



Why Avalara Is the Answer for Enterprise Tax Compliance

What you need to know about our global,
cloud-based compliance platform

GUIDE


Tax compliance done right

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Why Avalara is the answer for enterprise tax compliance

What you need to know about our global, cloud-based compliance platform

For enterprise businesses, tax compliance is filled with complexity and challenges.

Disparate data sources found in legacy or custom enterprise resource planning (ERP) systems can make it difficult to streamline data across geographies and business units. Compliance teams are often stretched thin as they support large numbers of tax types and use cases.

Manual processes are time-consuming and prone to human error, and even some automated systems don't keep up with tax changes in real time. Latency may mean transactions take too long during peak periods, costing sales or resulting in incorrect tax calculations and address validations.

To work more efficiently, you need a customisable, flexible, secure enterprise tax solution.



About Avalara

Avalara provides cloud-based, scalable, global tax compliance. We help thousands of enterprises, including a third of the Fortune 1000, get tax compliance right, no matter where they do business. Our database has content for 190+ countries.

Reduce the time and cost associated with managing tax compliance, from registering for business licenses to calculating taxes, filing value-added tax (VAT) and goods-and-services tax (GST) returns, and managing licenses and exemption certificates across the full life cycle. Avalara connects all pieces of the global tax puzzle through unified, cloud-first modular solutions and managed services that leverage tax experts to help you scale.



One of the reasons we chose Avalara over its competition was that it allowed us to develop much more innovative and useful automations that can be integrated into our normal workflow.

—Posky Idnani,
EMEA Tax Manager,
[Acer](#)

How we do it



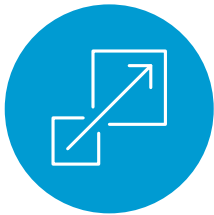
End-to-end global compliance

We take a cloud-first approach and focus on creating the most comprehensive tax-compliance content across the compliance life cycle (licenses, registrations, calculations, returns, and fiscal representation) to support global commerce.



Compatibility with all business transaction systems

We built a low-code integration studio to connect with virtually any business application through our APIs. We offer more out-of-the-box integrations with prevalent ecommerce, marketplace, point-of-sale, ERP, accounting, payments, and billing solutions.



A full-service scalable solution

We recognise that businesses have unique compliance challenges depending on their size and industry. Not all businesses want or need a custom solution. To address this challenge, we offer solutions targeting small, midsize, and enterprise businesses depending on the complexity of their compliance requirements.



A large network of partners

We built a global partner network that includes over 1,200 signed partner integrations, accountant partners, and systems integrators, and we continue to grow our network to reach and support more than 30,000 customers in more than 90 countries on their compliance journey.





Avalara products and services for enterprise customers

We can help you reduce the time and cost associated with managing tax compliance, including registering for business licenses, calculating taxes, filing VAT/GST returns, and managing licenses and certificates across the full life cycle. Our products and services include:

Avalara Exemption Certificate Management

This next-generation solution sets a new industry standard, helping you reduce risk, drive efficiency, and improve customer satisfaction. With Avalara Exemption Certificate Management (ECM) Premium, you can:

- Track certificate expiration and proactively request new ones, reduce potential errors through automated workflows, automate validation efforts to improve accuracy, and respond to audits quickly and with confidence.
- Reduce the time required to collect, review, and manage certificates; minimise the effort to track tax laws and expiry dates; reduce administration time to review and validate certificates; and eliminate IT and security costs to maintain in-house systems and reduce the need for in-house expertise.
- Decrease customer time to upload valid certificates, help customers select and complete the right forms, and allow customers to manage their own certificates securely.



We needed a software solution that was easy to use, easy to plug in, and had the back-end side of tax compliance Zillow Group needed... (With Avalara) the implementation was really smooth. Within a couple of hours, we had our development sandbox up and we were evaluating transactions.

