



Case studies

Construction • Property • Building Services • Environmental

Client

Thames Valley Controls (TVC)

Company Overview

TVC is part of the Dewhurst Group PLC and provide lift-monitoring solutions

Target Sectors

Social Housing, Education, Local Government, Commercial Office

Targeting Approach

- End User Clients
- Supply Chain & Associated 3rd Parties

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 [TVC](#) website

Sample of Opportunities Created

Target Area	Client Engagements
Local Authorities	Bournemouth Borough Council, Milton Keynes Borough Council, Essex County Council, Buckinghamshire County Council, Suffolk County Council, Hampshire County Council, Preston Borough Council, Warwickshire County Council, Rochdale Metropolitan Borough Council, Middlesbrough Borough Council, Basildon District council, Stockton-on-Tees Borough Council, Hillingdon Borough Council, Barking & Dagenham Borough Council
Housing Associations	Stadium Housing Group, Hanover Housing Association, Cheviot Housing Association, Shaftesbury Housing Association, Harvest Response, Weaver Vale Housing Trust, Family Housing Association, Southern Housing Group, Hillingdon Homes, Twin Valley Homes, Elmbridge Housing Trust, Walsall Housing Group, Metropolitan Housing Trust, Sunderland Housing Group, Family Mosaic, Quest Housing Association, Metropolitan Housing Group
Education	Cambridge University, Leeds Metropolitan University, University of Brighton, University of Bath, Aston University, The Open University, University of Central Lancashire, Queen Mary University of London, Liverpool John Moores University, Anglia Ruskin University



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Property & Facilities Management	Cheval Property Management, Wessex Property Services, The Mall Corporation, Lambert Smith Hampton, Innes England, Eddisons Commercial, HS Facilities Management, McBains Cooper Property Ltd, Mayfield Services, Mowlem Technical Services, Honeywell
Other	St Martins Property Corporation, Capital & Counties, Jacobs Engineering Group Ltd, Parkman Ltd, Operon, Artesian Property Partnership, Sealy & Associates, Chapman Bathurst Partnership, AJD Design Partnership, Jenks Associates, Mitie Engineering Services, Willis Group Ltd, Trinity Mirror Group, BHS Plc, Airbus Ltd, Cadbury UK Plc