



## Case studies

Construction • Property • Building Services • Environmental

### Client

#### ThyssenKrupp Elevator UK

### Company Overview

ThyssenKrupp Elevator is one of the World's leading elevator companies.

### Target Sectors

Retail, Further Education, Healthcare, Hotels, Banking & Finance, Local Authorities, Commercial Office, Social Housing, Property & Facility Management

### Targeting Approach

- End User Clients
- Property & Facility Management Companies

### Services Provided

- Opportunity Creation & Appointment Setting: Introductory/Strategic/Requirement Specific
- Contract Identification & Tracking
- Business Intelligence & Customer Specific Qualification

### Links

To see the testimonial please click [here](#) or visit the [ThyssenKrupp Elevator](#) website

### Sample of Opportunities Created

Target Area	Client Engagements
Retail	BAA Retail Plc, HSBC Group Property, John Lewis Plc, Debenhams Retail Plc, Tesco Stores Ltd, Sainsburys Supermarkets Ltd, Asda Stores Ltd, WHSmith Plc, JD Sports Ltd, Selfridges, Harrods, Woolworths Group Plc, MFI Furniture Centres Ltd, Habitat UK Ltd, BHS Plc, Courts Plc, Iceland, Lidl Group UK, Sears Group Property, Matalan
Education	Oxford University, Imperial College London, London Metropolitan University, The Open University, Middlesex University, Royal Holloway University, University of Greenwich, University of London, Imperial College of Medicine, Royal College of Surgeons, Buckinghamshire New University, Hertfordshire University, University of Southampton
Healthcare	BUPA Group Properties, Royal Marsden NHS Trust, Sutton & Merton PCT, Milton Keynes NHS Trust, Ealing PCT, Camden PCT, Surrey PCT, Bristol Healthcare NHS Trust, Newham NHS Trust, Oxfordshire NHS Trust, Whipps Cross University Hospital, Bedford Hospital NHS Trust, Moorfields Eye Hospital, Surrey & Hampshire Borders NHS Trust

Hotels	Holiday Inn Hotel Group, Marriott Hotels, The Ritz London, Hilton Group Plc, Crown Plaza Hotels, Radisson Edwardian Hotels, Meridian Hotels, Clarion Hotels, Travelodge Hotels, Great Eastern Hotels, Quality Hotels, Jolly Hotels, , Sheraton Park Tower Hotel, Butlins, Wyndham Hotels, Bonnington in Bloomsbury Hotel, Millenium Hotel Gloucester
Commercial Office	HSBC, Merrill Lynch International, Investec Bank, ABN Amro, Deutsche Bank AG, Barclays Group, Bank of Montreal, Allied Irish Bank, Morgan Stanley, ING Bank, BDO Stoy Hayward, Grant Thornton, Invesco Perpetual Plc, Deloitte & Touche, Clyde & Co, Trinity Mirror Group, Exxon Mobil, BAE Systems, AstraZeneca, Axa SunLife, Inmarsat
Property/Facilities Management	Ecovert FM, Modus Group, Norland Managed Services, Carillion PME, Broadgate Estates, Emcor Facilities Services, Mitie FM, Landmark FM, Cooper Martin, Prime Estates, Colliers CRE, Platinum FM, Dexter Brown Ltd, Sears Group, Cedar Harp, Blair Estates Ltd, Kenningtons, Nelson Bakewell, Amey Business Services, Johnson Controls, Monteray Ltd
Local Authority	Hounslow BC, Islington BC, Hackney BC, Barnet BC, Merton BC, Greenwich BC, Milton Keynes BC, Enfield BC, Hillingdon BC, Bromley BC, Croydon BC, Haringey BC, Gloucestershire CC, Salisbury DC, Islington BC, Greenwich BC, Bromley BC, Coventry CC, Tewkesbury BC, Northamptonshire CC, Stroud DC, Oxford CC, Surrey CC
Housing Associations	Hanover Housing Association, Shaftesbury Housing Association, Peveral Management Services, Springboard Housing Association, Presentation Housing Association, Industrial Dwellings Society, Hanover Property Management, Central & Cecil Housing Trust, Southern Housing Group, Walsall Housing Group, Wandle Housing Association
Other	St Mowden Properties Plc, St Martin Property Corporation, The Mall Corporation, Peer Group Plc, London City Airport, Royal National Theatre, Tate Modern, Metropolitan Police Headquarters, Whitbread Plc, Luminar leisure, HM Prisons, Ministry of Defence Estates