

# Delivering results under pressure

Hilton-Baird was instructed by an insolvency practitioner to recover the sales ledger of an environmental services company which had just entered administration. Their services included voids, refurb, cleaning, clearance and pest control, with debtors ranging from large construction firms to London councils. After overcoming several hurdles along the way, we produced an excellent result in exceptionally challenging circumstances...

## AT A GLANCE

Take on sales ledger balance:

# £901,253

# 92

starting debtors

Average invoice value:  
**£490**



More than  
**2,500**  
open invoices

We uncovered an additional

# £218,461

from completed jobs not yet invoiced

## THE OUTCOME

Unable to collect £49,515.27

# £303,919.75

diluted/disputed

We collected:

# £766,279.55

# 85%

of the starting balance

"It was so important that we were able to move quickly in order to maximise the recovery. That the IP instructed us at the earliest opportunity made a huge difference, particularly given the different issues we encountered as we began the recovery process. With over 2,500 live invoices to process and collect it was a time-consuming and labour-intensive job, but one which our team excelled in to recover such a large sum."

Nicola Cheshire, Recoveries Manager

## CHALLENGES

**INACCURACIES:** Original accounting platform backup secured from the business proved to be inaccurate and missing both invoicing and cash postings.

**LACK OF CONTINUITY:** Working knowledge of the order to invoicing process had left the business with exiting employees. Considerable time was therefore spent piecing together the order to invoicing process, further complicated by the company's recent migration to a new order fulfilment system.

**INCOMPLETE:** Neither the original work management platform or the more recently used platform provided complete proof of orders or work completed.

**PROOF:** A significant amount of supporting proof of works ordered and completed was held in the company's email system and considerable effort was put into backing up this large volume of data.

**COMPLIANCE:** Many of the clients have rigorous supplier compliance requirements for invoicing which further complicated the recovery process.

## WHY USE US?

### SPEED

We can be on site within 24 hours to collate the vital paperwork, secure electronic data and begin formulating a strategy

### EXPERTISE

Having assisted ABLs and IPs with their collect out requirements for more than a decade, we possess the experience and expertise required to bring a successful conclusion to even the most difficult cases

### RESULTS

We work closely with our audit team to secure all books, records and electronic data swiftly and efficiently to ensure the best results

## GET IN TOUCH

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Hilton-Baird  
Collection Services

