



Case studies

Construction • Property • Building Services • Environmental

Client

JS Humidifiers

Company Overview

JS Humidifiers is the leading humidification specialist with expertise in every industry requiring humidity control

Target Sectors

Commercial Office, Banking & Finance, Data Centres, Other Specialist Requirements

Targeting Approach

- End User Clients
- Facilities & Property Management Companies

Services Provided

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

Links

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

Sample of Opportunities Created

Target Area	Client Engagements
Banking & Finance	CitiGroup Centre, Invesco Perpetual, Commerzbank A.G, BNP Paribas UK, RBS Group, Investec Bank, Santander, Nomura Bank, Lloyds TSB Group, Canada Life, AXA Sun Life
Commercial Office	Sainsburys Supermarkets, Inmarsat, Marks & Spencer Plc, Yell Group, Unilever UK, ITV
Data Centres & Specialist Applications	British Airways, 3M Healthcare, AT&T Telecommunications, Fujitsu, University of Sussex, BT Group, IBM, Sage Group Plc, Sentrum, Digital Realty Trust, Associated Newspapers, BSKYB, Napp Pharmaceuticals, The British Museum, Victoria & Albert Museum, Defra, Morgan Stanley, London City Airport, BAE Systems Advanced Technology Centre, Telecity Bradford University, BMI Mount Avernia Hospitals, The Foundling Museum
Facilities & Property Management	CB Richard Ellis, EC Harris, Interserve, Norland Managed Services, Integral UK, Tower 42



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Other	Land Securities Plc, Sir Robert McAlpine, ZBP Zisman Bowyer & Partners, British Library, BAE Systems, Arcadia Group, Imperial War Museum, National Waterfront Museum, HM Court Services, National Grid, Manchester Metropolitan University, Fitzroy House, Brunel University, University of Nottingham, Velindre NHS Trust, University of Bristol West Sussex Hospital NHS Trust, Nuffield Cheltenham Hospital, University of East Anglia
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