

# On-Site Enquiries

Client's Name: **Faber Blinds**

## Client overview

Faber Blinds have over 100 years of experience supplying a comprehensive range of vertical, venetian, roller blinds, awnings, and curtains to suit every environment and situation.

## Target Sectors

Education, Healthcare, Offices, Retail, Public and Leisure projects.

## Key Decision Makers

Contractors, Fit Out Contractors, End Users



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**ENHANCE**   
*consultancy*

## *Enhance services for Faber*

- Project Identification & Tracking through use of Barbour ABI.
- Establish a requirement for Faber Blinds products.
- Obtain the drawings or bill of quantities from the tendering Estimator.
- Track project to contract award stage and ensure Faber have quoted the successful contractor or sub-contractor.

## *Results*

Over the last 4 years Enhance have surpassed all of the enquiry targets and KPI's set out by Faber Blinds.

## *Testimonial*

*"We started using Enhance in September 2009 and have been delighted with the results and enquiries they have generated for our company. Enhance target on-site projects throughout the country and as a result our business with contractors increased to 191% vs. 2009. Projects we have won from Enhance enquiries include a big project at Old Trafford Cricket ground. The money we spend with Enhance is our most effective marketing expenditure as it is focused and is easy to measure the results against"*

## *Sample of recent on-site Contracts, Faber WON through Enhances' services...*

Lancashire County Cricket Club – Morgan Sindall

Christ Church School – Willmott Dixon

West Nottinghamshire College – Bowmer & Kirkland

Coulsden College – Willmott Dixon

Lancaster University, Bowland Building – Create Construction

Andrew Marvell School, Hull BSF – Morgan Sindall