

UK Solar Business

CASE STUDY

We were contacted by a national solar energy business operating in the commercial B2B solar energy market.

They were growing as a result of a successful sales strategy and their installation capacity was projected to come under pressure in the next 9 months.

To this point they were very reluctant to use subcontract services so they could fully control their service to the customer.

Our challenge was to source subcontractors who were MCS, RECC and NAPIT accredited with sufficient capacity and geographical reach to fit our client's operations, with a view to entering a formal arrangement.

This type of project was such that it did not come naturally to the client and was also something of a one off.

The research and business development process was tailored to the client's requirements and their desired levels of involvement.

At the end of the project they were supplied with a detailed report of qualified potential partners for their sales director to engage with at operational level.

It also provided a directory of reliable and qualified contractors for future ad hoc projects.



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