



Case Study Outline

Please fill in the areas below as complete as possible. Project may be used for internal and/ or external purposes.
The Sales Representative will be contacted in the event that a case study is published regarding this project.

Company Name of Client: **New Client**

End Customer (if any):

Project Name: **Industry Sector:**

Project Start Date: **Duration:**

Aggreko Sales Manager & Location Based:

Aggreko Project Manager & Location Based:

.....

Customer Contact Name (for further information):

Telephone: **Email:**

Location of Client: **Project Location:**

What was the customer's problem?

What challenges were present in this project?

What was Aggreko's solution?

What was the equipment application
(please specify measurements and quantities)?

What were the results of
the project (quantify if possible)?

How did the solution benefit the customer?

How is this representative of a
trend or issue affecting this sector?

Why was Aggreko chosen (any competition)?

Who were the other key players in this
project and how did they contribute?

Please indicate any other interesting
facts regarding the project or customer.

Please indicate if there are restrictions
to publishing the client's name externally.

Are photographs available?

