



Case studies

Construction • Property • Building Services • Environmental

Client

Mabey Support Systems

Company Overview

Mabey Support Systems is part of the Mabey Group of Companies, a major engineering organisation specialising in bridging, steel fabrication, temporary works systems and plant hire. Mabey Support Systems is a specialist supplier and contractor providing a comprehensive range of modular temporary works equipment for use in the construction and allied industries.

Target Sectors

Retail, Healthcare, Education, Transport

Targeting Approach

- End User Clients
- Developers
- Key Specifier Groups
- Civil Engineering

Services Provided

- Opportunity Creation & Appointment Setting: Introductory/Project Specific
- Enquiry/Tender Generation
- Project Identification & Tracking
- Business Intelligence & Customer Specific Qualification

Links

To see the testimonial please click [here](#) or visit the [Mabey Support Systems](#) website

Sample of Opportunities Created

Target Area	Client Engagements
Retail	Tesco Stores Ltd, Sainsbury's Supermarkets Ltd, ASDA Stores Ltd, Ikea Ltd, Toys R Us, Lidl Group UK Properties, Wm Morrisons Plc, Sommerfield Stores Ltd, Netto,
Healthcare	Hillingdon Hospitals NHS Trust, Manchester General Hospital, Birmingham Hospitals JV, North Tees & Hartlepool NHS Trust, North Cheshire Hospitals, Mid Yorkshire NHS Trust, Surrey & Sussex NHS Trust, Imperial College Healthcare Trust, Calderdale & Huddersfield NHS Foundation Trust, Oxford Radcliffe Hospitals NHS Trust, North Manchester General Hospital, Rotherham NHS Foundation Trust, North Cumbria Acute Hospitals NHS Trust, The Royal Hallamshire Hospital, Basingstoke & North Hampshire NHS Trust

Further Education	Manchester Metropolitan University, Brunel University, University of Dundee, University of Teeside, Middlesborough College, Southampton City College, Lewisham College
Other Clients	London 2012, Jaguar Cars Ltd, Toyota GB Ltd, Edinburgh International Airport, BAA Plc, London City Airport, East Midlands Airport, BAA Aberdeen Airport, Cambridge City Airport, Newcastle International Airport, London Southend Airport, Newquay Cornwall Airport, The Mall Arndale, Port of Bristol, SAS Hotels, Kettering Borough Council, Lanarkshire Council
Developers	Segro, Westfield Shoppingtowns Ltd, Royal London Asset Management, Dandara Ltd, Hammerson UK Properties, Ask Developments Ltd, Henderson Global Investors
Main Contractors	Kier Group, Vinci Construction, Sir Robert McAlpine, Laing O'Rourke Construction, Galliford Try Plc, Interserve Project Services, Bovis Lend Lease, Carillion Plc, Balfour Beatty Construction, Bouygues UK, Willmott Dixon Construction, Amec, Wates Group, Taylor Woodrow Construction, Morgan Ashurst, Costain Group PLC, RG Group, BAM Construction, Marshall Construction, Osborne Ltd, Skanska UK, Kier Western
Engineering & Property Management	Jacobs Babbie, Davis Langdon LLP, Faithfull & Gould, Mouchel Group, Buro Happold, Gardiner & Theobald, WSP Group, MDA Associates, TPS Consult, Qudos Consulting, Jackson Coles, Schal, JN Bentley, Arcadis AYH, Emcor Facilities Services, King Sturge
Civil Engineering	Amey, Morgan Est Plc, Lafarge Aggregates Ltd, Brise Civils, Enterprise Mouchel, Hochtief, Balfour Beatty Civil Engineering, Breheney J Contractors Ltd, D Morgan Plc, Mitchellson Civil Engineering, Ringway, Bardon Contracting, Dew Construction, FJ Goodwin & Sons