



## Resolving Commercial Disputes for the Recruitment industry

The UK recruitment industry is weighed down by more than its fair share of late payments and commercial disputes. But there is now a solution - the award-winning Escalate process.

The UK recruitment industry grew by 11% last year to around £35.7bn<sup>1</sup>. Whilst this growth is encouraging, there are still some factors troubling the recruitment market: such as poor payment practices.

From our experience, late payment particularly affects the temp sector, where agencies routinely encounter clients not paying their invoices on time. Breaches of contract are another issue affecting the sector, with disputes arising from temporary employees becoming

permanent members of staff, and the employer not anticipating the fee this involves. The fear of rocking the boat by challenging clients, not to mention the resulting difficulties in managing cash flow, is a problem that many agencies report.

With so much money at stake, it makes sense to protect your cashflow when problems arise by using the award-winning Escalate dispute resolution service, so that your business can continue to flourish.

<sup>1</sup> Source: The Recruitment & Employment Confederation's annual Recruitment Industry Trends report for 2017/18

## A smarter way to resolve commercial disputes

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

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

### Cases that Escalate have worked on:

- **Recruitment contract dispute** - settled for £300,000.
- **Employment contract dispute** - settled for £100,000.
- **Bad debt** - settled for £32,000.

“ 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

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 01203 252525, 01203 252525 or email us at [YkUW@dain.com](mailto:YkUW@dain.com).



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MANAGING COMMERCIAL DISPUTES

**DAINS**  
ACCOUNTANTS