



CONSULTANTS
MARKETING AND
BUSINESS
DEVELOPMENT

“With Marshall handling the initial contact, it gives you an added measure of legitimacy.”

Vivek Harris

Market Sector Leader • Community Projects

PMSM Architects

Santa Barbara, CA



“Everyone throughout our company is multitasking like crazy these days. So we needed a more efficient way to reach more prospects. Marshall produces great results — and quickly. The challenging part is keeping ahead of them with new prospects to target.”

A creative approach to making connections. “Our sector leaders really wanted to avoid a cold-calling type scenario. And Marshall has developed a creative and unobtrusive way of handing the contact process. I like having a degree of anonymity and separation between me and the lead generation effort. Which also enables us to stay focused on other tasks.”

An exceptional ability to fill in the gaps. “In my case, I handed Marshall a marketing plan and a year’s worth of detailed research. But I can see them as being even more valuable for a company with limited internal capabilities. Marshall can actually serve as a mini market director — taking charge of the effort in a more comprehensive way.”

A full service planning and design firm, PMSM Architects creates sustainable buildings and spaces that strengthen community identity while minimizing environmental impact. Specializing in education, healthcare and civic facilities, PMSM fosters exceptional client-centric collaboration across its network of five offices, spanning Northern and Southern California.



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