

What our clients said about us as part of a recent anonymous survey. Market Research was undertaken by an external third party as part of our re-branding process.

	<b>Why did you choose to work with Cambria in the first place?</b>	<b>What makes Cambria different?</b>
<b>Interviewee 1</b>	Purely from an existing relationship in their previous employment. I moved with them because of their ability, commitment and enthusiasm to projects and they are willing to do things – whereas in the previous company the leadership was not.	<p>They are smaller than their previous organisation which you would expect as they are starting out. It is hard to answer this because they are new but I think it's their Principles and approach to work that makes them different. It's the individuals that make it a success.</p> <p>They are new company and usually I wouldn't move to a start-up of their size and age, but because I know them from and existing working relations I did.</p>
<b>Interviewee 2</b>	I worked with them at their previous company, so I moved with them mainly because of the staff. Especially the Principals because I like their approach and they took some of the better staff with them.	Their approach to problem solving. They are much more time sensitive to other too.
<b>Interviewee 3</b>	I have worked with them on 4-5 projects and they were recommended to me by the lead tendering company as part of a contract.	They are customer focused and in tune with working with a variety of client heads, lead contractors and consultants. So they deal with multi-people very well. They get everyone involved and talking at every level and are driven by results. They also get the job done.
<b>Interviewee 4</b>	From a previous business relationship. I thought highly of their great knowledge of Highway/Structures etc and the way they work – very competent.	They try hard to work very rapidly. They are very thorough, straightforward, very honest and are on the side of the client. They are anxious to do the right thing economically and with speed.
<b>Interviewee 5</b>	Because we knew them from previous lives and have engaged with them form about 15-20 years. Construction is a people business and we move with them. Gary and Wynn always provided a great service.	My perspective; they are very pragmatic, very flexible and provide a better than average service. They are very good at finding innovative and cost-effective solutions. They look for the best solutions for problems and can provide it both graphically and verbally as part of the bid.