



Case studies

Construction • Property • Building Services • Environmental

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

Sample of Opportunities Created

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



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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