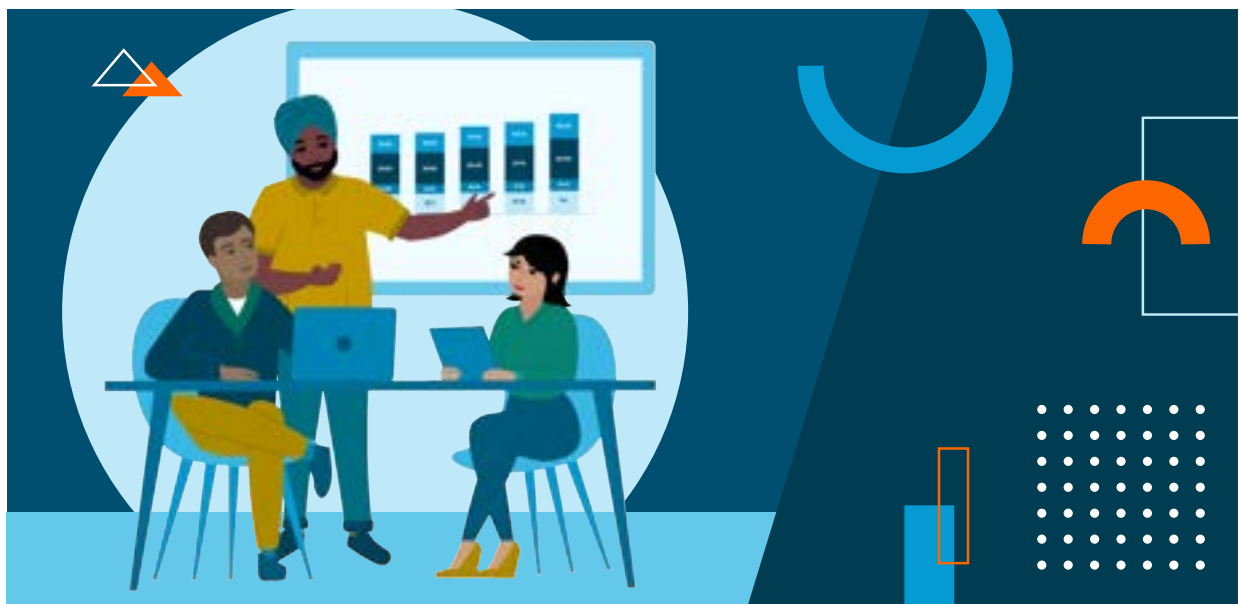
—Jason Heckel,
Senior Director of Tax,
[Zillow Group](#)

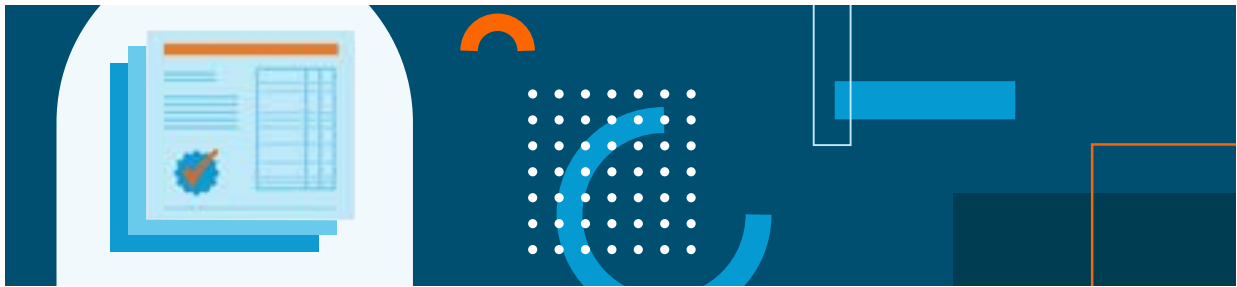
ECM Premium supports complicated exemption management and high-volume storage of certificates. Configurable options combined with automated workflows simplify and dramatically improve collection, validation, and maintenance processes for your business's exemption certificates. Stand-alone options provide easy integrations to existing third-party tax engines and business applications for unified workflows.

