

# BUILDING SERVICES

**ESI.info**

Established 1988

## MULTI-CHANNEL MARKETING OPPORTUNITIES

## TO EXTEND YOUR BRAND REACH AND DEVELOP NEW BUSINESS

Whether you want to WIN PROJECTS,  
GET YOUR PRODUCTS SPECIFIED or  
REACH OUT to the most important  
DECISION-MAKERS in the UK,  
you'll find more decisions go in your  
favour when you influence buyers with  
our marketing opportunities.

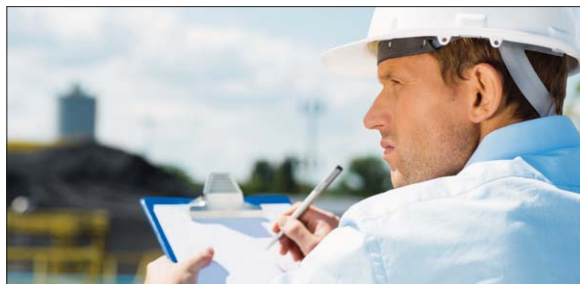
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WIN PROJECTS • GET SPECIFIED • REACH OUT FOR NEW BUSINESS

Our market research team has over 25 years' experience identifying decision-makers in key and complex organisations, including consultants, contractors, government agencies and commercial organisations.

Relationships established over many years give us a huge advantage when identifying key players. People tell us what they're doing, what their interests are and how their organisations are structured. It's a time-consuming process, but it helps us make sure our clients are reaching the decision-makers with the most significant purchasing power.

You can reach and influence our audience through our website, email bulletins, social media platforms and direct marketing services.



We market our clients' expertise to leading designers, specifiers and buyers

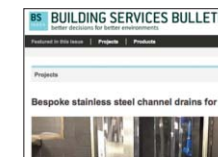
## 16,421 PROFESSIONAL DECISION-MAKERS AND INFLUENCERS IN KEY ORGANISATIONS

<b>CONSULTANTS</b>	<b>9420</b>
Building services / M&E engineers .....	1828
Architects and technologists .....	6847
Surveyors .....	617
Facilities management .....	128
<b>CONTRACTORS</b>	<b>3050</b>
Building services / M&E / lighting .....	1505
Construction and building .....	1115
Facilities management .....	191
Housebuilders .....	239
<b>LOCAL AUTHORITIES</b>	<b>1283</b>
Building services engineering .....	444
Architecture and design .....	463
Property maintenance .....	376
<b>CLIENTS</b>	<b>2668</b>
Central government .....	155
Property developers, housing associations .....	394
Transport infrastructure and services .....	236
Heritage and conservation .....	130
Leisure and recreation .....	102
Commerce and industry .....	1142
Education and healthcare .....	461

Whether you want to increase brand recognition, get your products specified, drive traffic to your website or generate high-quality leads for your sales teams, we have a solution to help you grow and protect your share of the UK market.



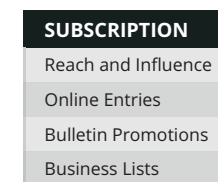
**ONLINE PLATFORM** ..... 4-7  
Leverage the BUILDING SERVICES online platform to give buyers detailed information on your key products and services without adding to your personal workload.



**BULLETIN PROMOTIONS** ..... 8-9  
Build trust in your brand by promoting your expertise and capabilities to an engaged, professional audience interested in keeping up-to-date with sector innovations.



**BUSINESS ADDRESS BOOKS** ..... 10-11  
Use our business lists and direct marketing services to talk directly with your target audience, drive traffic to your website and generate high-quality leads for your sales team.



**MARKETING SUBSCRIPTIONS** ..... 12-13  
Increase your visibility and get more decisions going in your favour with a value-added marketing subscription.

*"We have been with ESL.info for many years and I would not hesitate to recommend them as partner for any company. They have a clear strategy and focus which is geared around their clients' needs."*

Take advantage of the BUILDING SERVICES online platform to extend your brand reach and influence without adding to your personal workload.

