



Case studies

Construction • Property • Building Services • Environmental

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

Sample of Opportunities Created

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
Housing Associations	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
Emergency Services	Warwickshire Police, Nottinghamshire Police, Northamptonshire Police, Norfolk Constabulary, Cambridgeshire Police, Derbyshire Constabulary, Lincolnshire Police
Facility & Property Management	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
Consulting Engineers	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
Other Supply Chain	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