



Case studies

Construction • Property • Building Services • Environmental

Client

Gerflor

Company Overview

Gerflor is a leading manufacturer of vinyl flooring for contract, sport, transport and residential uses.

Target Sectors

Industrial, Manufacturing, Retail, Pharmaceuticals, Science & Research, Commercial

Targeting Approach

- End User Clients
- Key Specifier Groups

Services Provided

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

Links

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

Sample of Opportunities Created

Target Area	Client Engagements
Architects & Design Consultants	Faulkner Brown, Aukett Fitzroy Robinson, HLN Architects, Atkins Design, 20/20 Liverpool, GIA Architects Ltd, DLA Design Group, Cuh2a Europe Inc, Scott Brownrigg, Archial Architects Ltd, Turn Key Projects, Antarchitecture, Portland Design Associates, Mackie Ramsey & Taylor, Morris & Spottiswood, First Design Connections Ltd, Plan-net Uro Ltd
Main Contractors	Bovis Lend Lease, Carillion Plc, Kier Group, Amec Capital Projects, RokBuild Ltd, Morgan Ashurst, Sir Robert McAlpine, Bowmer & Kirkland, Shaylor Construction
Retail	Arcadia Group, Debenhams Retail Plc, ASDA Stores Ltd, John Lewis Plc, TK Maxx, Dixons Stores Group Plc, W H Smith Plc, Matalan, Alexon Group Plc, New Look, Vision Express Ltd, Furniture Village, Superdrug Plc, Focus DIY, Walt Disney Co, Pizza Hut UK Ltd, Animal Ltd, The Works Retail, Land of Leather, Ethel Austin



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Universities	University of Wales, Kings College London, Cardiff University, University of Lancaster, University of Southampton, University College Northampton
Industrial	Sanofi Aventis, Novartis Pharmaceuticals UK Ltd, Avecia Ltd, Procter & Gamble, Covidien, UCB Celltech, Tyco Healthcare, Beckton Dickinson Ltd, Cambridge Fluid Systems Ltd, Kemfine, Mitie Cleanrooms, Enbloc Ltd, Cleanroom Design & Construction, Clean Air Technologies, Envair Ltd, Connect 2 Cleanrooms, Hi-Tech Control, Specific Environments, Dawtech Ltd, Sematek Group, James Cropper Plc, Atlas Clean Air Ltd