Reach designers, specifiers and buyers who trust and value the quality of information we deliver. By giving them qualified choice, we cut out the headache associated with visiting multiple websites to find new suppliers to work with.

Whether you're an established market leader or an innovative start up, we can make sure that buyers have access to well-presented, detailed information on your most important products and services whenever they need it.



BUILDING SERVICES is a responsive website with dynamic navigation optimised for desktop, tablet and mobile.

BUILDING SERVICES online helps buyers reach faster, better quality decisions about who and what to work with.

Illustrate your key products and services to create new business opportunities – over 90% of all products and services selected and viewed are illustrated.

## What you get as a subscriber

- 1 Content experts to build your microsite and manage your entries for you.
- 2 Your branding on every entry with contact details, social media links, an enquiry form and tools to help buyers progress their interest.
- 3 Up to 12 illustrations per entry, captioned to maximise understanding and engagement.
- 4 Fast facts to help buyers find and understand your business proposition quickly and efficiently, with copy spec functionality for products.
- 5 Downloads and videos to educate and inform.
- 6 Links to related products, projects and services to maximise cross-selling opportunities.
- 7 High-quality links to deep pages on your website to boost your rank in search engine results.
- 8 No promotion of alternative suppliers on your online pages.
- 9 Prioritised ranking in category search results to maximise exposure and engagement opportunities.
- 10 External promotion to search engines.
- 11 Three month promotion of new entries to increase your brand reach and influence.
- 12 Promotion in BUILDING SERVICES email bulletins and social media sites.

We provide a full content editing and production service. Tell us what you'd like to promote and we'll do the work for you.

Buyers can discover and engage with any of your promoted products and expert services from your company microsite.

Detailed illustrated information with downloads and links to related entries to maximise your new business opportunities.



ESI.info's content management system is used to enhance your online content and give you metrics on online entry views, downloads and bulletin promotions.

## What you get as a registered user

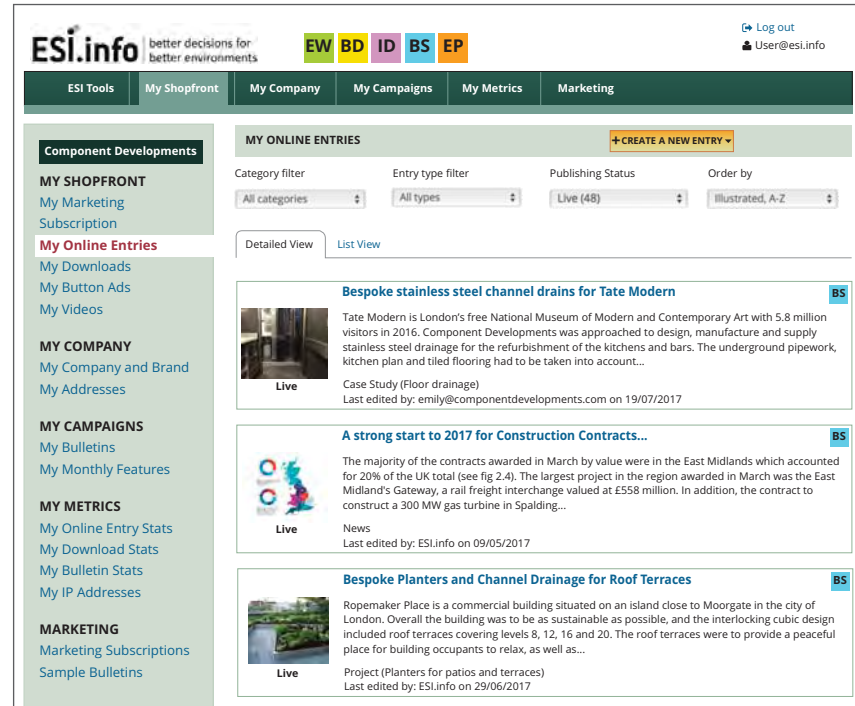
- 1 Access to metrics:
  - online entries selected and viewed
  - downloads requested
  - bulletin opens and click throughs
- 2 An interface to manage your company brand, with the ability to add multiple logos and to specify social media links.
- 3 An address management centre where you can add regional and agent addresses in the UK and abroad.
- 4 Access to your published online entries with filters to refine by category, entry type or published status. Clicking through to the detail page, allows you to:
  - edit descriptions, snippets and keywords
  - check and add key data
  - add or suppress illustrations
  - download illustrations
  - add downloads and videos
  - link to related entries
  - specify outbound links to pages on your website
- 5 A management interface that makes it easy to book and schedule slots for bulletin promotions and monthly features.
- 6 Details of your marketing subscription.

