

Case Studies

Key Forensic Services - Outsourced Sales Support

"Rowan are simply the best company of this type I have worked with in over 25 years experience of sales and marketing".

[Key Forensic Services Case Study pdf](#)

Advanced Colour Coatings - Sale support services

"My first impression of Rowan was extremely positive, and my first instinct proved correct as they quickly identified the issues that needed to be addressed."

[Advanced Colour Coatings Case Study pdf](#)

Homecraft - Sales training & coaching to increase revenues

"Their key strenghts are the ability to be so flexible to cater for a wide variety of individual and business needs, and to adapt as required to suit the company."

[Homecraft Case Study pdf](#)

Metrasens - Sales support services

"Rowans key strengths lie in their previous sales process experience and the energy and attitude of their staff. I am delighted with the results they have achieved..."

[Metrasens Case Study pdf](#)

Reyolds Technology - Diversification, Outsourced sales and sales training

"We engaged with Rowan because we needed to diversify into new markets to ensure the survival of the business. We needed to work with someone like Rowan because they had the right experience and contacts but came without the disadvantage of a long term investment in a fulltime person."

[Reyolds Technology Case Study pdf](#)

Kelowna - From innovation to international reseller deal

"We are expecting a significant increase in turnover, and it is very unlikely than the deal would have been secured at all without the expertise and assistance of Rowan."

[Kelowna Equestrian Case Study pdf](#)

DeltaXML - From developing the business strategy to bringing in the sales

"Rowan provided a complete end to end business strategy, development and sales programme. From a comprehensive business analysis right through to putting feet on the street and bringing in the sales, Rowan gave us just what we were looking for."

[DeltaXML Case Study pdf](#)

Trucklock - Practical market intelligence and sales delivery

"Rowan's expertise and support has been invaluable in helping me to get this product to market. Without them I would still be trying to identify the right people to talk to - instead I now have a channel through which I can sell in the UK and internationally."

[Trucklock Case Studies pdf](#)

OCM Networks - From website build to e-marketing services

"Engaging Rowan has been invaluable. They opened our eyes to a number of important factors that we wouldn't have addressed without their expert guidance and delivery."

[OCM Networks Case Study pdf](#)

OSBC - Business start-up sales, marketing

"We needed to understand exactly what activity we would need to conduct in order to identify and penetrate our target markets. Rowan were the only people we spoke to who provided a real world outlook and actually delivered results"

[Open Source Business Consulting Case Study pdf](#)

Carbon Trust – Approved incubator for low carbon technologies

Rowan delivered a full suite of commercialisation services to take companies from the end of the product development stage to fundraising for growth. This involved providing market insight through customer & other environmental contacts, development of the business model, routes to market and writing early-stage launch/growth plans.

[Carbon Trust Case Study pdf](#)

Safehands - Sales & marketing platform design & implementation

"We worked with Rowan because we needed professionals to help us with creating and implementing a sales and marketing strategy."

[Safehands Case Study pdf](#)

InfoSar - Routes to market & targeting

"Rowan delivered an excellent and very practical piece of market intelligence on a very complex market. We now have a very clear way forward to get into new markets. I was impressed with their level of technical understanding of medical markets as well as their commercial insight."

InfoSar Case Study pdf

Rest Assured - From innovation to getting the business off the ground

"Working with Rowan was a great experience - they knew exactly how to approach the market and quickly identified the best approach for us. They then just got on with the job and have really produced great results by linking us with so many companies already."

Rest Assured Case Study pdf

Blazepack - Raising finance, product development and leading business growth.

"Rather than being report-writing driven, they are obsessed with delivering results - which for me was great. The astonishing thing that struck me was the speed and workload that was delivered along with the professionalism."

Blazepack Case Study pdf