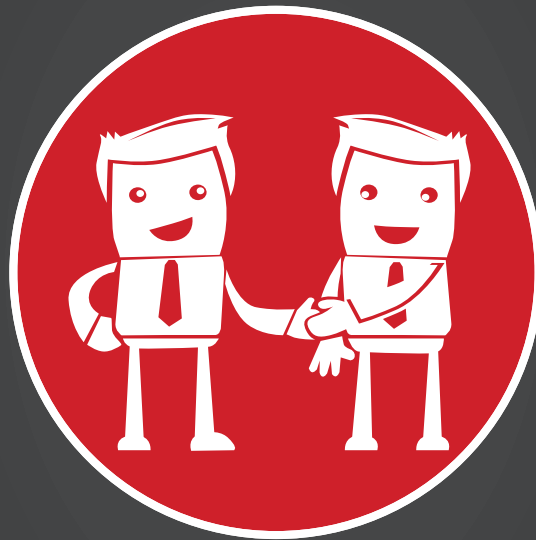




Credit Management Group UK
Experts in cash flow solutions

Commercial Debt Recovery



Case Studies

How have we helped businesses?



Training provider

Turnover: £4.5m



Issue

- > Considerable outstanding debt

Solution

- > Offered our third party debt recovery service
- > Provided regular updates regarding progress
- > Negotiated with debtors on our client's behalf to resolve disputes and gain payment

Result

- > Successfully recovered 90% of debts passed over to CMG UK for collection
- > Resulted in collection of more than £130k that they had been unable to collect themselves
- > Client has greatly improved cash flow, and under late payment of commercial debts legislation, didn't have to pay a penny, the debtors paid for our services for our services.



Mechanical and electrical contractor

Turnover: £26m

Issue

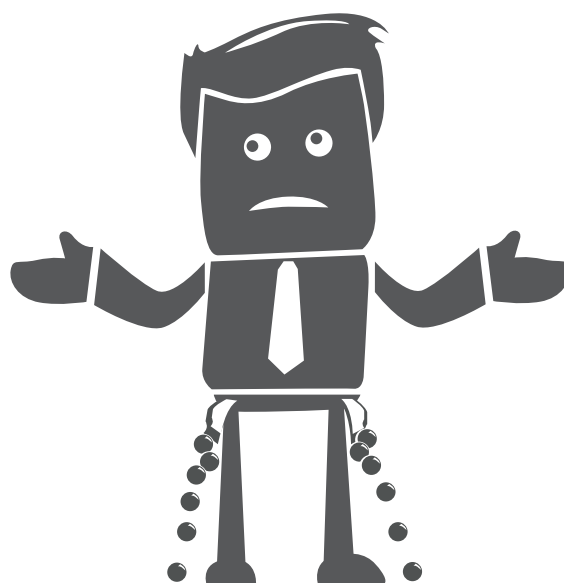
- > Client had problems getting outstanding retentions paid from main contractors

Solution

- > Used experience in the construction industry to effectively negotiate payments with their clients' quantity surveyors

Result

- > Collected £36k in unpaid retentions for our client





Recruitment Company

Permanent Placements | Market: Surveyors, Solicitors

Issue

- > Client had a number of outstanding debts from a few customers, with some disputed
- > Our client had invoiced for an introduction made between their customer and a job candidate; the customer subsequently used 'behind your back' tactics to hire the candidate without clients' knowledge

Solution

- > The outstanding debt was passed over to CMG UK for recovery
- > Analysis of client's terms and conditions found that they were entitled to payment from the introduction of the candidate to the company, disputed the fact the company hired the candidate at a later occasion
- > A letter before action was sent to the debtor showing all documents that would be relied on if the legal proceedings were issued proving that there was no doubt that our client was entitled to payment in full
- > The debtor paid the full invoice value however refused to pay interest, compensation and debt recovery fees. Court action was started to recover these costs, the Judge was requested to strike out their spurious defence as the principle debt had been paid in full

Result

- > The debt was paid in full
- > The debtor paid the additional costs and interest after application to strike out the spurious was made. They did not wait for the Judge's decision as it may have resulted in a County Court Judgment against them
- > Client proceeded to bring CMG UK on as their outsourced credit control team so that we could use our expertise to reduce the time taken in collecting invoices and resolving disputes



Roofing Contractor

Market: Sub-Contract & Construction

Issue

- > Client was owed £115,960 and had not been successful in collection the balance themselves
- > Wanted quick resolution of the issue

Solution

- > CMG UK were brought in to add greater impact to the matter
- > A letter before action was sent to the debtor showing all documents that would be relied on if the legal proceedings were issued showing our client was entitled to payment in full

Result

- > After much negotiation using contractual information as leverage, our Client decided to compromise and accepted payment of the principle debt only, to ensure quick resolution
- > Our client received 100% of the principal debt