



## Case studies

Construction • Property • Building Services • Environmental

### Client

#### Eaton Williams Group

### Company Overview

Eaton Williams Group is a leading manufacturer of air conditioning and climate control solutions for multiple market sectors. Eaton Williams Group brands include Colman Moducel, Vapac, Qualitair, Edenaire, EWPC and Cubit.

### Target Sectors

Commercial, Industrial, Technology, Manufacturing, Healthcare, Banking & Finance, Education, Other

### Targeting Approach

- End User Clients
- Key Specification Influencers: Architects, Consulting Engineers, Main Contractors, M&E Contractors

### Services Provided

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

### Links

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

### Sample of Opportunities Created

Target Area	Client Engagements
End User Clients	Bank of England, Morgan Stanley, IPSL Unisys, HBOS, Whitbread PLC, Airbus Ltd, Unilever UK, Somerfield Stores Ltd, Sainsburys Supermarkets, KeySource Ltd, IBM UK, Novartis Pharmaceuticals, GE Healthcare, Lonza Biologics, UCB Celltech, Pfizer UK Ltd, GE Infrastructure Sensing, Xerox UK Ltd, SEC Datacomm, Westfield Shoppingtowns Ltd, Canary Wharf Group Plc, Kerry Ingredients Ltd, Sara Lee, Sheffield Hallam University
Consulting Engineers	Max Fordham LLP, WSP Group, Hilson Moran Partnership, Ramboll Whitbybird, Arup, Ove Arup & Partners, Cundall Johnson & Partners, Sir Frederick Snow & Partner, Aecom, Parsons Brinkerhoff, Atelier Ten, Foreman Roberts, Fulcrum Consulting, RPS Gregory, Hoare Lea & Partners, Troup Bywaters & Anders, Elementa Consulting, Waterman Group, FHP Consulting Engineers, Hulley & Kirkwood, Jacobs Babbie, Gifford & Partners, PBA

Architects	Building Design Partnership, Capita Percy Thomas, Arup Associates, Foster & Partners, Foggo Associates, Woods Bagot, Pick Everard, 20/20 Liverpool, TP Bennett, Takenaka, ESA Architects, Beaumont & Cowling Architects, RMJM Scotland, Archer Architects
M&E Contractors	NG Bailey, Crown House Technologies, Balfour Kilpatrick, Mitie Engineering Services, Spie Matthew Hall, Haden Young, Skanska Rashleigh Weatherfoil, Operon, Airedale M&E, Inviron, ABS London Ltd, EIC Ltd, Carter Synergy, Mala Engineering Ltd, Intoheat Ltd, Aqua Mechanical Services, SIAS Building Services, Norstead Ltd, Rotary Southern Ltd
Main Contractors	Bouygues UK, Laing O'Rourke, BAM Construction, Skanska, Willmott Dixon Group, Carillion Plc, Kier Group, Amec Capital Projects, Miller Construction, Mansell Construction Ltd, John Sisk & Son Ltd, Morgan Ashurst, Morgan Sindall Group, Interserve Project Services, Mace Ltd, Ardmore Construction Ltd, Osborne Ltd, Nuttall Hynes, RG Group