



Case studies

Construction • Property • Building Services • Environmental

Client

Sembcorp Utilities - Protection

Company Overview

Sembcorp UK's Protection business provides Integrated Emergency Management solutions designed to help companies protect their business and safeguard their assets

Target Sectors

Oil & Gas, Chemical, Manufacturing, Pharmaceuticals, Food & Beverage, Logistics, Utilities, Other

Targeting Approach

- End User Clients

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 [Sembcorp Utilities Protection](#) website

Sample of Opportunities Created

Target Area	Client Engagements
Oil & Gas	Shell UK Exploration & Production, BP Oil UK Ltd, Esso Petroleum Co. Ltd, Chevron Texaco Ltd, ConocoPhillips UK Ltd, Exxon Mobil UK Ltd, Texaco UK Ltd, BP Exploration Operating Co., GB Oils Ltd, Topaz Energy Ltd, Total UK Ltd, OMV Ltd, Tedcastles Oil Products, Calor Gas Ireland, Bord Gais Networks, Cawoods Ltd, Baker Petrolite Ltd, Petroplus Ltd, Rix Petroleum Limited, South Hook LNG Terminal, Shell UK Oil Products
Chemical	Huntsman Europe Ltd, BASF Plc, Colorcon Ltd, Invista UK Ltd, Nippon Gohsei, Clariant UK Ltd, Rhodia UK Ltd, Rohm & Haas Europe Ltd, Yara Industrial Ltd, Solutia UK, Croda Europe, Chemtura, Cabot Carbon, Thor Specialties UK Ltd, British Vita Plc, Fosroc Ltd, Fisher Scientific UK, Goulding Chemicals, AP Chemicals, Ineos Chlor, Kemira, Exchem Plc, Sigma Aldrich, Nufarm Ltd, Baxenden Chemicals, Sevalco, Scott Bader UK

Food & Beverage	Unilever Bestfoods Ltd, Premier Foods Ltd, Tetleys GB Ltd, Cadbury PLC, HJ Heinz Co, Constellation Europe Plc, Cadbury Trebor Bassett, Nestle UK Ltd, Coca Cola Enterprises, ESB, Carlsberg UK, Molson Coors, Robert Wiseman Diaries Plc, Beam Global UK Ltd, Bakkavor Foods Ltd, Vion Food Group, InBev UK, Diageo Plc, Lothian Distillers UK Ltd
Manufacturing	BAE Systems Advanced Technology, BAE Land Systems, Tate & Lyle Plc, Corus UK, Rolls Royce, Airbus UK, BAE Systems CS&S Naval, Kronospan, DSF Refractory & Minerals Ltd, Leighs Paints, EnerSys Newport, Argent Energy Ltd, John Dewar & Sons, Givauden, Constellation Europe Ltd, Alcan Smelting & Power UK, Fluorocarbon Co Ltd, Alcan Aluminium UK Ltd, Encocam UK Ltd, Becker Acroma, Chemring Countermeasures
Pharmaceuticals	Astra Zeneca, Pfizer Pharmaceuticals, Lonza Biologics Plc, 3M Healthcare, Convatec UK, Galen Pharmaceuticals, Protherics UK Ltd, Millipore UK, Pharmaserve, Eli Lilly, Thornton & Ross Ltd, Universal Products Manufacturing, Sanofi-Synthelabo, Unilever UK Ltd, DDD Group, Shasun Pharma Solutions, Britannia Pharmaceuticals Ltd, Novozymes Biopharma, Bepak Europe Ltd, Actavis Ltd, Schering Plough, Almac Pharma Services, GRI Group
Other	E.ON UK Plc, EDF Energy, Ministry of Defence Estates, DHL Global Business Services, Tibbett & Britten Group, Veolia Environmental Services Group, Anglian Water Services, South East Water Co Plc, United Utilities Plc, Shannon Foyes Port Company, Siemens, HazChem Network, Wm Morrison Plc, Biffa Waste Services, Manchester Airport Plc, Glasgow Prestwick International Airport, Stena Line Ltd, Associated British Ports, Amec