



## The Proof is in the Orange.

No matter what your sales tax needs are, Avalara® has the perfect solution for you. **AvaTax™** is the fastest, easiest, most accurate and affordable way to calculate and file sales tax. Now it is possible to go well beyond manual sales tax calculations to deliver all your processes and systems on demand, eliminating the cost and burden of custom-built or on-premise applications.

### AvaTax Basic

**AvaTax Basic** is a sales tax compliance solution offering businesses of all sizes sales tax automation that until now has only been available for Fortune 500 companies. The transaction-based service model and seamless integration into any financial application provides access to all jurisdiction assignments and real-time sales tax calculations in the United States and Canada. **AvaTax** can be integrated into your accounting or e-commerce package, fully enabled with the nexus, simple to complex taxability rules, reporting and filing profiles unique to your business. From there, **AvaTax** simply gets your sales tax function done—invisibly, instantly, accurately.

### AvaTax Pro

Designed for any company who has complex tax rules in many jurisdictions, **AvaTax Pro** combines the features and functionality available in **AvaTax Basic** with the knowledge of an extensive tax research department and over 2,400 product and service codes. **AvaTax Pro** combines the power and flexibility of a custom-built enterprise software solution with the immediacy and value of an on demand service to help businesses that sell a variety of products, have nexus in multiple locations or file in multiple jurisdictions with varying tax rule definitions. **AvaTax Pro** allows you to simplify and standardize the management of sales tax operations through a single, online solution that can be rapidly deployed across multiple departments and divisions.

FEATURE	BASIC	PRO
● Real-time sales tax assignments & calculation for the United States & Canada	✓	✓
● Address verification service for the United States & Canada	✓	✓
● Exemption Certificate Management System (ECMS)	✓	✓
● Online creation of custom taxability rules	✓	✓
● Real-time online transaction inquiry and adjustment functionality	✓	✓
● Sales tax transaction reporting	✓	✓
● Online tax calculator tool	✓	✓
● Access to over 2,400 product and service categories maintained by an extensive tax research department		✓
● Access to over 100,000 taxability rules for all 50 states and the District of Columbia		✓
● Ongoing tax research and maintenance of product & service tax codes and taxability rules		✓

Each edition of **AvaTax** includes a combination of powerful sales tax compliance features in order to meet the unique needs of your company. The edition you need depends on the products you sell, the jurisdictions into which you sell into and whether or not your business has nexus in multiple locations.

## Benefits of AvaTax Pro

- >> **Access to tax research for over 2,400 products and services:** Avalara provides a list of our predefined product and service categories that you easily map to your inventory items. Thousands of items fall under categories including: freight, digital goods, services and tangible personal property—with this list constantly growing as we add new customer and product lines.
- >> **Access to over 100,000 taxability rules:** Products can often be taxed differently depending on the location—for instance, in Massachusetts band uniforms are tax-exempt, but football uniforms are not. With the industries most comprehensive taxability matrix, eliminate the worry associated with incorrect rules.
- >> **Ongoing tax research and maintenance:** There were over 3,000 changes in rules and rates in the United States last year—at times a product or service that is non-taxable today could be taxable tomorrow, and vice versa. Our tax research department takes care of all the taxability rules maintenance so you can focus on growing your business. We even maintain temporary tax changes such as tax holidays—like in the state of Florida from June 1-12, 2007 when all hurricane supplies and equipment were nontaxable.

## Which model is right for you?

Typical characteristics of an *AvaTax Basic* user:

- >> Sell a limited number of products or services
- >> Products or services have simple tax rules and are taxed the same in all locations
- >> Sell into only one or very few tax jurisdictions

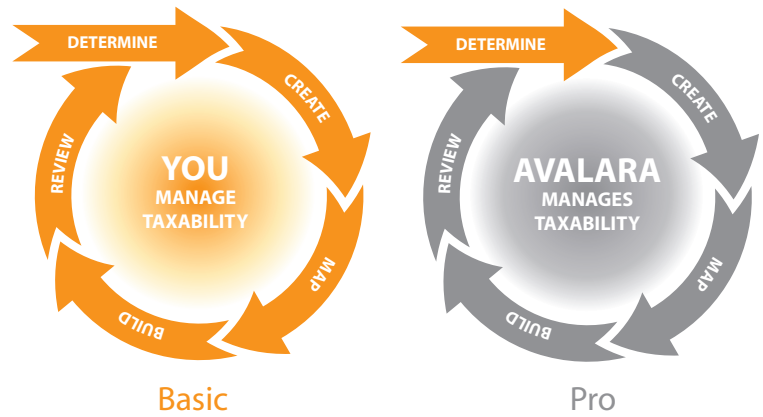
Typical characteristics of an *AvaTax Pro* user:

- >> Sell a variety of products or services
- >> Tax rules vary from one jurisdiction to the next
- >> Have nexus in multiple locations

## Getting started with AvaTax is easy.

**AvaTax Pro** is our most comprehensive package, every possible resource to your business on demand.

To take the next step toward automating your sales tax compliance function go to [www.avalara.com](http://www.avalara.com) and visit our Demo Center, read our customer success stories, or request additional information from an Avalara representative.



**AvaTax Basic** provides you with the ability to set up and maintain taxability rules for each of your products and services.

- >> Determine taxability
- >> Create tax codes
- >> Map to SKUs
- >> Build tax rules
- >> Review ongoing taxability changes

With **AvaTax Pro** you simply map your products and services to the taxability matrix and our extensive research department does all the work for you.

## Avalara Managed Returns Service (MRS)

This web-based, sales and use tax return system allows tax departments to view, modify, and approve data for submission of returns to any tax jurisdiction in North America. Avalara not only takes care of the forms you need for each jurisdiction in which you have nexus, but also remits the liability on your behalf. Whether the tax region in which you owe accepts traditional or electronic filing, be certain an accurate return will be filed for you in the correct format and at the correct time.

## Avalara Professional Services

Avalara has helped over 10,000 users implement, integrate, and utilize **AvaTax**. This experience—combined with the insight we've gained from developing and supporting the solutions we have created—has enabled us to develop a wide range of structured training, support and consulting services and tools to help guide users through the automated sales tax compliance process.

## Certified SST Service Provider (CSP)

Businesses outsource sales tax compliance functions to Avalara—one of only three certified service providers—to determine and calculate the tax, then report and remit taxes to the states on behalf of those businesses. This service is performed automatically, in real-time, and completely behind the scenes. As an incentive to participate, businesses that register to collect sales tax under SST rules and adopt Avalara's automated sales tax calculation service will receive increased defense from audit, protection from liability for mistakes in calculation, and may qualify for amnesty.