

Complex commercial litigation regarding breach of contract results in restored customer relationship

Client's challenge

A privately held manufacturer of patented synthetic yarns used in cut-resistant products was involved in litigation with one of its primary customers for violation of a license and supply agreement. The license agreement stipulated that the customer was to buy certain yarns solely from the manufacturer. As a result of the license agreement violation, the manufacturer experienced a sharp decline in purchases from their customer which had a significant negative impact on the manufacturer's sales and profits.

PricewaterhouseCoopers' Advisory solution

PwC was engaged by the manufacturer's legal counsel to provide expert witness testimony regarding the economic damages suffered by the manufacturer, our client. The PwC team evaluated key documents, researched relevant business factors, and delivered a report detailing the various damages suffered by the client. PwC also assisted counsel with ongoing discovery issues throughout the course of the matter.

Impact on client's business

The matter was ultimately settled prior to trial. PwC's expert report helped guide the client and its legal counsel throughout the settlement negotiations. The client was able to settle on terms that were agreeable to both parties involved and also restored its supply relationship with this important customer.

For more information on the topic of dispute analysis, please visit:
www.pwc.com/us/forensics

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