



Case studies

Construction • Property • Building Services • Environmental

Client

Kingspan Potton

Company Overview

Kingspan Potton is the UK's leading manufacturer of low carbon, energy efficient engineered timber systems

Target Sectors

Social Housing

Targeting Approach

- End User Clients
- Secondary Contact with Supply Chain

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 [Kingspan Potton](#) website

Sample of Opportunities Created

Target Area	Client Engagements
Housing Associations	New Charter Housing, Accent Group, Housing Hartlepool, Arena Housing Group, Paradigm Housing Group, Grand Union Housing Group, Walsall Housing Group, Bromsgrove District Housing Trust, Fabrick Housing Group, Sanctuary Midlands Housing, Festival Housing Group, Longhurst Homes, Thames Valley Housing, Hanover Housing Association, Vicinity Group, East Midlands Housing Association, Chelmer Housing Partnership, Origin Group, East Homes Group, ISOS Housing, Waterloo Housing Group, Affinity Sutton Group, Flagship Housing Group, The Hyde Group, Cheshire Peaks & Plains Housing, East Thames Housing Group, Colne Housing Society, Cosmopolitan Housing Association, Longhurst Homes, InCommunities Group, Waterloo Housing Group
Local Authorities	Gravesham Borough Council, Blackpool Borough Council, Ashford Borough Council, Derby City Council, Exeter City Council, Portsmouth City Council, Pendle Borough Council, London Borough of Tower Hamlets, Rotherham Metropolitan Borough Council, Norwich City Council, Chesterfield Borough Council, London Borough of Hackney



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Other	ROK, Mansell Plc, Zenith Development Ltd, ISG Pearce, Firebird Homes Ltd, MHS Commercial, Bm3 Architecture Ltd, O'Brien & Price Engineering
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