



## March 2018

### Schools, Universities and Hospitals - UK

“Universities are undergoing huge changes due to deregulation and the age of much of the estate, leading to a buoyant sector. Meanwhile, the government’s public expenditure strategy is curtailing investment in schools and the health sector, but is coming under increasing demographic and political pressure to relax restrictions.”

## January 2018

### Electrical Wholesalers - UK

“Brexit has created a challenging environment for electrical wholesalers, with a pincer effect from delays and postponements in industrial and commercial construction projects, and the increasing price of imported products at a time of intensifying competition.”

– Terry Leggett Senior B2B Analyst

### Civil Engineering - UK

“The way companies procure civil engineering firms to deliver work is changing, particularly in the utilities sector. Recent years have seen an increasing number of civil engineering companies enter into long-term partnerships and alliances with customers as utility companies look to form more collaborative relationships with suppliers. Alliances that last ...