



Case studies

Construction • Property • Building Services • Environmental

Client

Langley Waterproofing

Company Overview

Langley is a leading supplier of high performance waterproofing systems, products and associated services to multiple market sectors throughout the UK

Target Sectors

Healthcare, Further Education, Local Authorities, Social Housing, Property Management

Targeting Approach

- End User Clients
- Associated 3rd Parties
- Specification Influencers

Services Provided

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

Links

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

Sample of Opportunities Created

Target Area	Client Engagements
Healthcare	West Hertfordshire Hospitals NHS Trust, Bedfordshire & Luton NHS Trust, Royal Wolverhampton Hospital NHS Trust, Coventry & Warwickshire Hospitals NHS Trust, Moorfields Eye Hospital NHS Trust, Surrey & Borders Partnership NHS Trust, Rowley Hospital, Ashford & St Peters NHS Trust, Mid Staffordshire Hospitals NHS Trust
Further Education	Cambridge University, University of East Anglia, St Georges University London, University of Chichester, Kingston University, University of Greenwich, University of Brighton, University of Worcester, The City University, Bexley College, Loughborough University, Clare Hall College, Corpus Christi College, West Dean College, Lewisham College, Harlow College, Northampton College, Hughes Hall College, Grantham College, Kings College London, City of London School, London School of Economics & Political Science

Local Authorities	Leicester City Council, Suffolk County Council, London Borough of Wandsworth, London Borough of Hillingdon, Rugby Borough Council, Arun District Council, Redditch Borough Council, Adur District Council, Lewes District Council, Waverley Borough Council, Woking Borough Council, Wolverhampton City Council, Nottingham City Council, Warwick District Council, Coventry City Council, Redditch Borough, Nuneaton & Bedworth Borough Council
Housing Associations	Freebridge Community Housing, Aldwyck Housing Association, Enfield Homes, North Hertfordshire Homes, Boston Mayflower, South Anglia Housing, Whitefriars Housing Group, Hillingdon Homes, Home South, The Industrial Dwellings Society, Sanctuary Housing, Festival Housing Group, Havebury Housing Partnership, Estuary Housing Association, Islington & Shoreditch Housing Association, Wolverhampton Homes, Gedding Homes, Broxbourne Housing Association, Hornsey Housing Trust
Property & Facilities Management	Telereal Trillium, GVA Grimley, DTZ, Cluttons, The Mall Corporation, King Sturge, Aptaker & Partners, Broadgate Estates, BNP Paribas Real Estate, Kenningtons, Modus Group, Phoenix Beard, Connaught Partnerships, F&C Asset Management, 4d Property, NB Real Estate, Lee Baron, Mears Group Plc, E.A Shaw, Chesterton Humberts, Stredder Pearce, BSG Property Services, Boon Godbold, Dan Dahaliwal, Kinney & Green, Montague Evans, Ashtenne Industrial Fund, Target Follow Group, Greater London House, Romec, Workman & Partners, Parkwood Consultancy Services, Howell Brooks, Johnson Fellows, Acuity Management Solutions, Reeves & Partners, Property Serve UK
Other End User	Fitness First Ltd, Holiday Inn Hotels, Hyatt Regency Hotels, Dupont, Britten Shopping Centre, Beaumont Shopping Centre, Aylesham Shopping Centre, Port of Tilbury London, Copella Fruit Juices, Catterpillar Logistics, Exchem Plc, ICI Image Data, DEFRA
Other Supply Chain	St Modwen Properties, London & Cambridge Property, Coltham Developments, Rider Levett Bucknall, Powell Tolner & Associates, Bond Davidson, Banyard Consulting, Oculus Consultancy, Edexcel, Robinson Lloyd Architecture, ACP Architects Partnership, Shephard Epstein Hunter, HOCA Practice, Morgan Carn Partnership, YMD Boon