Avalara

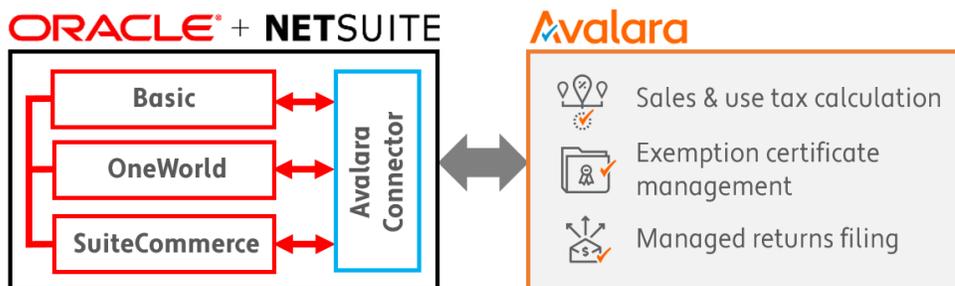# Enable growth and ensure sales and use tax compliance through automation

Avalara Sales Tax Suite for Software and Internet Companies

Most software businesses run the risk of a negative audit finding. The primary reason is the complex tax regulations and nexus obligations that apply to the delivery of software and cloud-based services. Software tax compliance obligations vary widely across over 16,000 tax jurisdictions in the U.S. and many more worldwide.

Even after spending an average of 468 hours per year on sales and use tax compliance, finance managers find it almost impossible to stay on top of new tax and nexus rules everywhere they do business. In fact, there were over 13,000 tax changes in the U.S. over the past year. **The resulting compliance risk can be an existential threat for growing software companies seeking additional levels of funding or planning an IPO.**

The Avalara Sales Tax Suite has helped over 800 NetSuite customers automate tax processes to increase efficiency, lower audit risk, and achieve compliance. Avalara handles growing tax complexity with technology instead of human resources, enabling you to focus on strategic projects.

Avalara – NetSuite Integration

Sales and Use Tax Calculation with Avalara AvaTax Mitigates Risk

AvaTax maintains tax rules and rates and fully automates tax determination to ensure compliance and mitigate audit risk.

- **Product Taxability:** Avalara tracks tax rules for software and related services regardless of the delivery methods (download, SaaS / ASP, physical media, custom development) in all 50 states so that you don't have to. AvaTax also supports VAT and GST taxability for over 190 countries.

ORACLE + NETSUITE

Avalara Support for NetSuite

- NetSuite Basic
- NetSuite OneWorld
- SuiteCommerce Advanced
- SuiteCommerce InStore

Sales and Use Tax Calculation

- Automatically maintains tax rules and rates, eliminating tax research and tax table maintenance
- Performs address validation within Customer and Vendor Maintenance
- Uses mapping technology to improve accuracy over ZIP+4 methods
- Integrates with the Accounts Payable module to self-assess consumer use tax
- Provides built-in sales tax history reporting

Managed Returns Filing

- Manages monthly tax filing and payments on your behalf
- Handles responses to tax notices from tax authorities

Exemption Certificate Management

- Collects, stores, tracks, reports, and analyzes resale certificates
- Manages exemption certificate information directly in NetSuite customer maintenance

- **Jurisdictional Nexus:** Avalara uses mapping technology to maintain pre-defined jurisdictions for U.S. states, U.S. local governments, and countries. Once nexus is configured, AvaTax uses address information to determine where and when to calculate and report taxes (sales, use, input VAT and output VAT).

- **Centralized Tax Policy:** AvaTax provides centralized administration of tax policies for the business to accurately calculate sales and use tax across all channels, business units and applications.

Supports Growth

AvaTax addresses growing sales tax requirements with technology instead of human resources, saving time, reducing overhead and improving margins, while enabling internal experts to focus on more strategic projects.

- **Cloud Deployment:** Internet-based service delivery provides future-proof tax automation, supporting growth without IT bottlenecks.

- **Omnichannel Ready:** Over 580 pre-built connectors can quickly integrate any transaction source for centralized tax management.

- **Comprehensive Reporting:** Avalara offers a library of common sales and consumer use tax reports that summarize transaction history for return preparation, reconciliation, or tax analysis.

Provides Fast ROI

AvaTax is designed for NetSuite, enabling fast implementation and quick return-on-investment.

- **NetSuite Integrated:** AvaTax works within the NetSuite user interface, eliminating the need to modify workflow processes for tasks such as calculating taxes or setting up new products.

- **Rapid Setup Process:** AvaTax includes the tools and training to get you going quickly. Typical implementation time is less than 60 days.

Managed Returns Filing with Avalara Returns

Avalara Returns improves efficiency and compliance by handling monthly sales and use tax filing, payment, and notice management on behalf of your business. Avalara's state and local tax experts can help you lower filing costs, reduce errors, and focus on more strategic projects.

Exemption Certificate Management with Avalara CertCapture

CertCapture collects, stores, tracks, reports, analyzes and utilizes exemption documents in support of tax compliance. Exemption certificate information is managed directly in NetSuite customer maintenance and integrated with AvaTax to ensure accurate sales tax determination. Centralized storage and easy retrieval of exemption certificates minimizes risk of audit failure.

"Since implementing Avalara AvaTax, we've halved the time we spend filing, reporting, and calculating sales tax. We were able to remediate $8 million in back tax in 20 states quickly and start charging sales tax as soon as we received our VDA rulings."

Marisa Massey, Controller

Bazaarvoice

Software companies using NetSuite and the Avalara Sales Tax Suite

Get started with Avalara AvaTax today!

Call 877-780-4848
Email: netsuite@avalara.com
Visit: www.avalara.com/ integrations/netsuite/