



THE POWER OF BEING UNDERSTOOD

SALES AND USE TAX SERVICES

Manage sales and use tax compliance through effective procedures and experienced support

Have you experienced a significant change in your business in the last 18 months?

Do your internal tax professionals have full knowledge of the sales and use tax requirements in every location in which you do business?

Are you concerned that your tax processes may be outdated and resulting in over- or under-payment?

Sales and use tax is a vital component of a business's financial and operational strategy. Yet with over 7,500 taxing jurisdictions and more than 10,000 transaction tax rates, sales and use tax compliance represents a significant area for risk—either through compliance deficiencies or lost opportunities. Are you managing your sales and use compliance to your best advantage?

With the pressure to achieve growth while simultaneously streamlining operational costs, the answer may be "no!" Tax departments are growing smaller while tax laws are getting more complex. You may be operating under incomplete or outdated procedures, which can result in over-collecting or under-reporting sales tax in one or more states.

As part of our national State and Local Tax Practice, RSM offers comprehensive sales and use tax services to help you understand and comply with the transaction taxes affecting your business. If you are not confident that your company is properly managing its sales and use tax responsibilities, our experienced professionals can provide analysis, recommendations and remediation.

Understand your risks

We work with businesses of all sizes and industries. Our experience has shown that most companies seeking support with their sales and use tax share one or more of the following risk factors:

- Limited internal tax resources
- Significant organizational change—relocation, decentralizing, merger or acquisition activity
- Turnover in the tax department or mismatch of skills to needs
- Growth into new markets or expansion of product or service offerings
- Involvement in cloud-based services or operations
- Outdated systems with interim fixes

If your business is facing any of these risks, RSM can help make certain your sales and use tax reporting is efficient, effective, and in full compliance with applicable state and local regulations.

The experience you need, when you need it

Whether we assist with a specific concern, such as nexus evaluation, or provide ongoing consulting and compliance support, you can rely on the RSM team for a solid combination of business and tax knowledge applied to the distinct needs of your organization.

Our sales and use tax professionals support clients through the entire sales and use tax life cycle, offering a full range of services including:

Primary sales and use tax services

- Nexus management
- Reverse audits
- Managed and certified audits
- Use tax compliance
- Tax automation solutions
- Sales tax system diagnostics
- Process reviews
- Co-sourcing and outsourcing

Ancillary sales and use tax services

- Operational audit
- Cost segregation
- Audit representation
- Sales and use tax manual
- Sales and use tax training
- Private letter rulings
- Event-based tax planning
- Sales tax refund services for credit unions
- Sales and use tax whiteboarding

Experience the power of being understood

At RSM we utilize methodology and roles that are standardized to best practices, yet adaptable to individual business requirements. Experience the benefit of working with sales and use tax professionals who:

- Take the time to understand your business
- Possess deep experience with state-specific requirements and opportunities
- Combine tax knowledge with business acumen to help our clients' overall success
- Understand how to effectively implement and take advantage of available technology
- Follow and design efficient processes to improve overall effectiveness
- Work together as a national team to provide integrated and comprehensive tax consulting services
- Offer proven, yet customized, solutions to meet your needs

That's the power of RSM. *The power of being understood.*[®]

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