

## THOMAS SINDEN LIMITED

### > AN EFFECTIVE TOOL . . .

Thomas Sinden was established in 1991 and offers services which encompass everything from planning, design and construction through to maintenance and refurbishment. The majority of their work is in partnership with local authorities, often through framework agreements, within areas such as education and housing regeneration. Geographically, they cover London and the South East and have been accredited with Constructionline since 2002.

Anna Madden, Business Development Co-ordinator at Thomas Sinden remembers their reasons for applying to become an accredited supplier. 'Many of our clients were increasingly utilising Constructionline as a form of an approved list, so we decided that the accreditation would add further credibility to our business'.

Since then, Anna has come to realise that the benefits are far beyond the ones they had initially anticipated. She explains, 'Each project that comes to us via Constructionline saves both time and money in the pre-qualification process and there are further savings in respect of direct marketing and business development. From a time perspective we would envisage a saving of 2 – 3 working days per month'.

### > CONSTRUCTIONLINE, PART OF THE TEAM . . .

Working with Constructionline has now become such a normal part of doing business at Thomas Sinden, that Anna refers to their Constructionline accreditation as an integral part of the company. She explains, 'We have never had any problems with Constructionline and I would certainly recommend the service. The whole team is very helpful and always quick to respond to any query, no matter how trivial. Furthermore, the business opportunities generated as a direct result of our accreditation equate to what would be expected of a business development manager and therefore we view this as an extension to our sales force by one person at a greatly reduced rate'.

As a major contractor, Thomas Sinden got a chance to attend Constructionline's first Meet the buyer event in Croydon in 2007. This was a further benefit from their accreditation and an opportunity for the company to meet local buyers utilising the system to source suppliers for their upcoming construction projects, as well as other contractors in the area and exchange views on current issues within the industry. The day was a great success for everyone involved.



### // COMPANY PROFILE

**Turnover:**

£12,261,048

**Areas of operation:**

London & South East

**Type of work:**

Main contractor covering both new build and refurbishment schemes

**Established:**

1991

**Telephone number:**

01708 335 350

**Website:**

[www.thomas-sinden.co.uk](http://www.thomas-sinden.co.uk)

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**Anna Madden**

Business Development Co-ordinator  
at Thomas Sinden Ltd