



**Client**

**Kingspan Insulated Panels**

**Company Overview**

Kingspan Insulated Panels is a global leader in the design and manufacture of high quality roof, wall and façade systems for the construction industry.

**Target Sectors**

Education & Associated Frameworks, Other

**Targeting Approach**

- Key Specifier Groups: Architects & Main Contractors

**Services Provided**

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

**Links**

To see the testimonial please click [here](#) or visit the [Kingspan Insulated Panels](#) website

**Key Engagements**

Target Area	Client Engagements
Main Contractors	Balfour Beatty Construction, BAM Construct, Carillion Plc, Bovis Lend Lease, Galliford Try, Interserve, Morgan Ashurst, Laing O'Rourke, Kier Group, Sir Robert McAlpine, Skanska, Bowmer & Kirkland, Willmott Dixon Construction, Costain, Vinci Construction, Allenbuild, Ardmore Construction, Wates Group, Miller Construction, Midas Construction, Mace Ltd, McLaren Construction, Bouygues UK, Mouchel, ISG InteriorExterior, Simons Construction, Shepherd Construction, GB Building Solution, Osborne Ltd, May Gurney, Inspired Spaces
Architects	Building Design Partnership, Ryder Architecture, Race Cottam Associates, Aedas, RMJM, Broadway Malyan, Halliday Clark, HLM Architects, Devereux Architects, Taylor Young, Bundred & Goode, Capita Architecture, EWA Ellis Williams Architects, JM Architects, Boswell Mitchell & Johnston, Allies & Morrison, Nightingale Associates, Astam GBC, Leach Rhodes Walker, Allan Murray Architects, DLA Freeman White Healthcare Architects

**Client**

**Armstrong Floor Products**

**Company Overview**

Armstrong is one of Europe’s leading manufacturers of resilient flooring solutions supplied to multiple market sectors.

**Target Sectors**

Commercial, Retail, Healthcare & Education

**Targeting Approach**

- End User Clients
- Key Specifier Groups: Architects & Main Contractors

**Services Provided**

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

**Links**

To see the testimonial please click [here](#) or visit the [Armstrong Floor Products](#) website

**Key Engagements**

Target Area	Client Engagements
Retail	Debenhams Retail Plc, Marks & Spencer Plc, John Lewis Plc, House of Fraser, BAA Plc, Tesco Stores Ltd, Asda Stores Ltd, JD Sports, WHSmith Plc, BHS Plc, Ikea Ltd, Boots Plc, Mothercare Plc, T-Mobile Retail, Matalan, Specsavers, HMV UK, Vodafone Ltd, TK Maxx, Cineworld, JD Sports, Homebase, B&Q Plc, Blockbuster Entertainment Ltd, William Hill, River Island, Waitrose Stores, Thomas Cook Travel Group, Home Retail Group, Stanley Casinos, Whitbread Plc, McDonalds Restaurants Ltd, Lloyds TSB, HSBC, RBS Group
Architects	Building Design Partnership, Atkins Design Solutions, Scott Brownrigg, DLA Design Group, Race Cottam Architect, RPS Design, Levitt Bernstein & Associates, Austin Smith Lord, Aukett Fitzroy Robinson, Aedas, 20/20 Liverpool, Black Architecture, Benoy Ltd, Capita Percy Thomas, Anshen & Allen, Broadway Malyan, Bond Bryan Partnership, HOK International, Wilkinson Eyre Architects, McBains Cooper
Main Contractors	Balfour Beatty Construction, Sir Robert McAlpine, Willmott Dixon Group, Costain Plc, Bluestone Plc, Kier London, Shepherd Construction, Galliford Try, ISG Interior Exterior, Interserve Project Services, BAM Construction, Bowmer & Kirkland, Carillion Plc, Bouygues, GB Solutions Ltd, Osborne Ltd, Vinci Construction, Miller Construction, Ardmore Construction, Carillion Plc, Morgan Sindall Group, Skanska UK



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**Client**

**Eaton Williams Group**

**Company Overview**

Eaton Williams Group is a leading manufacturer of air conditioning and climate control solutions for multiple market sectors. Eaton Williams Group brands include Colman Moducel, Vapac, Qualitair, Edenaire, EWPC and Cubit.

