



## Case studies

Construction • Property • Building Services • Environmental

### Client

#### Fire Engineering Associates

### Company Overview

FEA is a specialist fire engineering consultancy specializing in smoke control solutions

### Target Sectors

Residential, Student Accommodation, Commercial Office, Healthcare, Retail, Hotel, Mixed Use, Car Parks

### Targeting Approach

- Consulting Engineers
- M&E Contractors
- Main Contractors
- Other

### 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 [FEA](#) website

### Sample of Opportunities Created

Target Area	Client Engagements
Consulting Engineers	Arup, Hilson Moran Partnership, Max Fordham LLP, Ryb Konsult, Buro Happold, WSP Group, Atelier Ten, Foreman Roberts, Cundall Johnson & Partners, DSSR, Couch Perry & Wilkes, Faber Maunsell, Blyth & Blyth Consulting, SiCO Consulting, DCL Consulting Engineers, Norman Disney Young, Miller Consulting
M&E Contractors	Skanska Rashleigh Wetherfoil, Briggs & Forrester, Haden Young Ltd, Operon, Balfour Kilpatrick, Crown House Technologies, Mitie Engineering Services, Interserve Project Services, NG Bailey, Robert Prettie, Hilton Building Services, Imtech Aqua Ltd, Barratt Building Services, MJN Colston, Longcross Group, MJM Coulston, Acumen Engineering Services, Balfour Beatty Engineering Services, LJ Monks, Airedale M&E, Lorne Stewart



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Main Contractors	Shepherd Construction Ltd, Kier Group, Willmott Dixon Construction, Multiplex UK, Morgan Ashurst, Interserve, Ardmore Construction, John Sisk & Son, Bowmer & Kirkland, Norwest Holst Construction, Weaver PLC, Irwins Ltd, Taylor Woodrow, Brookfield
Other	Dandara, Capita Symonds, RHWL Architects, Aintree Hospital NHS Trust, Arconia, Mitie Engineering Services, Interserve Engineering Services, Emcor,