



**Client**

**Waco UK**

**Company Overview**

Waco UK is a leading manufacturer of steel framed modular building solutions for multiple market sectors

**Target Sectors**

- Education: Further Education, Schools (inc. BSF/Primary Capital Programme/Academies/Sure Start)
- Healthcare: Includes PFI, Procure21, NHS Lift
- Custodial, Commercial, Social Accommodation, Other

**Targeting Approach**

Primary route to market is via main contractors and other construction sector organisations however there is a significant amount of end user contact, particularly in the education, healthcare and custodial sectors.

**Services Provided**

- Opportunity Creation & Appointment Setting: Introductory/Project Specific/Strategic
- Project Identification & Tracking
- Key Account Development
- Market Research
- Business Intelligence & Customer Specific Qualification

**Links**

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

**Sample of Opportunities Created**

Target Area	Client Engagements
Key Account Profiling/Development	Bovis Lend Lease, Taylor Woodrow Construction, Costain, Willmott Dixon Group, Bluestone, Mace Limited, Davis Langdon LLP, GlaxoSmithKline, AstraZeneca
Main Contractors	Bovis Lend Lease, Laing O'Rourke, Balfour Beatty Construction, Costain Group Plc, Interserve Project Services, Vinci Construction, Mansell Plc, Willmott Dixon Group, RG Carter Group, Kier Group, Skanska, BAM Construction, Bouygues UK, Morgan Sindall Mace, ISG Interior/Exterior, Provian Construction, Carillion Construction, Leadbitter Construction, Osborne, Bowmer & Kirkland, Sir Robert McAlpine, GB Building Solutions

BSF	Kent, Leeds, Bristol, Barking & Dagenham, Liverpool, Middlesbrough, Bradford, Durham, Waltham Forest, Sandwell, Tower Hamlets, Knowsley, Islington, Haringey, Derbyshire, Barnsley, Southwark, Lewisham, Essex, Hull, Greenwich, Sheffield, Salford, Rochdale
Primary Capital Programme	Devon, Kingston Upon Thames, Bradford, Richmond, Liverpool, Leicester, Kingston Upon Hull, Middlesbrough, Hertfordshire, Redcar & Cleveland, Dorset, Portsmouth, Newham, Wolverhampton, Walsall, Hampshire, Redbridge, Hackney, Darlington, Barnet
Further Education	St. Georges University London, University College Northampton, University of Newcastle, Cardiff University, University of Reading, DeMontfort University, Exeter University, Sheffield Hallam University, University of Portsmouth, Kings College London, Royal Holloway University of London, Nottingham Trent University, University of Essex, University of Teeside, University of Lancaster, Preston University, Coventry University
Healthcare	Bradford Teaching Hospitals NHS Foundation Trust, Leicestershire Partnership NHS Trust, Royal Brompton & Harefield NHS Trust Dudley Hospitals NHS Trust, Oxford Hospitals NHS Trust, Trafford Healthcare NHS Trust, Norfolk & Norwich University Hospital NHS Trust, Heywood Middleton & Rochdale PCT, Birmingham PCT, South Tyneside PCT, National Orthopaedic Hospital NHS Trust, Mid Cheshire Hospitals NHS Trust, Camden PCT, Derbyshire County PCT, Leicester City PCT, South Tyneside PCT
Custodial	HM Court Services, Metropolitan Police, Greater Manchester Police, Dyfed-Powys Police, South Wales Police, Tayside Police, Derbyshire Police HQ, Lincolnshire Police, Avon & Sommerset Police Authority, Dorset Police HQ, Pocklington Police Station, Warwickshire Police, Northamptonshire Police, North Yorkshire Police HQ, Tayside Police, Nottinghamshire Police HQ, West Yorkshire Police, Lancashire Police HQ
Local Authorities	Profiled every local authority in England with a view to identifying framework opportunities and becoming approved suppliers
Architects	Atkins, Wilkinson Eyre Architects, DLA Design Group, 20/20 Liverpool, Aedas, Mcbains Cooper, Austin Smith Lord, Ian Belsham Associates, CTM Architects, HKS, Nightingale Associates, GSS Architecture, BBLB Architects, Meadowcroft Griffin, AFL Architects, Hunter & Partners, Boswell Mitchell & Johnston, Architects Design Partnership LLP, The Jesmond Group Ltd, LSI Architects LLP, Space Architecture, RMJM, Archial Group Plc
Other	Network Rail, Sellafields, Turner & Townsend, EC Harris, Davis Langdon LLP, Keegans, Mouchel, Edmond Shipway, Cyril Sweet, Gardiner & Theobald, Mitie Property Services, Capita Symonds, Huntley Cartwright, Frankham Consultancy Group, NPS Group, Tuffin Ferraby & Taylor, MF Projects Ltd, Altus Andrews, Jacobs Engineering Group