



Case studies

Construction • Property • Building Services • Environmental

Client

Daikin Airconditioning UK

Company Overview

Daikin is one of the worlds leading manufacturers and suppliers of air conditioning equipment to all market sectors

Target Sectors

Healthcare, Further Education, Local Government, Emergency Services, Retail

Targeting Approach

- End User Clients

Services Provided

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

Links

To see the testimonial please click [here](#) or visit the [Daikin Airconditioning UK](#) website

Sample of Opportunities Created

Target Area	Client Engagements
Retail	Harvey Nicholls, Arcadia Group, BP Retail Plc, Regis International, Blacks Leisure Group, Cineworld, Bodyshop International Plc, Laura Ashley Ltd, Holland & Barrett Retail Ltd, B&Q Plc, Lidl Group UK Properties, Farmfoods Ltd, Cast Retail, Floors 2 Go Plc, Genting Casinos, Hawes & Curtis, All Saints Retail, Booker Cash & Carry, Fenwick Ltd
Healthcare	Bupa Group Property, Addenbrookes NHS Trust, West Suffolk Hospitals NHS Trust, Bedford Hospital NHS Trust, Luton & Dunstable Hospitals NHS Trust, St Mary's Hospital, Peterborough & Stamford Hospitals NHS Trust, West London Mental NHS Trust, North Bristol NHS Trust, Royal Cornwall Hospital Trust, University Hospital Bristol, Herefordshire PCT, BMI Mount Alvernia, Medway PCT, Royal Surrey County Hospital NHS Trust
Further Education	Cambridge University, University of Hertfordshire, University of Westminster, University of Nottingham, Brunel University, University of East Anglia, University of Leicester, Queens College Cambridge, Great Yarmouth College, Exeter University, University of Wales, University of Southampton, Cardiff University, Canterbury Christchurch University College



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Emergency Services & Custodial	Norfolk Constabulary HQ, Cambridgeshire Constabulary HQ, Leicestershire Constabulary HQ, Nottinghamshire Police HQ, Thames Valley Police Authority, South Wales Police, Devon & Somerset Fire & Rescue, East Sussex Fire & Rescue, Kent Fire & Rescue, Surrey Police Headquarters, Sussex Police Headquarters, Gloucester Constabulary
Local Authority	Cambridgeshire County Council, Peterborough City Council, Forest Heath District Council, Nottinghamshire County Council, Wycombe District Council, Stevenage Borough Council, Torbay Council, Plymouth City Council, West Sussex County Council, Surrey County Council, Reading Borough Council, Dover District Council, Mid Sussex District Council