



Case studies

Construction • Property • Building Services • Environmental

Client

Eaton Williams Service (EWS)

Company Overview

Part of the Eaton Williams Group, EWS is a leading provider of HVAC maintenance services across the UK

Target Sectors

Retail, Banking & Finance, Public Sector, Other

Targeting Approach

- End User Clients
- Property & Facility Management Companies

Services Provided

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

Links

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

Sample of Opportunities Created

Target Area	Client Engagements
Manufacturing	Coca Cola Schweppes, GE Infrastructure Sensing, Honda Motor Europe, Airbus UK, GKN Driveshafts, Budweiser Stag Brewery, , Sharp Electronics UK, Buckingham Foods Toyota Motor Manufacturing, AAH Pharmaceuticals, British American Tobacco, ICI Paints, Carlsberg UK, GE Healthcare, Lonza Biologics Plc, Linpac Material Handling, UCB Celltech, Unipart Eberspacher Exhaust Systems, Kerry Ingredients, Marley Floors Ltd
Commercial Office	Bank of England, HBOS, Morgan Stanley, First Commercial Bank, Yorkshire Building Society, British Arab Commercial Bank, Bayerische Landesbank Associated British Ports, Unisys, Arriva London, Unipart Group, Atos Origin, IMG World, Fladgate Fielder, Dashwood Brewer & Phipps, Southern Electricity Ltd, Paxar UK Ltd, Office of the High Commissioner of India, Medical Research Council, FedEx, Walker Morris, Hays Plc
Retail & Leisure	Harrods, Sainsburys Supermarkets Ltd, Somerfield Stores Ltd, BP Retail, Boots UK, Lidl Group UK Properties, Blockbuster Entertainment, Blacks Leisure Group, Decathlon, Fenwick Ltd, Mercedes Benz, Cross Keys Shopping Centre, Elmsleigh Shopping Centre, Gala Coral Group, Whitbread Plc, The Chimes Shopping Centre, Asprey London Ltd

Public Sector	Ministry of Defence Estates, Southampton University Hospitals NHS Trust, Sarum Road Hospital, Queen Mary & Westfield College, Brunel University, North Worcestershire College, London Borough of Wandsworth Council, West Midlands Fire Service, Islington & Family Mosaic, Metropolitan Housing Trust, Salvation Army Housing Association
M&E Consultants	Frazer Nash, Operon, Watkins Payne Group, Clean Air Technologies, Services Management, Reading Environmental Partnership, Cleanroom Design & Construction, Hamton Environmental Services, Mervyn Hayes Associates, Monk Dunstone Associates
Facilities Management	Vita Lend Lease, Mitie Engineering, Norland Managed Services, ISS Coflex, GSH Group, Modus Group Facilities Management, HS Facilities Management, Mitie Engineering Services, Operon, Brindley Place Management, Burgess Integrated Systems
Property Management	EC Harris, Broadgate Estates, Alder King, Aptaker & Partners, Sandrove Brahams & Co, Portman Property Management, Allsop & Co, Rendall & Rittner, F&C Asset Management, Arab Investment Company, Cheval Property Management, Kenningtons, Drivers Jonas, Drakesfield Property Management, Ashtenne Holdings, SGP Property, George Trollope