contractors	Engaged with a significant number of roofing contractors