With ECM Premium automated validation and renewal, you benefit from:

- Avalara Exemption Certificate Express, which reviews certificates entered through the customer portal with a simple collection process
- Automated document validation, which uses optical character recognition (OCR) and machine learning to scan, read, and digitise certificates to capture field data and intelligently recognise incorrect forms and information or missing signatures
- Taxpayer ID validation
- Automated certificate renewal

Additionally, when you take advantage of Avalara ECM Managed Services, we take care of all the heavy lifting associated with ongoing maintenance of exemption certificate management, including inbound customer support and education.





Avalara License Management

Cloud-based business license management software that lets you centralise hundreds to thousands of business licenses, permits, and tax registrations through a single application.

With Avalara License Management, you can:

- Drop the spreadsheets and other manual systems.
- Help users to pick up tasks where others left off.
- Scale for growth to handle thousands of licenses.
- Save time and let the application research licensing requirements for you.
- Assign select portfolio access and ownership to multiple users.
- Increase collaboration across departments, critical for businesses with high-volume lease and license management.

In addition to Avalara License Management, you can engage with Avalara License Managed Services for the ongoing maintenance of your business licenses and to empower you to maintain compliance. It can free up your staff to focus more on activities that drive profitability. It also provides you 24/7 access to a portal that lets you track the work we do for you on your behalf.

”

Because we run lean here, we didn't want our IT people to take on any part of this system.

In the end, we only had to provide our data and Avalara did the rest.

—Heather Parker,
Compliance Officer,
[LAZ Parking](#)

Avalara Returns

Offload the high cost and hassle of returns preparation, filing, and remittance so your team can focus on more important parts of your business. With Avalara Managed Returns Premium, dedicated tax experts provide simplicity through timely transactional tax filing and remittance. File returns, remit payments, and manage notices using a single payment solution. Whether the jurisdiction requires e-filing or mailed-in hard-copy returns, Avalara does all the work so that your team can work on more important projects while you maintain control through liability review and approval.

With Avalara Returns, you can:

- Save time by removing the manual tasks that expend your resources.
- Reduce costs and focus on more important parts of your business.
- Improve accuracy and reduce audit risk.

Avalara processed more than 4.5 million domestic returns (U.S. and Canada) and more than 660,000 international returns (Brazil and EMEA) in 2022.

Avalara Tax Research

Quickly access the tax research your team needs to stay ahead of potential audits with Avalara Tax Research. Direct access to tax researchers and self-service access to updated transaction tax rules, rates, and regulations help with tax decisions in both the U.S. and abroad. With Avalara Tax Research, you can:

- Save time and frustration with explanations that are easy to search, understand, and reference.
- Reduce the cost of manual research.
- Eliminate manual tracking of taxability history.
- Get answers to questions about complex scenarios, like drop shipping, through intuitive decision trees.
- Increase confidence via unlimited Q&A with tax researchers.



Avalara e-Invoicing and Live Reporting

Keep your operation running smoothly and grow overseas without e-invoicing regulations holding you back. It turns the slow, tedious manual handling of paper or PDF invoices into efficient, automated workflows. Seamless integration allows you to add e-invoicing capabilities for 60+ countries to accounting/ERP systems and keep them up to date without complex IT projects.

Avalara Property Tax

Minimise your team's time spent on data entry, maximise accuracy, and automate the process of appending property tax documents to tax bill payments.

Avalara Cross-Border

Lower costs and grow revenue while maintaining control of your customers' cross-border experience. The end-to-end international tax and compliance platform includes industry-leading tools that plug and play with almost any existing business system.

Avalara Edge for AvaTax

Bring computation closer to the source to reduce latency while increasing uptime and throughput, helping you stay tax compliant and competitive during peak transaction periods or high call volumes. A cloud-agnostic, customisable implementation provides increased control.

