



Case studies

Construction • Property • Building Services • Environmental

Client

Tyco Fire & Integrated Solutions

Company Overview

Tyco FIS is a market leading provider of fire, safety & control systems to multiple market sectors.

Target Sectors

Retail, High Street Banking, Other

Targeting Approach

- End User Clients
- Facilities & Property 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 [Tyco FiS](#) website

Sample of Opportunities Created

Target Area	Client Engagements
Retail	Arcadia Group, Harvey Nicholls, Debenhams Retail Plc, House of Fraser, Next Plc, IKEA John Lewis Plc, Boots Properties Ltd, The Co-operative Group, Wyevale Garden Centres, Musgrave Budgen Londis, HMV Group, Aldi Stores Ltd, Martin McColl Ltd, BP Retail UK, Hamleys, Signet Group, The Walt Disney Company, Rymans, Maplins Electronics, B&Q, River Island Clothing Co, Dreams Plc, Home Retail Group Plc, Mamas & Papas, Argos Ltd Lloyds Pharmacy, William Hill, Goldsmiths Group Plc, BodyShop International Plc, KFC, Topps Tiles, Furniture Village, Booker Cash & Carry, Chiquitos, Dobbies Garden Centres, Esquires Coffee Houses, Superdrug, The Works Retail Ltd, SCS Upholstery, Moss Bros, , Sports Direct International Plc, Rymans, Ernest Jones, Blacks Leisure Group, Burberry Ltd
High Street Banking	Lloyds TSB, HSBC Group Property, Yorkshire Building Society, Chelsea Building Society, Cambridge Building Society, Leeds Building Society, Allied Irish Bank, Cumberland Building Society, Clydesdale Bank Plc, Darlington Building Society

Shopping Centres	Bluewater Shopping Centre, Baytree Centre, Hanforth Dean Shopping Centre, The Core, Wayfarers Arcade, Altrincham Shopping Centre, Beechwood Place Shopping Centre, The Glades Shopping Centre, The Paisley Centre, Burns Shopping Mall, Victoria Centre, Forum Shopping Centre, Galleries Shopping Centre, Forge Shopping Centre, Hounds Hill Chopping Centre, Broad Street Mall, Crowngate Shopping Centre, Grays Shopping Centre Chapelfield, Churchill Square Shopping Centre, Hill Street Centre, Westfield Derby
Other Clients	Radisson Edwardian Hotel Group, Express by Holiday Inn, Hyatt Regency London, Holliday Inn Hotels, Thistle London Heathrow Hotel, DeVere Hotels Group, BT Monterey, The Rank Group Plc, Amethyst Group, Canute Group Ltd, Cert Octavian Plc, Agility Logistics, The Mall Corporation, Roadchef Motorways Ltd, Andaz Hotel Liverpool Street
Facilities & Property Management	Taylor Woodrow Facilities Management, Cofley GDF Suez, Hayden Group Ltd, Inviron, GSH Group, Norland Managed Services, Emcor UK, Maintenance Management Ltd, Dalkia Energy & Technical Services, Honeywell FM, Combined Energy Solutions, Integral, Acuity Management Solutions, Bidwells, SGP Property & Facilities Management, 365 On Demand Solutions, Cosmo Facilities Management, Connected FM, Noble Harris, SMG Europe, TargetFollow Group, Maintenance Management Ltd, Facilities Services Group