



## Case studies

Construction • Property • Building Services • Environmental

### Client

Trimo UK

### Company Overview

Trimo UK is a Slovenian based manufacturer of Trimoterm fireproof rock-fibre panels for use in construction projects in multiple market sectors.

### Target Sectors

Retail, Commercial, Education, Healthcare, Leisure, Industrial, Residential, Transport, Supply Chain

### Targeting Approach

- End User Clients
- Key Specification Influencers: Architects, Main Contractors, Consultants

### Services Provided

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

### Links

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

### Sample of Opportunities Created

Target Area	Client Engagements
Architects	Foster & Partners, Aedas, Building Design Partnership, Broadway Malyan Ltd, Sheppard Robson, Reid Architecture, Benoy Ltd, Sidell Gibson Partnership, RMJM, Michael Laird Architects, Hadfield Cawkwell Davidson, Boyes Rees Architects, Austin Smith Lord, Feilden & Mawson, Scott Brownrigg, Aukett Fitzroy Robinson, DLA Design Group, Make Architects, Wilkinson Eyre Architects, Allies & Morrison Ltd, ESA Architects, Black Architecture, 20/20 Liverpool, Faulkner Brown, Kohn Pederson Fox, Avanti Architects
Main Contractors	Carillion Construction, Kier North West, Willmott Dixon Construction, Interserve, BAM Construction, Sir Robert McAlpine, Laing O'Rourke Construction, Mace, Morgan Ashurst, RokBuild, Kier Western, Vinci Construction, Bouygues UK, ISG, Wates Group, Leadbitter Construction, Galliford Try Plc, GB Building Solutions, Bowmer & Kirkland, Dean & Dyball, Ardmore Construction, McLaren Construction, Shepherd Construction, Miller Construction, Morgan Sindall Group, Mansell Plc, Midas Construction, Simons Construction



**T: 01604 881414**  
**E: [info@resultsglobal.com](mailto:info@resultsglobal.com)**  
**W: [www.resultsglobal.com](http://www.resultsglobal.com)**

End Users	Tesco Stores Ltd, ASDA Stores Ltd, Sainsbury's Supermarkets Ltd, John Lewis Plc, Marks & Spencer PLC, Audi UK, IKEA Stores Ltd, Carmarthenshire NHS Trust, Gateshead Hospital NHS Foundation Trust, Leicester Hospitals NHS Trust, Sandwell Metropolitan Borough Council, Lambeth Borough Council, Staffordshire County Council
Other	Westfield Shoppingtowns, Dandara, Express Park Development Co., Faithful & Gould, Davis Langdon LLP, Bovis Lend Lease Project Management, Mouchel Parkman, Jacobs Babbie, Babcock, PKL Group, Stride Treglown, Babcock SGI, Bechtel Ltd, WS Atkins Plc, TPS Consult, Scott Wilson Group, Jacobs Engineering Group, Ashgate Roofing Systems