

Sales Tax Compliance with SAP

Hosted by: Clients First Business Solutions

Presented By: Avalara

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Introductions



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About Avalara

**Why businesses are automating
Sales-Tax**



Avalara Solutions for SAP

Q&A

About Avalara

Key Facts and Figures



In operation since **2004**



More than **31 million** documents / certificates managed by Avalara in 2022



More than **1,200** signed partner integrations



39.6 billion AvaTax API calls were made by customers in 2022



More than **5.2 million** returns prepared by Avalara in 2022



Serving **30K+** customers from **95** countries

Global Offices



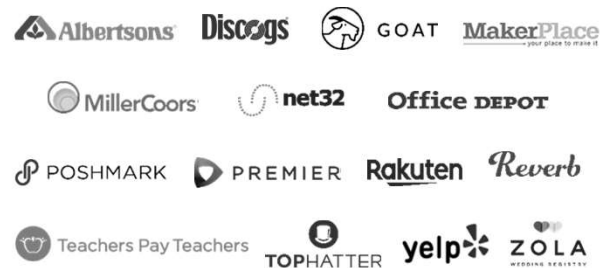
Avalara supports tax compliance for 30,000 businesses

All sizes across all industries throughout the world

Retail and ecommerce



Marketplaces



Lodging and hospitality



Manufacturing



Beverage alcohol



Software





Why are businesses automating Sales-Tax?



2022

The state of commerce: Ecommerce *and* in-store sales

\$1.22T

Total retail sales through all channels in Q3 of 2022
Up 7.7% from 2021*

\$251B

U.S. ecommerce sales during Q3 of 2022.
Up 10.8% from 2021*

20.6%

Of all dollars spent on retail purchases came from online orders **in Q3 of 2022***

2.7%

Global economic growth prediction for 2023. Down from 3.2% in **2022****

*[Digital Commerce 360](#), Nov. 2022 **[IMF](#), Oct. 2022



PULSE CHECK ON ECONOMIC NEXUS

Economic nexus allows states to impose sales tax on remote sellers.

88% of businesses

said the Wayfair decision impacted how their company conducts business.*

All 45 states

with a state sales tax, plus District of Columbia and Puerto Rico have enacted economic nexus laws.

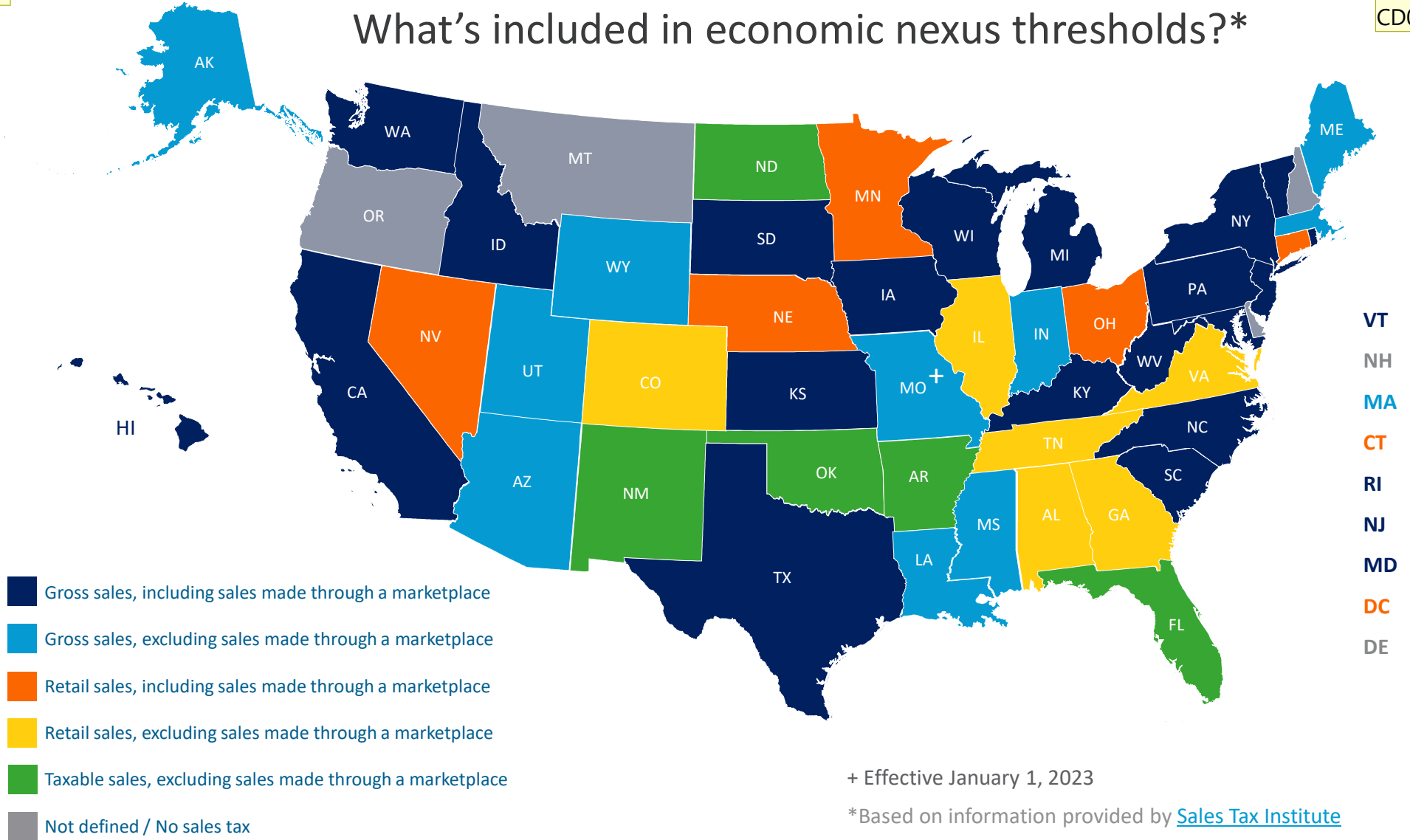
Thresholds vary state-by-state.

