



## Resolving Commercial Disputes for the Construction industry

**The UK construction industry can be prone to commercial disputes and bad debts. But there is now a solution - the award-winning Escalate process.**

The construction industry is under considerable stress at the moment. High profile business failures, continued economic and political concerns, and ongoing issues around retention payments serve to highlight what a precarious and uncertain industry it can be.

The knock-on effects of these pressures can cause shockwaves along the entire supply chain, resulting in disputed contracts and late payments that can ultimately lead to job losses and businesses closing down altogether. Indeed, five out of the 12 businesses

recently suspended from the Prompt Payment Code for failing to pay their suppliers on time were major construction firms, making this sector accountable for the largest proportion of suspensions<sup>1</sup>.

The award-winning Escalate process can help your construction business to unlock cash from its disputes, and there's no restriction on the types of cases we can tackle - including bad debts, contractual disputes, negligence - even if the dispute was previously written off.

<sup>1</sup> Source: Construction News

## A smarter way to resolve commercial disputes

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

**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.**

Across the 100 largest contractors, the median average time to settle an invoice is 43 days, well over the standard 30 day terms.<sup>2</sup>

<sup>2</sup> Source: Construction News

### Cases that Escalate have worked on:

- **Construction dispute** - involving an unbuilt clubhouse for a sports club and housing developer, settled for £450,000.
- **Breach of contract** - acting for a company and SIPP in a misrepresentation claim over property purchase, settled for £200,000 plus costs.
- **Bad debt** - involving a building company, settled for £48,000.

“ It's a clever, clever concept growing out of greater collaboration across a number of industries to give SMEs real prospects of recovery without having to spend exorbitant legal fees or having to write off debt. ”

Judging panel, The Lawyer Awards



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