



Client

Trilux Lighting

Company Overview

Trilux is a leading manufacturer and supplier of high quality lighting solutions for multiple markets throughout Europe

Target Sectors

Education, Healthcare

Targeting Approach

- End User Clients
- Key Specification Influencers: Consulting Engineers, Architects, Main Contractors, M&E Contractors

Services Provided

- Opportunity Creation & Appointment Setting: Introductory/Project Specific/Strategic/CPD
- Project Identification & Tracking
- Major Projects
- Business Intelligence & Customer Specific Qualification

Links

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

Sample of Opportunities Created

Target Area	Client Engagements
Higher Education	University of Brighton, University of Teeside, University of Reading, Napier University, Manchester Metropolitan University, University of Sunderland, University of Chester, Amersham & Wycombe University, Leeds University, Middlesex University, Rotherham College of Arts & Technology, Imperial College London, Leicester College, Barnsley College, West Nottinghamshire College, Dartford College, City Technology College
BSF	Luton, Nottingham, South Tyneside & Gateshead, Manchester, Durham, Leicester, Hull, Liverpool, Sandwell, Derbyshire, Islington, Bradford, Lambeth, Blackburn & Darwen, Kent, North Lincolnshire, Tower Hamlets, Hartlepool, Coventry, Haringey, Blackpool, Barnsley, Lancashire, Middlesbrough, Peterborough, Ealing, Newcastle Upon Tyne, Wandsworth

Academies & PCP	Oldham, Hampshire, Middlesborough, Cornwall, Southampton, Walsall, Kettering, Wirral, Bournemouth & Poole, Staffordshire, Gloucestershire, Northamptonshire, Kirklees, West Sussex, Redbridge, Southampton, Hampshire, Buckinghamshire, Nottingham, Manchester
Schools & Frameworks	Milton Keynes Council, Cambridge County Council, Cheshire County Council, Neath Port Talbot Council, Hampshire County Council, Essex County Council, Kettering Borough Council, Suffolk County Council, Hertfordshire County Council, York City Council, Nottingham City Council, Southampton City Council, Walsall Metropolitan Borough Council
Consulting Engineers	Faber Maunsell, Couch Perry & Wilkes, Mott MacDonald, White Young Green, Aecom, Arup, Hoare Lee & Partners, Cundall Johnston & Partners, Waterman Group, Gifford, DSSR, Hulley & Kirkwood, RPS Gregory, Lorne Stewart, Fulcrum Consulting, Nimbus Rose, Scott Wilson Group Plc, Capita Symonds, GDM Partnership, Hurley Palmer & Flatt, Halcrow Yolles, Troup Bywaters & Anders, Imtech Meica Building Services, EDCM Consulting, Henderson Green, Parsons Brinkerhoff, Elementa Consulting, Operon
Architects	Building Design Partnership, Capita Percy Thomas, Architecture PLB, Capita Architecture, Lovelock Mitchell & Partners, Feilden & Mawson, HKS, Halliday Clark, Austin Smith Lord, CPMG, Jefferson Sheard Ltd, Bond Bryan Architects, EWA Ellis Williams Architects
Main Contractors	Laing O'Rourke, Carillion Plc, Miller Construction, Balfour Beatty Construction, Costain, Bovis Lend Lease, BAM Construction, ROK Group, Shepherd Construction Ltd, Skanska, Galliford Try Plc, Mace Limited, Vinci Construction, Mansell Construction, Bouygues UK, Thomas Sinden Construction, Willmot Dixon Construction, Interserve Strategic Projects
M&E Contractors	Balfour Kilpatrick, NG Bailey & Co, Spie Matthew Hall, Mitie Engineering Services, EIC Ltd Balfour Beatty Engineering Services, Crown House Engineering, Shepherd Engineering Services, Derry Building Services, Baudelaire, GWE Smith & Sons, Rotary North West, Lorne Stewart, CA Sothers, Beale & Cole, Dodd Group, Imtech Aqua Ltd, Morgan Cass