



Case studies

Construction • Property • Building Services • Environmental

Client

Kingspan Insulated Panels

Company Overview

Kingspan Insulated Panels is a global leader in the design and manufacture of high quality roof, wall and façade systems for the construction industry.

Target Sectors

Education & Associated Frameworks
 Other

Targeting Approach

- Key Specifier Groups: Architects & Main Contractors
- Local Authorities

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 [Kingspan Insulated Panels](#) website

Sample of Opportunities Created

Target Area	Client Engagements
Main Contractors	Balfour Beatty Construction, BAM Construct, Carillion Plc, Bovis Lend Lease, Galliford Try, Interserve, Morgan Ashurst, Laing O'Rourke, Kier Group, Sir Robert McAlpine, Skanska, Bowmer & Kirkland, Willmott Dixon Construction, Costain, Vinci Construction, Allenbuild, Ardmore Construction, Wates Group, Miller Construction, Midas Construction, Mace Ltd, McLaren Construction, Bouygues UK, Mouchel, ISG InteriorExterior, Simons Construction, Shepherd Construction, GB Building Solution, Osborne Ltd, May Gurney, Inspired Spaces
Architects	Building Design Partnership, Ryder Architecture, Race Cottam Associates, Aedas, RMJM, Broadway Malyan, Halliday Clark, HLM Architects, Devereux Architects, Taylor Young, Bundred & Goode, Capita Architecture, EWA Ellis Williams Architects, JM Architects, Boswell Mitchell & Johnston, Allies & Morrison, Nightingale Associates, Astam GBC, Leach Rhodes Walker, Allan Murray Architects, DLA Freeman White Healthcare Architects

Local Authorities	Middlesbrough Borough Council, Halton Borough Council, Darlington Borough Council, Walsall Metropolitan Borough Council, Oldham Metropolitan Borough Council, Doncaster Metropolitan Borough Council, Bradford Metropolitan Borough Council, Gateshead Metropolitan Borough Council, Hampshire County Council, Lincolnshire Council
BSF	Waltham Forest, Camden, Ealing, Newham, Greenwich, Wandsworth, Tower Hamlets, Hackney, Haringey, Westminster City, Tamworth, Stoke on Trent BSF, Hull, Hertfordshire, Coventry, Cambridgeshire, Liverpool, Luton, Tyneside & Gateshead, Essex, Newcastle, Derbyshire, Sandwell, Salford & Wigan, Walsall, Kent, Oldham, Bradford, Darlington, Stockton on Tees, Somerset Durham, Bristol, Manchester, Nottingham, Telford & Wrekin, Blackpool, North Lincolnshire, Rochdale, Knowsley, Sheffield, Barnsley
Academies & Other Frameworks	Northamptonshire Academies, City of Westminster Academies, Southampton Academies, Lincolnshire Academies, Hull Academies, Essex Academies, Doncaster Academies, Walsall PCP, Kirkless PCP, Barnet PCP, Middlesborough PCP, Oldham PCP