## FULL EDITING AND PRODUCTION SERVICE

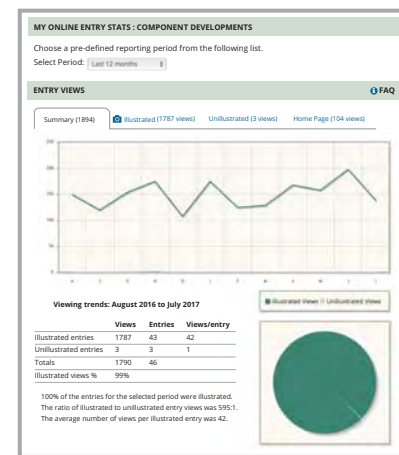
We provide a full content editing and production service for all value-added subscriptions. All you need to do is to tell us what you'd like to promote and we'll do the work for you.

## ONGOING CONTENT CURATION

Once you're up and running, we proactively manage your content for you, checking for changes on a regular basis. If you rebrand, update your downloads or launch a new website, we pledge to update your content on our website within five working days of being notified.



Your content on all ESI.info websites is managed through the CMS.



Metrics show you how your online entries are performing.

## REQUEST A DEMO

If you would like a demo to find out what we could do for you, please call us on **0131 586 4466** or email [marketing@esi.info](mailto:marketing@esi.info) and we will set up a meeting at a time to suit you.

Buyers use BUILDING SERVICES online because it helps them make better decisions about what to use and who to work with – that means detailed information supported by downloads, case studies and tools to help them explore, refine and choose the right solution for their project.

## What we'll do for you

We'll make sure detailed information on your key products and services is available to buyers when they search BUILDING SERVICES to find materials and partners for their projects.

## PROCESS

### Consult

- Clarify your marketing goals and challenges
- Identify key products and services you want to promote
- Prepare a content-driven plan to support your objectives

### Promote

- We create any new entries you need
- Improve existing entries as required
- Enrich entries with illustrations, downloads and videos
- Cross reference to maximise sales opportunities

### Support

- Check objectives are being met through regular reviews
- Help you market what's new on an ongoing basis

*"We have been using ESI.info for the past 3 years and have found them to be a very responsive and innovative company to work with. They are very good at offering tailor-made packages to offer the best solution available for our needs."*

Lucinda Muschialli, Marketing Director,  
John Newton & Co Ltd

*"A fast and powerful tool that enables me to research topics of specific relevance to my design and construction projects, and build a tailored library of information."*

William Bolton  
Senior Architect  
Inverclyde Council

## BENEFITS

- Buyers get a unified view of your products, services and expertise
- Your key products and services are illustrated and described in detail
- Your information is dynamically linked to maximise your cross-selling opportunities

BUILDING SERVICES bulletins are sent to professional decision-makers who are interested in keeping up-to-date with sector innovations.

Any illustrated entries that are published on the BUILDING SERVICES website can be promoted including case studies, products, articles, CPD courses and news posts.

Promoting your products and services through bulletins is a great way to increase your brand's reach and generate tangible returns on your marketing investment.

