



Triple Threat: Reduce Your Risk Series

Key Tax Compliance Risks

- ✓ Nexus - are you charging sales tax in all of the jurisdictions you should be?
- ✓ Exemption certificates
- ✓ Have certificates for all appropriate customers.
- ✓ Certificates are valid (customer completed them correctly & signed them).
- ✓ Sourcing for tax purposes / granularity of address data.
- ✓ Complex rules around taxability of products & services (rules vary by state!).
- ✓ Small errors can translate into big assessments (states extrapolate errors over the whole audit period).
- ✓ Managing tax rate updates.
- ✓ Criminal liability.
- ✓ Don't blink - time to file the returns again



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About Avalara

A privately held company, Avalara was founded by a team of tax and software industry veterans to fulfill a vision of delivering an affordable, scalable sales tax solution. Thus making what was not economically feasible in the past for mid-sized business not only affordable, but more accurate as well — all with the latest and most innovative technology available. From Bainbridge Island, close to Seattle, Avalara's knowledgeable staff works tirelessly to help customers put the hassles of sales tax compliance out of mind. Avalara's mission is to transform the tax process for customers by creating cost-effective state-of-the-art solutions. The company does so through integrated on-demand, Web-based software services that provide transparent transactions, accurate tax compliance, painless administration and effortless reporting.