



**Client**

**Ingersoll Rand Security Technologies**

**Company Overview**

Ingersoll Rand is a leading provider of products and services that make environments safe and secure

**Target Sectors**

Healthcare, Education, Local Government, High Risk, Other

**Targeting Approach**

- End User Clients
- Key Specification Influencers
- Fabricators

**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 [Ingersoll Rand](#) website

**Sample of Opportunities Created**

Target Area	Client Engagements
Healthcare,	Western Sussex Hospitals NHS Trust, Royal Leamington Spa Rehabilitation Hospital, Great Ormond Street Hospital, St.Georges Hospital NHS Trust, East Kent Hospitals NHS Trust, Barnet & Chase Farm Hospitals NHS Trust, Whipps Cross University Hospital NHS Trust, Havering PCT, East Kent Hospitals NHS Trust, West London Mental Health NHS Trust, Dartford & Gravesham NHS Trust, Guys & St. Thomas Foundation Trust
Higher Education	University College London, University of Brighton, University of Chichester, Canterbury Christ Church University, City of Westminster College, Imperial College of Science Technology & Medicine, Imperial College London, North West Kent College, Highbury College, Bishops College Lincoln, Hastings College, Southampton College, Croydon College, Taunton College, University of Surrey, Royal Holloway University of London

Schools	Uxbridge High School, Eastbury Primary School, Victoria Primary School, Peasmarsh Primary School, Pimlico School, Beaufort Primary School, Bridge Education Centre, Manor School, Exhall Grange School, Herne Bay School, Paulsgrove Primary School
Local Authorities	East Sussex County Council, West Sussex County Council, Hampshire County Council, London Borough of Bromley, London Borough of Ealing, Surrey County Council
High Risk	London City Airport, BAA Aberdeen Airport, London Luton Airport, The Home Office, Birmingham International Airport, London Underground, Metropolitan Police, Greater Manchester Police, North Yorkshire Police, British Transport Police, HM Courts Services, Abbey National Group, Deutschebank AG, Bank of America
Architects	Foster & Partners, Scott Brownrigg, PRP Architects, Schmidt Hammer Lassen, DHP, KSS Design Group, Devereux & Partners, Dixon Jones Architects, Nick Evans Architects, FDE Architects, Floyd Slaski, Freeman Ankerman & Partners, Michael Aukett Architects Ltd
Main Contractors	Sir Robert McAlpine Ltd, Laing O'Rourke, Morgan Ashurst, Balfour Beatty Construction, Bouyegues UK, Morgan Sindall Construction, Leadbitter Construction, HBG Construction, Kier, Carillion Plc, Willmott Dixon Construction, Provia Construction, ISG Interior Exterior, Bovis Lend Lease, Neilcott Construction Ltd, Osborne Construction, Brazier Construction, Haymills, Warings Contractors, Wates Construction, Thomas Sinden Construction
Fabricators	Fleetwood Architectural Aluminium, Spec-AI Design Ltd, Leay, EKS Limited, Lincolnshire Architectural Glazing, Sealtite Windows Ltd, Alurite Ltd, Jarrolds, West Yorkshire Glazing Ltd, Multi Fire Screen Systems, Clapton Glass Ltd, Fineline Ltd, Gemini Doors & Windows, Cardiff Glass Ltd, Robert Winstanley & Co Ltd, English Architectural Glass, Interwest Ltd, Lincolnshire Architectural Glazing Ltd, A.E Shopfronts, Everglaze, Alurite, Radway Group