**Target Sectors**

Commercial, Industrial, Technology, Manufacturing, Healthcare, Banking & Finance, Education, Other

**Targeting Approach**

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

**Services Provided**

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

**Links**

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

**Key Engagements**

Target Area	Client Engagements
Consulting Engineers	Max Fordham LLP, WSP Group, Hilson Moran Partnership, Ramboll Whitbybird, Arup, Ove Arup & Partners, Cundall Johnson & Partners, Sir Frederick Snow & Partner, Aecom, Parsons Brinkerhoff, Atelier Ten, Foreman Roberts, Fulcrum Consulting, RPS Gregory, Hoare Lea & Partners, Troup Bywaters & Anders, Elementa Consulting, Waterman Group, FHP Consulting Engineers, Hulley & Kirkwood, Jacobs Babbie, Gifford & Partners, PBA
Architects	Building Design Partnership, Capita Percy Thomas, Arup Associates, Foster & Partners, Foggo Associates, Woods Bagot, Pick Everard, 20/20 Liverpool, TP Bennett, Takenaka, ESA Architects, Beaumont & Cowling Architects, RMJM Scotland, Archer Architects
Main Contractors	Bouygues UK, Laing O'Rourke, BAM Construction, Skanska, Willmott Dixon Group, Carillion Plc, Kier Group, Amec Capital Projects, Miller Construction, Mansell Construction Ltd, John Sisk & Son Ltd, Morgan Ashurst, Morgan Sindall Group, Interserve Project Services, Mace Ltd, Ardmore Construction Ltd, Osborne Ltd, Nuttall Hynes, RG Group
M&E Contractors	NG Bailey, Crown House Technologies, Balfour Kilpatrick, Mitie Engineering Services, Spie Matthew Hall, Haden Young, Skanska Rashleigh Weatherfoil, Operon, Airedale M&E, Inviron, ABS London Ltd, EIC Ltd, Carter Synergy, Mala Engineering Ltd, Intoheat Ltd, Aqua Mechanical Services, SIAS Building Services, Norstead Ltd, Rotary Southern Ltd

**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**

- 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

**Key Engagements**

Target Area	Client Engagements
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



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**Client**

**WindowMaster**

**Company Overview**

WindowMaster is a leading developer and provider of automated natural ventilation solutions to multiple market sectors.

**Target Sectors**

Education & Associated Frameworks

**Targeting Approach**

- Key Specification Influencers: Architects, Main Contractors, Consulting Engineers

**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 [WindowMaster](#) website

**Key Engagements**

Target Area	Client Engagements
Architects	Bouygues UK, Building Design Partnership, Cube Design Ltd, Capita Percy Thomas, Scott Brownrigg Turner, EK Architects, Aedas, 20/20 Liverpool, Maber Associates, Atkins, Stride Treglown Ltd, Race Cottam Associates, Ryder HKS, Sheppard Robson, PRP Architects
Consulting Engineers	Ramboll Whitbybird, NG Bailey & Co, Parsons Brinkerhoff, Faarup Associates, WS Atkins, Hoare Lea & Partners, WSP Group, Fulcrum Consulting, GDM Partnership, Max Fordham LLP, Cundall Johnston & Partners, Mouchel, Arup, Couch Perry Wilkes, Faber Maunsell, Mott MacDonald, White Young Green, Gifford LLP, Capita Symonds, Mouchel
Main Contractors	Skanska Bristol Schools JV, Atkins, Galliford Try, Balfour Beatty Construction, Mace Ltd, Leadbitter Construction, Carillion Plc, Willmott Dixon Construction, Interserve, Morgan Ashurst, Bouygues UK, HBG Construction, William Verry, Shepherd Construction, Bowmer & Kirkland, Kier Group, Provian, Thomas Vale Construction, Marriot Construction

**Client**

**Brett Martin Daylight Systems**

**Company Overview**

Brett Martin Daylight Systems is one of the UK’s leading manufacturers and suppliers of roof lights to the commercial markets

**Target Sectors**

Education & Associated Frameworks

**Targeting Approach**

- Key Specification Influencers: Architects & Main Contractors

**Services Provided**

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

**Links**

To see the testimonial please click [here](#) or visit the [Brett Martin Daylight Systems](#) website

**Key Engagements**

Target Area	Client Engagements
Architects	Pick Everard, Building Design Partnership, Bond Bryan Partnership, RMJM, HKS, Aedas, Race Cottam Associates, Ryder Architecture, Nicholas Hare Associates, Architecture PLB, Shepherd Robson, Capita Architecture, Pascall & Watson Architects, Archial Associates, EWA Ellis Williams Architects, Hamilton Associates, HLM Architects, Allies & Morrison Ltd, Cottrell & Vermeulan, JM Architects, Urban Vision Partnership Limited, Capita Symonds
Main Contractors	Balfour Beatty Construction Ltd, BAM Construct, Sir Robert McAlpine, Bovis Lend Lease, Kier Group, Bowmer & Kirkland, ISG InteriorExterior Plc, Vinci Construction, Interserve, Galliford Try Plc, Skanska Bristol Schools JV, Willmott Dixon, Morgan Ashurst, Breyer Group Ltd, Kier Wallis, Bramall Construction, W Stirland Ltd, Cruden Construction, Graham Construction, Shepherd Construction, Provia Construction, Eric Wright Group



