



## Case studies

Construction • Property • Building Services • Environmental

### Client

Desso

### Company Overview

Desso is a leading European manufacturer of high quality textile flooring for commercial applications

### Target Sectors

Commercial Office

### Targeting Approach

- End User Clients
- Key Specification Influencers

### Services Provided

- Opportunity Creation & Appointment Setting: Introductory/Project Specific
- Project Identification & Tracking
- Business Intelligence & Customer Specific Qualification

### Links

To see the testimonial please click [here](#) or visit the [Desso](#) website

### Sample of Opportunities Created

Target Area	Client Engagements
End User – Commercial Office	CitiGroup, HBOS, KPMG, UBS Warburg, Commerzbank AG, Lloyds TSB, Abn Amro, Alliance & Leicester Plc, Royal Bank of Scotland Group Plc, BNP Paribas, British Arab Commercial Bank, Britannia Building Society, Leeds Building Society, AXA Sun Life, Royal Sun Alliance, Phoenix Life Insurance, GlaxoSmithKline, Airbus Ltd, Norwich Union, Aviva, Virgin Mobile, Exxon Mobil Group, Clyde & Co, Hewlett Packard, Cadbury Schweppes Plc, British Aerospace Plc, F&C Asset Management, Civil Aviation Authority, Computacentre,
Architectural & Design	Building Design Partnerships, Foster & Partners, Make Architects, 20/20 Liverpool, Aedas, Capita Percy Thomas, Benoy Ltd, Austin Smith Lord, Fitch Worldwide, Hunter & Partners, Jestico & Whiles, Aukett Fitzroy Robinson, Kohn Pederson Fox, DEGW Plc, RMJM, Scott Brownrigg, Devereux & Partners, Levitt Bernstein Associates, Rolf Judd Group, Peldon Rose, Dalziel & Pow Design Consultants, Woods Bagot, Benoy Ltd, DLA Design Group, EPR Architects, Pringle Brandon, Stride Treglown, Sidell Gibson Partnership, HKS
Other	DTZ, Capita Symonds, Dearle & Henderson, Arcadis AYH, Debenham Tie Leung