



## Case studies

Construction • Property • Building Services • Environmental

### Client

Wavin UK

### Company Overview

OSMA is the leading water management and drainage systems brand from Wavin for the Building, Construction and Utilities markets in the UK

### Target Sectors

- Civil Engineering & Construction Projects

### Targeting Approach

- Key Specification Influencers
- Civil Engineering Contractors

### Services Provided

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

### Links

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

### Sample of Opportunities Created

Target Area	Client Engagements
Main Contractors	Balfour Beatty Construction, Sir Robert McAlpine, Carillion Plc, Laing O'Rourke, Bowmer & Kirkland Ltd, Norwest Holst Construction, Kier Group, BAM Construction, Kier Northwest, Dyer & Butler Ltd, Simons Construction Ltd, Morrison Construction, Bluestone PLC, Amec Group Ltd, Interserve, Kier Western, Allenbuild, Vinci Construction, RokBuild, RG Group Ltd, Morgan Ashurst, Mansell Ltd, Leadbitter Construction, John Sisk & Son, ISG Jackson
Civil Engineering Contractors	Clancy Docwra, Babtie Group, Breheny J Contractors Ltd, Carey Group PLC, Brock PLC, Jackson Civil Engineering, Dawnus Ltd, Skanska Civil Engineering, Frontline Construction, First Nuttall, Protek Construction Ltd, MTM Construction, Eastway Construction Ltd, RJT Ltd, J Murphy & Sons, Natta Building Co., Rouse Civil Engineering, Michael Cleator Ltd

Ground Workers	Ground Developments Ltd, Shoreland Projects, Bethells Construction, Lancashire Groundworks, Combined Plant Services, Reigill CEC Ltd, Northfield Construction Ltd, Wyman Groundworks Ltd, Lindum Construction Ltd, Ground Construction Ltd, SMS Groundworks, A&A Groundworks, GPR Groundworks Ltd, A D Bly, Lindum Construction
Developers & Consultants	Dandara, Westfield Shoppingtowns, West Properties, David McLean Homes, Aedas, Building Design Partnership, Wilkinson Eyre Architects, Lifschutz Davidson Sandilands, White Young Green, Capita Symonds, Mott Macdonald Ltd, Jacobs Engineering Group, Arup, Faber Maunsell, Buro Happold, Norman Disney & Young, Davis Langdon LLP