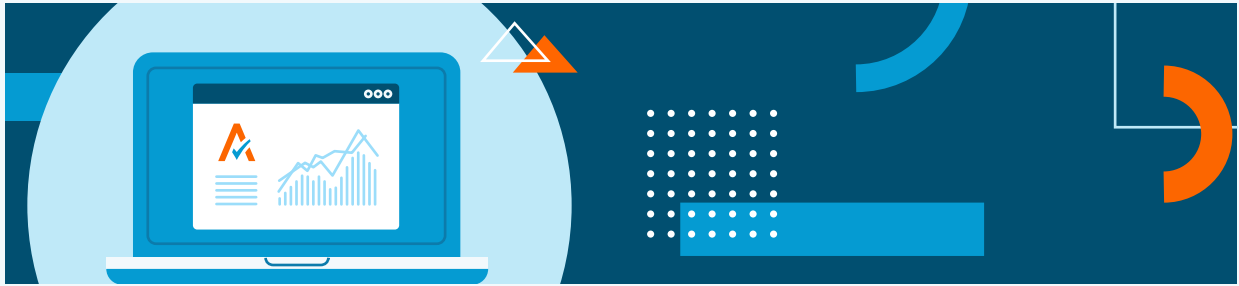
Avalara offers a variety of managed services for solutions across our portfolio.



We needed a consistent, centralised process that was accessible for everyone on the team ... With Avalara's help, we can do more tasks in less time, which provides a better work-life balance.

—Allyssa DeCenzo,
Property Tax Manager,
[Comcast](#)





The Avalara difference

Flexible integrations

Choose from integration options through Avalara AvaTax or leading ERPs and tax engines for accurate exempt sales tax calculation.

Managed services

Focus on what you do best by taking advantage of the managed services we offer for many of our products.

Accurate and automated

Reduce the time and cost associated with managing tax compliance across the full life cycle. Avalara connects all pieces of the global tax puzzle through unified, cloud-first, modular solutions and managed services that leverage tax experts to help you scale.

Audit ready

Simplify audit reporting with Avalara's self-service portal for auditors to pull the information they need, enabling enterprises to provide a rationale for tax-rate decisions with the push of a button.

Security and privacy

Get System and Organization Controls 2 (SOC 2) Type 1 and Type 2 compliance with all of the core Avalara products, so you can be confident that we have appropriate controls to protect the security, availability, and confidentiality of your data.

Our partner ecosystem: Integration options

We provide comprehensive coverage and partner relationships covering all channels where customers require compliance. We have over 1,200 signed partner integrations for ecommerce platforms, point-of-sale (POS) systems, order management systems (OMS), marketplaces, customer relationship management (CRM) systems, ERP systems, accounting software, and more. Key partners include:

ORACLE

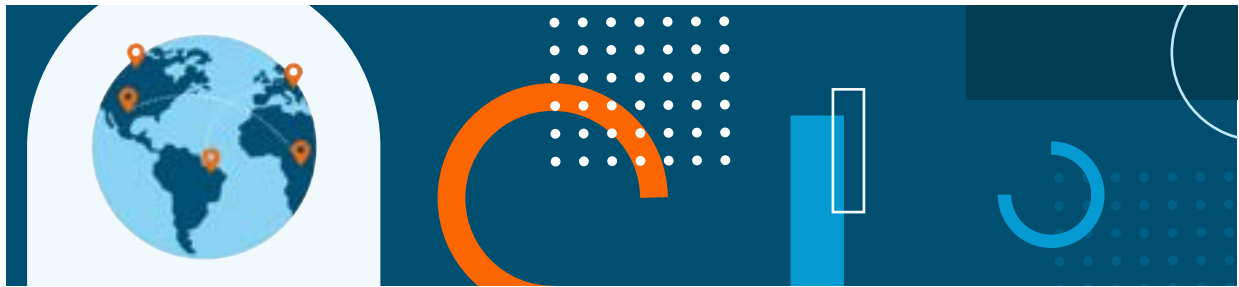
Avalara's prebuilt integrations use a full infrastructure-as-a-service (IaaS) platform based on Oracle Cloud Infrastructure (OCI) to deliver a global, differentiated customer experience, fast time to value, and lightweight implementation. In addition to establishing an in-house Oracle development team focused on Avalara and Oracle integrations, we have acquired vital connectors that enable interaction between Avalara's tax compliance services and Oracle Fusion Cloud ERP, E-Business Suite, JD Edwards, and PeopleSoft.



