



## CASE STUDY | Atlas Copco Compressors

*“We have been working with KMB for a long time now and have always found them to be professional and always wanting to achieve the best results for our business. We would recommend KMB and in fact have done to a number of our premier distributors who are now working with KMB on their own projects. The one-to-one relationship we have with our KMB Account Manager is exactly what is required and we know at any point we can pick up the phone and discuss anything we need to”.*

### CAMPAIGN LENGTH:

KMB have worked with Atlas Copco Compressors for nine years.

### CLIENT DESCRIPTION:

Atlas Copco Compressors is a leading manufacturer of energy efficient industrial air compressors, blowers, vacuum pumps and accessories.

Atlas Copco sets the industry standard with its innovative solutions including super-efficient variable speed driven air compressors, Class 0 oil-free compressors, blowers, vacuum pumps with VSD, Smartlink monitoring systems, compressed air pipework, parts and service.

### CAMPAIGN OBJECTIVE:

To generate face to face appointments.

### RESULTS:

We use KMB for numerous projects throughout the year. The results vary from project to project depending on the campaign target market, service offering. Typically results tend to be between 10-20 hits per day resulting in 2-4 opportunities per agent day.

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