



escalate[↑]
MANAGING COMMERCIAL DISPUTES

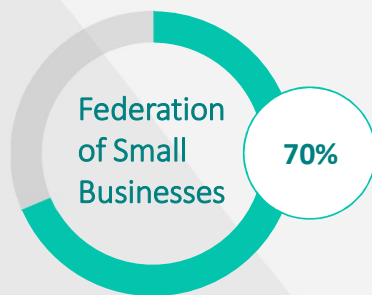
pb Price Bailey
CHARTERED ACCOUNTANTS

Matt Howard

Price Bailey, Partner and Head of Insolvency &
Recovery

Why do commercial disputes matter?

- £141 billion tied up in late payments last year (Xero)
- Average SME spending half-day per week chasing late payments with the annual cost to UK SMEs of £4.4 billion (Pay.UK)
- The Legal Services Board state 89% of SMEs don't seek support from the legal profession, and they estimated there was in excess of £40 billion written off annually because of it.



The percentage of small businesses with at least 1 commercial dispute.



The amount of money SMEs are losing each year through disputes.

Who are Escalate Law?

- The founders of Escalate Law spent seven years researching, understanding and devising their strategy to bring Escalate to life
- Targeting five key areas, Escalate now work with: accountancy firms, Legal firms, membership bodies, lenders and wealth management providers.
- Price Bailey partner with Escalate and cover the East Anglian and London regions.
- It may be relatively new but it's a game changer in the industry, winning awards in both legal and accounting professions:

"A clever, clever concept that gives SMEs real prospects of recovery without having to spend exorbitant legal fees or having to write off debt."

Judging panel, The Lawyer Awards



How did the process work?



- From the time that lawyers are instructed costs are recognised, often with open ended fee structures and payment up front.
- Costs are incurred whether the claim is awarded and funds are recovered.
- If claim is not awarded the business owner often pays both sides fees.
- On top of the financial risk the business owner is left with a large amount of the decision making and management of the process.

How is Escalate different?



- No fees are paid unless, and until funds are recovered.
- All parties are incentivised to reach an early conclusion.
- Escalate insurance means that if the claim is not successful no costs are incurred.
- Often the management of the recovery is the most impactful part due to the time in managing the process.
- Fixed fee, 30% of recovered funds.

Escalate **benefit**

- Available to cases of **any size**
- Can be used to recover debts up to **3 years old**
- **Fast** feedback provided on case suitability and likely recovery

Escalate **success**

- **500+** cases assessed
- Over **£100 million** in recovery
- **No losses** to date

CONTACT US



Matt Howard, Partner
Head of Insolvency & Recovery

T: +44 (0) 1603 567925

E: matt.howard@pricebailey.co.uk

W: www.pricebailey.co.uk



escalate.
MANAGING COMMERCIAL DISPUTES