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## Client

### Naue Geosynthetics UK

## Company Overview

Naue is a leading provider of products and solutions for all geosynthetic applications

## Target Sectors

Civil Engineering, Construction

## Targeting Approach

- Consulting Engineers

## Services Provided

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

## Links

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

## Key Engagements

Target Area	Client Engagements
Consulting Engineers	Buro Happold, Halcrow Group, Hyder Consulting, Scott Wilson Group Plc, WSP Group, White Young Green, Mott MacDonald, Gifford, Clark Bond Structural Engineering, Aecom WS Atkins Plc, Arup Geotechnics, Balfour Beatty Ground Engineering, Curtins Consulting, Jacobs Engineering Group, Peter Brett Associates, Black & Veatch, SKM Anthony Hunt, Balfour Beatty Civil Engineering, Parsons Brinkerhoff, Mouchel, Golder Associates, Waterman Group, Adams Kara Taylor, Capita Symonds, , RJ Witt Associates, AKS Ward Rushby Brewster, Colin Toms & Partners, JAS Consulting Engineers, Beattie Watkinson Partnership, Bradbrook Consulting, BAM Ritchies, Morgan Professional Services

**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**

- 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

**Key Engagements**

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
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

**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

**Key Engagements**

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, Babbie 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



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**Client**

**CEP Cladding**

**Company Overview**

Part of the CEP Group, CEP Claddings is a manufacturer of cladding solutions for various applications across multiple market sectors

**Target Sectors**

Retail, Commercial, Education, Healthcare, Local Government, Other

**Targeting Approach**

- Key Specification Influencers: Architects & Main 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 [CEP Cladding](#) website

**Key Engagements**

Target Area	Client Engagements
Architects	Aedas, Atkins, Sidell Gibson Partnership, Wilkinson Eyre Architects, Pick Everard, Make Architects, Capita Percy Thomas, Levitt Bernstein Associates, DLA Design Group, Black Architecture Ltd, Maber Associates, Kohn Pederson Fox, Race Cottam Associates, Allies & Morrison Ltd, Jestico & Whiles, Broadway Malyan, Bond Bryan Partnership, Nightingale Associates, Leslie Jones Architects, ESA, Lister Associates, Above & Beyond Architecture
Main Contractors	Bouygues UK, Bovis Lend Lease, Willmott Dixon Construction, Morgan Sindall Group, Balfour Beatty Construction, Wates Group, Mace Ltd, BAM Construction, Laing O'Rourke, Costain, Leadbitter Construction, Morgan Ashurst, RokBuild, ISG Interior Exterior Plc, Bowmer & Kirkland, Kier Group, John Sisk & Son Ltd, Galliford Try, Vinci Construction, May Guerney, Interserve, Miller Construction, Vinci Construction, Carillion Plc



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## Client

### Fire Engineering Associates

#### Company Overview

FEA is a specialist fire engineering consultancy specializing in smoke control solutions

#### Target Sectors

Residential, Student Accommodation, Commercial Office, Healthcare, Retail, Hotel, Mixed Use, Car Parks

#### Targeting Approach

- Key Specification Influencers: Consulting Engineers, Main Contractors, M&E Contractors

#### Services Provided

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

#### Links

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

#### Key Engagements

Target Area	Client Engagements
Consulting Engineers	Arup, Hilson Moran Partnership, Max Fordham LLP, Ryb Konsult, Buro Happold, WSP Group, Atelier Ten, Foreman Roberts, Cundall Johnson & Partners, DSSR, Couch Perry & Wilkes, Faber Maunsell, Blyth & Blyth Consulting, SiCO Consulting, DCL Consulting Engineers, Norman Disney Young, Miller Consulting
M&E Contractors	Skanska Rashleigh Weatherfoil, Briggs & Forrester, Haden Young Ltd, Operon, Balfour Kilpatrick, Crown House Technologies, Mitie Engineering Services, Interserve Project Services, NG Bailey, Robert Prettie, Hilton Building Services, Imtech Aqua Ltd, Barratt Building Services, MJN Colston, Longcross Group, MJM Coulston, Acumen Engineering Services, Balfour Beatty Engineering Services, LJ Monks, Airedale M&E, Lorne Stewart
Main Contractors	Shepherd Construction Ltd, Kier Group, Willmott Dixon Construction, Multiplex UK, Morgan Ashurst, Interserve, Ardmore Construction, John Sisk & Son, Bowmer & Kirkland, Norwest Holst Construction, Weaver PLC, Irwins Ltd, Taylor Woodrow, Brookfield

