



Company profile

Our client is a business consulting and Technology Research house. They have extensive expertise in satellite and broadband communications and work for both government and private organisations alike.

Campaign objectives

Satellite Technologies are becoming ever more complex, frequently involving a range of technical subject matters. Brittain supports our client with the launch of their new satellite. We have identified several target industry sectors with corresponding business propositions.

It is Brittain's role to explore these market segments; educate the appropriate decision makers and evaluate their individual business cases, before setting appointments for the consulting team. The campaign involves both domestic and international calling and supports a global product and service proposition.

The conversations we have highlight the increasing need for specialists in this area, of which our client has a proven track-record of providing first-rate technical and commercial advice. The meetings we create allow our client to develop business cases; conduct feasibility studies; and identify, develop and implement sustainable solutions to meet the client's operational needs.

Industry sectors

Telecommunications
 Financial
 Oil & Gas
 Intelligent Transport Systems
 MVNO
 Conflict Avoidance

Range of decision makers

Chief Technology Officer
 Finance Director
 Partners
 Head of Strategy
 Director of TMT
 Head of Media & Telecoms

Results

The partnership between Brittain and our client continues to grow into new target sectors. **Opportunities have been secured with a number of high profile companies.**

Europa Partners	Moelis & Company	Goldman Sachs International
3i Group PLC	Gleacher Shacklock LLP	AT&T
Crédit Agricole	Numis Securities	Arma Partners
Royal Bank of Scotland	Citigroup Inc	BNP Paribas
Lincoln International	Banco Santander	Berenberg Bank