WHY CHOOSE OUR SALES TAX AUTOMATION MANAGED SERVICES?

RJ TAX CONSULTING

Tax software is complex with many nuances. The penalty for getting it wrong is high. We can help make sure that you get it right — and that you get the most from your compliance investment.

You chose sales tax automation software for a reason -to stay compliant while saving time, money, and hassle.

We're the experts who can help you realize those benefits sooner. And by taking on the complexity of implementation, ==we can help you free up resources to focus on what you do best: growing your business.==

Avalara
Certified Implementation Partner

VERTEX®

THREE REASONS TO TRUST US WITH MANAGING SALES TAX AUTOMATION

1 We know your business

We're already familiar with your business, systems, and technology — and that makes for a quick discovery process. We know how all the pieces will fit together to maximize your automation capability and potential, even across multiple applications and business areas.

2 We're trained by your providers

We've undergone in-depth training with various sales tax automation platforms to learn how to ensure a smooth implementation process.

3 We can manage it for you

Tax automation software is complicated, with a lot of moving parts that need to be constantly updated and tuned for your business needs. ==Instead of piling this on someone's already full plate, we can manage sales tax automation, allowing employees to focus on higher value-added activities.==

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WHAT ARE THE CHALLENGES AND RISKS OF DO-IT-YOURSELF IMPLEMENTATION & MANAGEMENT?

⚠ Difficulty learning your software

Sales Tax Automation software can easily take a month to learn and configure. Automated Returns requires proper form selection with a rigid timeline to avoid penalties and interest. Do you have the bandwidth to take this on?

⚠ Difficulty managing your automation

Setting up your software is just part of implementation. The overall process needs to be coordinated and managed to ensure a smooth cutover to your new system. The Vendor's support assumes that the customer will manage the process themselves.

⚠ Difficulty configuring your system

You need to know your precise business profile and tax requirements to configure your software correctly. Common mistakes include selecting nexus everywhere and accidentally — and fraudulently — collecting tax where you're not legally authorized, with nowhere to remit.

⚠ Difficulty minimizing your risk

Tax automation can greatly minimize compliance risk — but only if it's implemented correctly. Tax laws are complex and ever-changing, and businesses sometimes close from obligations, penalties, interest, and legal fees.

WHAT YOU GET WITH OUR MANAGED SERVICES

✓ MORE CONFIDENCE

With our rigorous training and access to vendor tools and support, you can be confident sales tax will be automated properly.

✓ A BETTER EXPERIENCE

We're your single, seamless point of contact. We're knowledgeable about your systems, familiar with your challenges, and focused on your business success.

✓ FASTER TIME TO VALUE

Implementing & maintaining a tax compliance solution can be time-consuming, but we're trained to accelerate your time to value while minimizing your employee time commitment.

We're Here to Help

From a smooth implementation process to ongoing sales tax automation management, let us make this easier on you.

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HOW DO WE MANAGE SALES TAX AUTOMATION?

- We'll schedule regular meetings to check-in on any changes with your business that may impact sales tax, we'll provide recommendations, and then make any needed changes to your sales tax automation platform (once you approve).

- We'll make sure your sales/invoicing systems are properly connected and working with your sales tax automation platform.

- We can work with you to optimize invoicing & exemption certificate workflows.

- We'll keep an eye on & update things like nexus & taxability settings to ensure your company is charging sales tax in the right places for the right amounts.

- We'll help ensure the automated sales tax filings are done right and we can get your team the reports they'll need to do reconciliations.

- We can aid in working with your sales tax automation vendor to save you money on the software and implementation costs.

- Your company can also leverage RJ Tax Consulting as a general resource when it comes to navigating US sales tax.

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RJ TAX CONSULTING VS VENDOR IMPLEMENTATION & MANAGED SERVICES

While software vendors specializes in sales tax automation software, their implementation and managed services options may not be right for everyone. Below is how our services compare:

How We Compare	Vendor Implementation	Vendor Managed Support	RJ Tax Consulting Managed Services
Ongoing support	Not included	YOU initiate through case	Just call/email us
Set up system connections	One time project	Only certain connections	Included
Monitor nexus obligations	Not included	Once a year	Included
Update nexus settings	One time only	YOU initiate through case	Included
Update sales tax filings	One time only	YOU initiate through case	Included
Work with vendor on issues	Not included	Not included	Included
Figure out sales tax answers	Not included	Not included	Included
Cost	$10,000-$20,000+	$10,000-$20,000+	$9,500-$16,500

Save time and money be leveraging our services instead. They will be less expensive, and can do more for your company.

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