## BUILDING SERVICES Bulletins INCREASING BRAND REACH AND INFLUENCE

Metrics for Issue 50, July 2017

Sends to B2B specifiers & buyers	7,035
Buyers exposed to promoted brands	1202
Buyers who clicked for more info	107
Email delivery rate	98%
Send to open ratio	17.08%
Open to click-through ratio	10.83%

BUILDING SERVICES bulletins are sent to opt-in subscribers and a list of qualified prospects.

To see the audience you could reach and a sample of the bulletins, go to the BUILDING SERVICES website and click on [Advertise](#).

**BUILDING SERVICES BULLETIN** Wednesday 19 July 2017  
Better decisions for better environments

**Projects**

**Bespoke stainless steel channel drains for Tate Modern**

Tate Modern is London's free National Museum of Modern and Contemporary Art with 5.8 million visitors in 2016. Component Developments was approached to design, manufacture and supply stainless steel drainage for the refurbishment of the kitchens and bars. The underground pipework, kitchen plan and tiled flooring had to be taken into account...

[READ MORE](#) [VISIT WEBSITE](#)

**Energy efficient space heating for aircraft hangar**

RAF Brize Norton is open 24 hours a day, 7 days a week, working on worldwide operations and is home to the RAF's entire Strategic and Tactical Air Transport (AT) and Air-to-Air Refuelling (AAR) forces. A new heating and ventilation solution creates high levels of energy efficiency resulting in very significant cost savings. The previous...

[READ MORE](#) [VISIT WEBSITE](#)

**Fabric ducting for university library and meeting space**

Click-throughs are indicators of real interest - they've seen the visual, read the snippet and want more information...

**MY BULLETIN STATS : COMPONENT DEVELOPMENTS**

You were promoted in ESI.info email bulletins.

To gauge the quality of your exposure and to see who clicked on your promoted entry, click on the "View" link in table below.

Bulletin	Date	Opens	All Clicks
Building Services - Issue 50, Jul 2017	19/07/2017	1202	107
Building Services - Issue 49, Jun 2017	20/06/2017	1060	111

**BUILDING SERVICES BULLETIN - ISSUE 50, JUL 2017 : CLICKS AND OPENS**

Promoted entry [Conversion \(16 Clicks\)](#) [Exposure \(1202 Opens\)](#)

**Case Study: Bespoke stainless steel channel drains for Tate Modern**

Bespoke stainless steel channel drains for Tate Modern  
Tate Modern is London's free National Museum of Modern and Contemporary Art with 5.8 million visitors in 2016. Component Developments was approached to design, manufacture and supply stainless steel drainage for the refurbishment of the kitchens and bars. The underground pipework, kitchen plan and tiled flooring had to be taken into account...

Promoted entry [Conversion \(16 Clicks\)](#) [Exposure \(1202 Opens\)](#)

Company c	Town c	Job title c
The Studio 4 Ltd	Telford	Managing Director
WSP Buildings Ltd	Edinburgh	Associate
Ipswich Borough Council	Ipswich	Building Surveyor
GutterCrest Ltd	Oswestry	Director
McAvoy Group Ltd	Dungannon	Architectural Technician
Eastleigh Borough Council	Eastleigh	Urban Renaissance Co-ordinator
NPS South East Ltd	Brighton	Electrical Design Engineer
Building Design Partnership Ltd	Manchester	Architect
Ernest Griffiths	Wirral	Mechanical Engineer
HTA Design LLP	London	Partner, Head of Technical Design
London Borough of Hackney	London	Building Surveyor
Mahoney Architecture Ltd	Dublin 2	Senior Architectural Technician
W H Good Ltd	Rossendale	Contracts Engineer
John Burke Associates	London	Senior Quantity Surveyor
N F Maydew	Cirencester	Sole Proprietor
South Eastern Health & Social Care Trust	Belfast	Contracts & Equipment Manager
Vaughan Engineering Ltd	Newtownabbey	CAD Manager / BIM Specialist
Accolade Building Services Ltd	Ringwood	Mechanical Design Estimator

When you are promoted in a bulletin, you can gauge the quality of your exposure through your metrics dashboard. We report the job title, company and location of everyone who opened the bulletin and clicked through to your promoted project, product or service.