Home-rule local tax requirements

for remote sellers are evolving.

*Based on a May 2022 survey conducted by NetReflector/Potentiate for Avalara

What's included in economic nexus thresholds?*



Slide 10

- CD0** Add asterisk over missouri
Courtney Drake, 2022-12-07T23:02:41.584
- CD1** Change Missouri color
Courtney Drake, 2022-12-09T19:52:50.294



Avalara Solutions for SAP

FREE (\$4,500 value) SALES TAX RISK ASSESSMENT

Here's how the Sales Tax Risk Assessment works:

- ✓ You will get access to a guided nexus questionnaire to complete at your own pace
- ✓ Once the questionnaire has been submitted, you will receive an in-depth analysis of their economic and physical nexus tax obligations within three business days
- ✓ Finally, you will get a one-on-one consultation with an Avalara sales tax professional to help you understand the results and determine the best compliance strategy

Below is the custom URL that will guide you to register for the promotion and make it available at no cost.

<https://buy.avalara.com/risk-assessment?partnersource=00130000007TWCPAA4&campaignid=7015a000001j1zEAAQ&c=3JC9J4V7ZT>

Avalara options built for SAP Business One

Avalara Rates By Address (Built and managed by SAP)

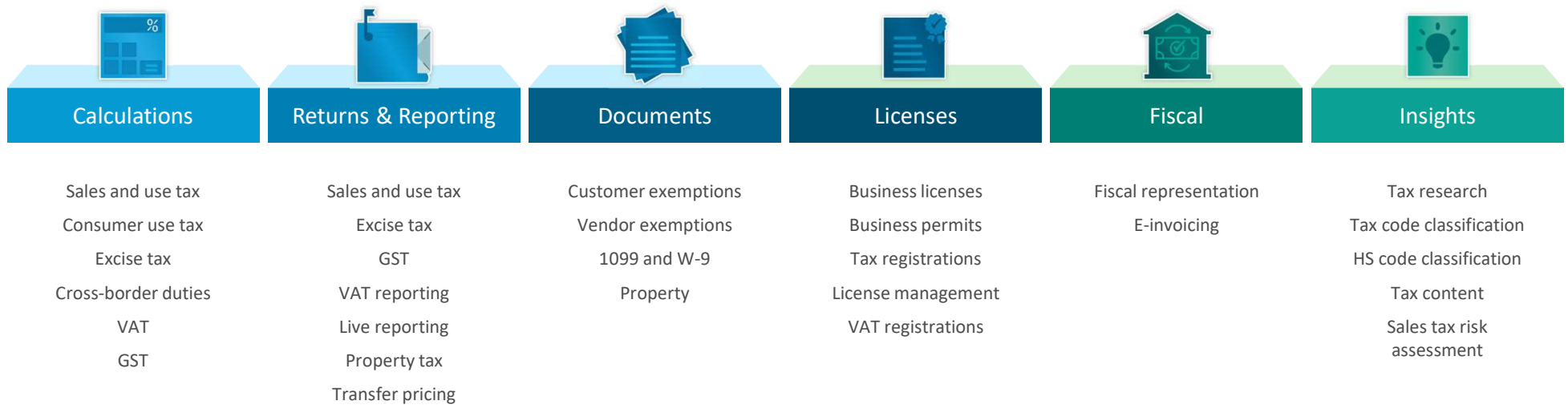
- SAP has chosen Avalara to replace its existing provider of rates for TaaS (Tax as a Service)
- SAP B1 customers have access to rates by address
- Rates will be provided by API call
- Requires version 10.0 FP 2022 HF1
- Avalara Rates By Address is for companies who typically sell tangible goods into only 1-2 states
- ARBA is a stand-alone solution meant to help solve the Sales Tax Calculation burden

Avalara AvaTax, Returns, Exempt Certificate Management (ECM)

- Prebuilt add-on Connector, certified by SAP supporting version 9.2 to current
- Manages complex workflows from several Ecommerce, CRM, EDI, etc. revenue streams providing a single source of truth for tax compliance across all platforms.
- Provides Address Validation (USPS)+ Lat/Long, Product Taxability, Drop Shipping, and Sourcing/Threshold determinations.
- Able to verify and use validate exempt certificates to exempt tax for business partners in real-time.
- Jurisdictional tax reporting and/or options to fully automate your returns filing and remittances.

End-to-end tax compliance

The Avalara Compliance Cloud and platform help solve challenges across the compliance journey



Over 1,400 signed partner integrations for ecommerce platforms, point-of-sale (POS) systems, order management systems (OMS), marketplaces, customer relationship management (CRM) systems, enterprise resource planning (ERP) systems, accounting software, and more



Questions?