



Case studies

Construction • Property • Building Services • Environmental

Client

Gerald Honey Partnership (GHP)

Company Overview

GHP is a leading lift & escalator consultancy working with public and private sector clients throughout the UK

Target Sectors

Commercial, Developers, Local Authorities, Education, Healthcare, Social Housing, Police Authorities, Property & Facilities Management

Targeting Approach

- End User Clients & Developers
- Property & Facilities Management
- Main Contractors

Services Provided

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

Links

To see the testimonial please click [here](#) or visit the [Gerald Honey Partnership](#) website

Sample of Opportunities Created

Target Area	Client Engagements
Clients	Birmingham International Airport, Manchester International Airport, Airbus Ltd, Nestle UK, Manchester United Plc, JD Weatherspoon, Scottish Power Plc, Meadowhall Shopping Centre, Cheshire Building Society, Co-Operative Bank Plc, BAE Systems Plc, Superdrug Stores, Radisson Edwardian Hotel Group, Scottish Water Head Office, Hilton International Hotel Group, Waterstones, UCB Celltech, Kraft Foods UK Ltd, Avecia UK Ltd
Developers	St Modwen Property Developments, Hammerson UK Plc, Countryside Properties, Hermes Property Asset Management, Downing Developments, Redrow Homes, Persimmon Homes Plc, Parian Developments, London & Cambridge Properties Ltd

Local Authorities	Solihull Metropolitan Borough Council, Warwickshire County Council, Sandwell Metropolitan Borough Council, Birmingham City Council, Dudley Metropolitan Borough Council, Leicestershire County Council, Stoke on Trent City Council, Hartlepool Borough Council, Durham County Council, Leicestershire County Council, Liverpool City Council
Housing Associations	Salvation Army Housing Association, Quest Housing Association, Arklet, Cube Housing Association, Nomad Housing Group, Walsall Housing Group, Yorkshire Housing, Liverpool Housing, Riverside Housing, Portsmouth Housing Association, Salvation Army Housing
Education	Birmingham University, Aston University, University of Warwick, University of Coventry, University of Wolverhampton, Kidderminster College, Halesowen College, Liverpool Community College, Chester College, Liverpool John Moores University, University of Newcastle, Manchester Metropolitan University, University of Bath, Leicester College
Healthcare	Sandwell & West Birmingham NHS Trust, Wolverhampton Hospitals NHS Trust, Cannock Chase Hospital, Carlisle Hospitals NHS Trust, Newcastle Upon Tyne NHS Trust, Barnsley Hospitals NHS Trust, North Cheshire NHS Trust, Royal Liverpool University Hospital
Police	Thames Valley Police, Metropolitan Police HQ, West Midlands Police Authority, Greater Manchester Police, Cleveland Police HQ, South Yorkshire Police, Merseyside Police HQ
Property & Facility Management	CB Richard Ellis, Colliers CRE, Norland Managed Services, DTZ, Mitie Engineering Services, King Sturge & Co, Hanover Property Management, GVA Grimley, Mouchel Parkman, Knight Frank, Dalkia, Atis Real, Kenningtons, Lambert Smith Hampton
Other	Balfour Beatty Construction, Vinci Construction, Laing O'Rourke Construction, BAM Construct Ltd, Sidell Gibson Partnership, Aedas, Edmund Shipway, Foreman Roberts, Foster Wheeler Energy, Rider Levett Bucknall, Hannan & Associates, NG Bailey & Co