



## Resolving Commercial Disputes for the Automotive industry

The UK automotive industry's supply chain is complex and under considerable pressure at the moment, making it particularly vulnerable to commercial disputes. But there is now a solution - the award-winning Escalate platform.

Cashflow is the lifeblood for many companies involved in the automotive industry's complex, time-sensitive supply chain. With the average vehicle containing over 20,000 parts<sup>1</sup> originating from many different suppliers, the supply chain is prone to getting strained, with commercial disputes and bad debts putting companies at risk.

Whether your business is involved in supplying raw materials to the car industry, R&D, logistics, freight and shipping, retail and distribution, motorsport, car finance, insurance, fuel or maintenance, our experience suggests that you will have encountered problems with late payment or having to write off bad debts. By using Escalate to pursue and resolve commercial disputes, businesses involved with the car industry can overcome any bumps in the road that they will inevitably encounter.

<sup>1</sup> Source: [supplychaindive.com](http://supplychaindive.com)

## A smarter way to resolve commercial disputes

Commercial disputes are part of corporate life for even the most successful automotive businesses - but they can cause considerable damage when a bad debt is written off. Over £40 billion a year is written off by SMEs, as they don't believe that there's a cost effective solution to resolve their disputes.

Given the high upfront costs, spiralling legal bills, and the average litigation case spanning 18 months, many businesses reluctantly decide against pursuing claims. The traditional litigation route doesn't prioritise quick resolutions, which is one of the reasons why we created Escalate - a multiple award-winning dispute solution.

The Escalate process targets a result in less than three months by employing a team of experienced dealmakers to negotiate on your behalf. Our revolutionary approach is funded all the way to the High Court if necessary, so that you can focus on running your automotive business.

“ A bad debt is simply a commercial dispute that didn't get resolved. ”

### Cases that Escalate have worked on:

- **Trademark infringement case** - involving a parts manufacturer, settled for £75,000.
- **Share sale dispute** - involving a freight and logistics company, settled for £300,000.
- **Bad debt** - involving a motorsports company, settled for £30,000.

“ The first time we looked at this entry we knew it would be a winner. The judges particularly liked the collaboration and scalability and value for clients. ”

Judging panel, The Law Society Excellence Awards

We're already helping businesses unlock over £50 million in cash that is tied up in commercial disputes; please get in touch if we can help you.



No recovery,  
nothing to pay



Fixed fee  
upon success



Targeting money  
back in three months



Old and new  
disputes resolved



All types of SME  
disputes covered

## Contact us to start resolving your commercial disputes and bad debts

To find out more about how Escalate can help your business, get in touch with us today. Call **0800 298 3899**.



**escalate**  
MANAGING COMMERCIAL DISPUTES

**DAINS**  
ACCOUNTANTS