

Client: Blackbay Limited

Mobility Enabled-Solutions

BACKGROUND

Under the R&D Tax Relief scheme companies are able to benefit from qualifying expenditure. For SMEs this is critical as product development means high levels of expenditure before income from sales.

It's available to any UK company that looks to introduce or improve their products or production processes using science or technology. It cuts across all industries and sectors and many businesses fail to realise its potential to their ambitions and good fortune.

THE CLIENT

Blackbay is the leading provider of mobility enabled-solutions for the transport and logistics industry.

The company has developed configurable end-to-end mobile workforce management solutions that ensure first time, on time, every time delivery. They connect the shipper, operations, management, the driver and crucially the customer with real-time data and automated workflows to create smarter delivery operators.

Blackbay's flagship product, Delivery Connect, provides an end-to-end delivery solution, designed to manage the movement of freight from the shipper to the end receiver, including scanning, proof of delivery (PoD) exception management, cross dock and in-depot activities through to job dispatch, customer service and reporting.

THE SOLUTION

Two MSC R&D experts (technical and financial) spent a day with Blackbay identifying eligible projects and accessing relevant financial data. A detailed report was then prepared for submission to HMRC as supporting documentation.

As a result Blackbay received a £330k tax refund, significantly higher than previous years.

Importantly the company was fully compliant in the event of a HMRC audit, with robust supporting documentation prepared by MSC R&D.

Extensive documentation was prepared that made a sizeable claim a formality. MSC R&D's approach minimised time and risk and laid the foundations for an efficient claims process in future years.

WHAT THE CLIENT SAYS

"We'd previously submitted R&D Tax Credit claims using another company, but felt that the process had been unnecessarily complex, expensive and not as extensive as it should have been," explained Blackbay's Chief Operating Officer, Mark Hoyland

"The MSC team is able to structure and present grant applications and R&D Tax Relief claims authoritatively to maximise benefit. It gave us confidence that our claim was well founded and fully defensible.

"We worked together to prepare our submission to HMRC based on MSC R&D's fast-track process and 100% contingency fees; it minimised our risk, time and cost. The fast-track process required only one day of our time so there was a minimum of disruption to our day-to-day business routines.

"Last time I don't think we got value for money, so it was pleasing to work with a company which does what it says it will do.

"MSC R&D's experience and expertise, combined with their professional approach resulted in a streamlined and rewarding process."



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Tel: 0114 230 8401