



Case studies

Construction • Property • Building Services • Environmental

Client

Trend Control Systems

Company Overview

Trend is one of Europe’s leading manufacturers of building management systems

Target Sectors

Commercial Office, Shopping Centres, Further Education, Government, Other

Targeting Approach

- End User Clients
- Property & Facility Management Companies

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 [Trend Control Systems](#) website

Sample of Opportunities Created

Target Area	Client Engagements
Commercial Office	AXA Equity & Law, Canada Life Assurance, Abn Amro Bank NV, RBS Group, Clyde & Co, Goldman Sachs, Dresdner Kleinwort Benson, Freshfields Bruckhaus Deringer, Credit Agricole Indosuez, EDF Energy, Barlow Lyde & Gilbert, EMI Group PLC, Gissings Ltd, Bloomsbury Publishing PLC, Association of British Insurers, Global Asset Management, Estee Lauder, Cancer Research UK, Gerling UK, Associated Newspapers, Clarins, Calyon Corporation Investment Banking, Department for Education & Skills, Department for Culture Media & Sport, Australian High Commission, Confederation of British Industry, Fletcher Priest, English Tourism Council, London Fire & Emergency Planning Authority
Other Clients	British Land Plc, St Martin Property Corporation, Bupa Group Property Ltd, Carlton Tower, Buckingham Palace, Brent Cross Shopping Centre, Dullwich College, City University London, Birbeck College, Courtauld Institute of Art Gallery, Commonwealth Club



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Property & Facilities Management	CB Richard Ellis, FDP Savills, Planned Maintenance Engineering PME, Mitie Maintenance Emtor, Norland Managed Services, Balfour Beatty Engineering Services, Drivers Jonas, Covian Limited, The Mall Corporation, EFM, Ashcroft Estates Management, Hockley Building Services, Gratte Brothers, Arab Investment Company, TargetFollow Group
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