There is an engaged, professional audience interested in keeping up-to-date with sector innovations. BUILDING SERVICES bulletins are a great way to promote your expertise, build trust in your brand and keep your company front-of-mind.

## What we'll do for you

We'll make sure anything you do that is new and interesting is highlighted and promoted to your core target audience through our bulletins and social media channels.

## PROCESS

### Plan

- Identify products or services you want to promote
- Reserve and schedule your slots in less than a minute

### Promote

- Prepare the bulletin for publication
- Proof and check your entry to ensure you're presented to best advantage
- Mail the bulletin to professional buyers and specifiers
- Post links to your promoted entries on BUILDING SERVICES Twitter and Facebook accounts

### Report

- Show you the job title, company and post town of everyone who has opened the bulletins and who has clicked through to your entry so you can gauge ROI

“ Thank you. It looks good! I recognised one company we've recently had an enquiry from.

Dorota Smilgin, Marketing Manager,  
Kee Safety Ltd

Your ebulletins are great – got me looking at a few websites which might be useful when specifying – thanks for opening up my world a bit!

Sheena Raeburn, Director,  
Ian White Associates

Thank you for featuring our Regents Place case study in your ebulletin. Within an hour of the ebulletin being sent we received an enquiry over the phone for grilles. We are always very impressed with the results we see from our coverage on ESI websites. However, to receive an enquiry within such a short time-frame really proves how effective interacting with your audience can be.

Kent Stainless (Wexford)

## BENEFITS

- Builds trust in your brand
- Extends your reach and influence
- Creates new business opportunities
- Drives traffic to your website
- Seeing the audience you've reached and who's clicked for more information makes it easier for you to assess ROI

ESI.info has an unrivalled database of professional designers, specifiers and buyers that you can leverage to maximise returns on your marketing campaigns.

Decision-makers in key and complex organisations, including local authorities, and leading consulting, contracting and client organisations are thoroughly researched and checked each year.

Taking advantage of our address books of qualified contacts ensures your email campaigns reach the decision-makers and influencers that matter to you.

Contacts can be selected by business activity, job function or geographical location. Address books can be deduplicated against your own contacts to give you new business opportunity files.

## Business List Rental Rates

### Cost per '000 business contacts

Platinum marketing subscription	£275
Gold marketing subscription	£325
Silver marketing subscription	£450
Bronze marketing subscription	£525

Business contact lists include full address, telephone, direct business email and segmentation codes. For Gold and Platinum subscriptions, contacts are included in the subscription costs.

## 16,421 PROFESSIONAL DECISION MAKERS AND INFLUENCERS

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Heritage and conservation	130
Leisure and recreation	102
Commerce and industry	1142
Education and healthcare	461

### LIST OPTIMISATION

You can supply any emails you want to include or exclude from your campaigns. Address books can be deduplicated against your own contacts.

### HIGH-QUALITY LISTS

We don't supply generic emails - 95% of our contacts have personal business email addresses. Full postal addresses are available for the most influential contacts.



### MANAGED CAMPAIGNS

ESI.info runs professional mailing campaigns for clients. We can use your email html or one of our mobile-optimised template designs. Details on request.

Whether you want to drive traffic to your website, launch a new product or service, or simply reach a wider audience for your news and promotions, we can create a customised email address book to help you achieve your objectives.

### What we'll do for you

We'll create high-quality address books to help you maximise returns from your direct marketing activities.

## PROCESS

### Plan

- Plan a campaign or series of campaigns
- Tell us who you want to target or call us to talk through your requirements and explore possibilities
- Let us know when you need the address books

### Search and select

- We select contacts to match your target customer profile by business sector, job function or location
- Process any contacts you want to include or exclude
- Provide you with a summary report for approval
- Finalise the contact selection for you

### Deliver

- Provide you with reports and an excel file to import into your email or CRM system. Contacts are classified by business activity, job role and location, making it easy for you to segment your datasets.