**Client**

**Cox Building Products**

**Company Overview**

Cox Building Products offer natural light and ventilation solutions to multiple market sectors

**Target Sectors**

Industrial, Commercial, Education, Healthcare, Transport, Local Government, Retail, Leisure

**Targeting Approach**

- Key Specification Influencers
- Roofing Contractors

**Services Provided**

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

**Links**

To see the testimonial please click [here](#) or visit the [Cox Building Products](#) website

**Key Engagements**

Target Area	Client Engagements
Architects	Building Design Partnership, DLA Design Group, Bond Bryan Partnership, RPS Design, Broadway Malyan, Keepie Design, Aedas Architects, Austin Smith Lord, RPS Design, Scott Brownrigg, Devereux & Partners, Calder Peel, Michael Aukett Architects, RJDW, Wilkinson Eyre Architects, Hunter & Partners, 20/20 Liverpool, Aukett Fitzroy Robinson
Main Contractors	BAM Construction, Kier Group, Wates Group, Willmott Dixon Construction, Morgan Ashurst, Skanska UK, Galliford Try Plc, Bouygues UK, Balfour Beatty Construction, Interserve, Walter Lilly, Shepherd Construction, Bovis Lend Lease, Osborne Ltd, Laing O'Rourke, Pochin Construction, Breyer Group, Allenbuild, Carillion Plc
Roofing Contractors	Engaged with a significant number of roofing contractors

**Client**

**Desso**

**Company Overview**

Desso is a leading European manufacturer of high quality textile flooring for commercial applications

**Target Sectors**

Commercial Office

**Targeting Approach**

- End User Clients
- Key Specification Influencers

**Services Provided**

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

**Links**

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

**Key Engagements**

Target Area	Client Engagements
End User – Commercial Office	CitiGroup, HBOS, KPMG, UBS Warburg, Commerzbank AG, Lloyds TSB, Abn Amro, Alliance & Leicester Plc, Royal Bank of Scotland Group Plc, BNP Paribas, British Arab Commercial Bank, Britannia Building Society, Leeds Building Society, AXA Sun Life, Royal Sun Alliance, Phoenix Life Insurance, GlaxoSmithKline, Airbus Ltd, Norwich Union, Aviva, Virgin Mobile, Exxon Mobil Group, Clyde & Co, Hewlett Packard, Cadbury Schweppes Plc, British Aerospace Plc, F&C Asset Management, Civil Aviation Authority, Computacentre,
Architectural & Design	Building Design Partnerships, Foster & Partners, Make Architects, 20/20 Liverpool, Aedas, Capita Percy Thomas, Benoy Ltd, Austin Smith Lord, Fitch Worldwide, Hunter & Partners, Jestico & Whites, Aukett Fitzroy Robinson, Kohn Pederson Fox, DEGW Plc, RMJM, Scott Brownrigg, Devereux & Partners, Levitt Bernstein Associates, Rolf Judd Group, Peldon Rose, Dalziel & Pow Design Consultants, Woods Bagot, Benoy Ltd, DLA Design Group, EPR Architects, Pringle Brandon, Stride Treglown, Sidell Gibson Partnership, HKS



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## Client

### Ward Insulated Panels

#### Company Overview

Ward Insulated Panels is one of the UK's leading manufacturers of metal-faced composite panels for external use on industrial and commercial buildings

#### Targeting Approach

- End User Clients
- Key Specification Influencers: Architects, Main Contractors, Consulting Engineers, Developers

#### Services Provided

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

#### Links

To see the testimonial please click [here](#) or visit the [Ward Insulated Panels](#) website

#### Sample of Opportunities Created

Target Area	Client Engagements
Architects	Aukett Fitzroy Robinson, Keepie Design, Michael Laird Architects, RPS Design, Broadway Malyan, Wilkinson Eyre Architects, Bond Bryan Partnership, Calder Peel, Aukett Fitzroy Robinson, Building Design Partnership, Michael Aukett Architects, ATP Group, Bamber & Reddan, Savage & Chadwick, Faulkner Brown, Aedas, ASE Partnership, RGP Architects, Duco Ltd, Campbell & Arnott Ltd, Holder Mathias Architects, Michael Haskoll Associates
Main Contractors	Carillion Plc, BAM Construction, Interserve, Balfour Beatty Construction, Galliford Try Plc, Costain Plc, Miller Construction, Morgan Ashurst, RG Group, Wates Group, Wates Plc, John Sisk & Son, Adonis Construction, Weaver Plc, Pochin Construction, RokBuild, Bowmer & Kirkland, Midas Construction, Kier Group, Simons Construction, RG Group