



## Resolving Commercial Disputes for the Manufacturing industry

The manufacturing sector remains a vital part of the UK economy; however, its complex supply chain makes it particularly vulnerable to commercial disputes. But there is now a solution - the award-winning Escalate platform.

The UK is currently the ninth largest manufacturing nation in the world, and directly employs 2.6 million people<sup>1</sup>. It covers a wide range of disciplines, with British business recognised as world leaders in many of them: aerospace, automotive, chemical & pharmaceutical, construction, defence, electronics, energy, food & drink, nuclear, plastics, security, steel, space and textiles.

Ongoing digitisation of the industry, political uncertainty, exchange rate volatility and a looming skills gap means that the sector has more than its fair share of challenges, however. The supply chain is further stretched by a high proportion of invoices being paid later than agreed payment terms<sup>2</sup>, according to recent research from the Small Business Commissioner. Commercial disputes and bad debts often arise in these circumstances, and this is where Escalate can help.

Sources: <sup>1</sup> The Annual Manufacturing Report 2019, from The Manufacturer & Hennik Research

<sup>2</sup> The Small Business Commissioner's Payment Practice Report, published April 2019

## A smarter way to resolve commercial disputes

Commercial disputes are part of corporate life for even the most successful manufacturing 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 manufacturing business.

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

### Cases that Escalate have worked on:

- **Defective flooring product case** - settled for £3,000,000.
- **Production process & machinery hire contract dispute** - settled for £107,000
- **Bad debt** - settled for £48,000

“ I think the idea and execution is genius. I like the fact that it's aimed at creating access to justice and that brainpower has been used to identify the key component parts, and the build back up again to deliver the solution. I can see why clients would love it. ”

Judging panel, **The Lawyer 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

How to contact us: Call 01273 835000, email info@escalate.co.uk, or visit our website at www.escalate.co.uk



**escalate**  
MANAGING COMMERCIAL DISPUTES

**DAINS**  
ACCOUNTANTS