### Managed campaign case study

- Business email address books from ESI Direct  
Client: Newton Waterproofing Systems
- 11 managed email campaigns
  - 95.33% of emails delivered
  - 28,007 unique opens
  - 2901 link clicks to find out more

*With gone-aways at a minimum and response levels well above average, ESI.info is a company that truly understands the market and has the capability of compiling a selection of named contacts that matches client needs. I continue to value the additional insights they provide.*

Nick Gill, Client Services Account Director,  
CIB Communications Ltd

## BENEFITS

- High-quality business lists ensure you maximise the effectiveness of your email and direct marketing campaigns
- Generate high-quality leads for your sales team
- Build brand awareness
- Drive traffic to your website
- Easily quantify return on investment



Whether you want to win projects, get your company specified or proactively target professional decision-makers, you'll find more decisions go in your favour when you influence your audience with one of our value-added marketing subscriptions.

SUBSCRIPTION	FREE	BRONZE	SILVER	GOLD	PLATINUM
Reach and Influence	Variable	x10	x20	x50	x100
Online Search Rank	3	2	2	1	1
Online Classified Listings	✓	✓	✓	✓	✓
Online Illustrated Entries	5	10	20	40	80
Bulletin Promotions		2x per year	4x per year	6x per year	8x per year
Online Monthly Features				1x per year	2x per year
Business List Rental				2500 contacts	5000 contacts
Annual Subscription		£895	£1545	£2495	£3945
Subscriptions can be customised to suit requirements For a full description of features and benefits, go to <a href="http://www.buildingservicesindex.co.uk/opportunities">www.buildingservicesindex.co.uk/opportunities</a>					

SERVICE AND SUPPORT	FREE	BRONZE	SILVER	GOLD	PLATINUM
Content Management System	✓	✓	✓	✓	✓
Content Framework	You build it	We build it	We build it	We build it	We build it
Annual Content Audit		✓	✓	✓	✓
Full Entry Production		5x per year	10x per year	25x per year	50x per year
Major Changes Service		✓	✓	✓	✓
Managed News Service				✓	✓
Engagement Metrics	✓	✓	✓	✓	✓
Account Reviews	On request	Annual	Biannual	Biannual	Quarterly

## Making it easy for you

Paid-for subscribers are provided with a full production service.

We will create and enhance entries for any products and services you want to promote up to your annual full entry production limit.

That means you don't have to worry about copywriting or managing your content, freeing you up to focus on business development.

We'll keep in regular contact to help you maximise promotional opportunities.

## SUBSCRIPTION FAQs

### REACH AND INFLUENCE

By illustrating your products and services online, you increase your reach by a factor of 10 – over 90% of entries viewed online are illustrated.

The higher the subscription you take, the more opportunities and benefits you get. Platinum accounts get up to 5000 contacts selected from ESI.info's prospect database to support sales and marketing campaigns.

### PRIORITISED PROMOTION

Clients with paid-for subscriptions are promoted above free entries wherever possible.

Search rank is the default sort order in browse and search results. Illustrated entries are grouped by subscription and presented in a daily randomised order. The higher your ranking, the more likely you are to be selected and specified.

We promote alternative products and services from our clients if they are relevant on free entry pages.

Monthly features are given prime position on the BUILDING SERVICES home page carousel.

Interesting new illustrated projects and products, as well as entries featured in bulletins, are promoted through BUILDING SERVICES social media channels.

### BULLETINS

Your subscription entitles you to the number of bulletins specified each year. It takes less than a minute to schedule a promotion. We'll remind you to make sure you don't lose opportunities inadvertently.

### BUSINESS LISTS

Business list rental is included for Platinum accounts. If you are a client, you can rent lists tailored to your requirements. If you are interested in running email campaigns and don't have the in-house resources to manage the process, we can provide you with a fully managed service – more information on request.