As a Workday Certified Solution Partner, Avalara's integration with Workday enables you to assess use tax, calculate sales-tax rates, prepare returns, manage exemption certificates, and more, right from Workday Financial Management. Speaking of Avalara and its integration with Workday, Anaplan's Global Head of Tax, Kathryn Troxel, stated, "I would recommend this to any customer who has sales tax requirements of three or more states ... it makes reporting, collecting, and invoicing indirect taxes easy and less time-consuming." We received a 2023 Workday Partner Innovation award in Financial Services for Avalara AvaTax. Our partnership with Workday adds value for our joint customers with industry-leading solutions.



Whether you're leveraging SAP S/4HANA or SAP ECC, Avalara's award-winning integrations pull customer master data and tax data directly into your ERP to support omnichannel and international sales. In fact, Avalara has been acknowledged with a 2022 SAP Pinnacle Award for its work in aligning its strategies to help the entire SAP ecosystem. The Avalara partnership team has worked relentlessly to align its strategies to help the entire SAP ecosystem. Additionally, customers and partners can maintain the agility of their SAP S/4HANA systems by embracing SAP BTP as their main integration method for third-party applications. Avalara's SAP S/4HANA integration uses SAP BTP services to integrate, map, and control all the messaging between SAP and Avalara AvaTax.



Our mission is to solve tax compliance problems for customers so they can get back to business. We're driven to automate tax compliance for every transaction in the world by building the world's best software-as-a-service (SaaS) platform that delivers cloud-based calculation, collection, and digital storage of all compliance documents, as well as fully automated filing and fund remittance.

Customer support

We know that direct access to savvy technical support is critical to your compliance efforts. Our world-class Customer Success team offers a breadth of support offerings. If you're unable to locate your answer on our extensive Avalara Help Center, our trained team of technology and tax professionals can assist you through email, web-to-case, telephone, or chat.

Streamlined implementation

Our platform was built for the cloud and does not require client-server software installation or maintenance. This translates to savings in upfront capital, ongoing labour, and opportunity costs. We reduce your efforts during implementation through a proven, clear project management approach and provide training materials to help your team quickly and easily transition to our solution.

Innovative technology

Our proven, state-of-the-art, multi-tenant cloud platform boasts more than 1,200 signed partner integrations, as well as modern APIs for both REST and SOAP. Calculate at lightning speed through our powerful tax engine, which supports complex requirements such as tax holidays, tiered tax rates, and base overrides. Feel confident in tax calculations that are backed by a comprehensive, up-to-date tax-content library at the country, state, county, city, and local level.

To learn more about how cloud-based solutions from Avalara can help you meet your global tax-compliance challenges, [reach out to a sales representative.](#)

Avalara is here to help

A merger or acquisition can be an exciting time for your company. Don't let U.S. sales tax compliance hinder your M&A experience. Let Avalara help you handle your tax complexities so you can focus on day-to-day operations, leaving the stressful work to us.

For more information on Avalara services that can help expedite a business reorganization, please call +44 (0) 1273 022400.

Tax rates, rules, and regulations change frequently. Although we hope you'll find this information helpful, this resource is for informational purposes only and does not provide legal or tax advice.

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