



# #TheirProject



## FEATURE IN FOCUS

Lead Management

## THE EFFICIENCY WIN

ADW worked on this project for over two years, and Business Pilot proved invaluable for tracking and scheduling regular follow-ups. That consistent communication reinforced their commitment and built real client confidence, and they were ultimately selected for the value and service they reliably deliver.

## BRIEF

The clients wanted to swap a shared flat for a modern, light-filled family home. The brief was to maximize natural light and views while securing a generous private garden, all within a well-connected local area close to schools and amenities.

## THE CHALLENGE

While the property boasted a large garden, the existing house was dated and poorly configured. Small, disconnected windows blocked natural light and obscured the views. The project demanded careful architectural planning to completely redesign the interior while sticking strictly to the original footprint.

“ Business Pilot proved invaluable in enabling us to track and schedule regular follow-ups. ”

**CHERYL HUTCHISON, DIRECTOR**



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## PRODUCTS USED

VELFAC V200E (triple glazed) windows & doors.

Mix of fixed, side hung, top hung windows, sliding doors and glazed entrance door.

Ral 9004 Signal Black external colour  
Ral 9003 Signal White internal colour

## THE RESULT

The project delivered a fully transformed, contemporary three-storey home with over 100m<sup>2</sup> of additional living space, achieved through a complete reconfiguration and vertical expansion.

High-performance glazing and thoughtful design significantly improved light, views, and day-to-day living, resulting in a modern, functional family home with exceptional outdoor space and increased long-term value.