### COSTS

Annual charges apply per company or brand promoted through BUILDING SERVICES marketing channels. If you have multiple brands and/or operate in multiple market sectors, please ask for a quote. The minimum contract term is 12 months. Discounts are available for extended contract terms.

## SERVICE & SUPPORT

### Content Frameworks

WE BUILD IT means we create a content framework to cover the products and services you want to promote.

YOU BUILD IT means that you are responsible for managing your own online content. This applies to all free subscriptions which give a basic branded presence.

### Full Entry Production

Online entries we compile for you will be customised to make them unique.

We provide full authoring services for paid-for subscriptions. At the start of each contract term, we create or optimise entries for the products and services you want to promote up to the specified annual limit.

### Ongoing Account Reviews and CMS Support

Account reviews focus on making sure you are represented to best possible advantage.

Annual content audits for retained clients involve checking all your entries are still valid and optimising your entries wherever possible.

Managed news means we will monitor, publish and promote any press releases you send to [editors@esi.info](mailto:editors@esi.info).

Major Changes Service is included as standard and fulfilled in five working days. It covers:

- New website launches  
When you launch a new site, we check and update all the links from your entries to your website.
- Rebrands  
We upload new logos, documents and files to reflect changes in your brand positioning.

### Metrics

When you log into your dashboard, you can view metrics for your online entries and bulletin campaigns.

*“ We have been using ESI.info for the past 3 years and have found them to be a very responsive and innovative company to work with. They are very good at offering tailor-made packages to offer the best solution available for our needs. ”*

Lucinda Muschialli,  
Marketing Director,  
John Newton Waterproofing Systems

## FURTHER INFORMATION

### ON YOUR DASHBOARD

Log in or register on the BUILDING SERVICES website to:

- Get more information on marketing subscriptions
- View the audiences you could reach through the email bulletins
- Enhance your profile by editing or creating entries to reflect your business strengths and capabilities

### REQUEST A DEMO

If you would like a demo to find out what we could do for you, please call us on 0131 586 4466 or email [marketing@esi.info](mailto:marketing@esi.info) and we will set up a meeting at a time to suit you.

## ABOUT ESI.INFO

ESI.info has been helping busy professionals create better environments for over 25 years.

We believe that whether it happens to be outdoors, indoors, commercial, industrial, public or residential, every great environment is based on sound decisions about who to work with and what materials to use.

We're here to support that decision-making process.

### OUR CORE BELIEFS

- We believe in the power of environments to improve people's lives.
- Every environment has the potential to be better with the right products, partners and advice.
- The more we get to know our user-base, the better we can support their decision-making.
- Collaboration is the best way to build a collective knowledge base for efficient information exchange.
- Information only has merit when it can guide judgement and shape decisions.

**ESI.info** | better decisions for  
better environments

Tell us what you need and we'll get on to it today.

0131 586 4466   marketing@esi.info   www.esi.info



## BUILDING SERVICES

Air Conditioning, Ventilation, Heating,  
Transport Systems, Light, Power, Safety

[www.buildingservicesindex.co.uk](http://www.buildingservicesindex.co.uk)



## BUILDING DESIGN

Complete Buildings, External Envelope, Structural  
Fittings, Building Products & Materials

[www.buildingdesignindex.co.uk](http://www.buildingdesignindex.co.uk)



## INTERIOR DESIGN

Surface Finishes, Furniture & Fittings,  
Art & Decoration, Designer Projects

[www.interiordesignindex.co.uk](http://www.interiordesignindex.co.uk)



## EXTERNAL WORKS

Ground Engineering, Hard Landscaping, Traffic  
Control, Leisure & Recreation, Soft Landscaping

[www.externalworksindex.co.uk](http://www.externalworksindex.co.uk)



## ENVIROPRO

Water, Wastewater, Climate, Soil, Energy,  
Recycling, Technology, Production

[www.enviropro.co.uk](http://www.enviropro.co.uk)