

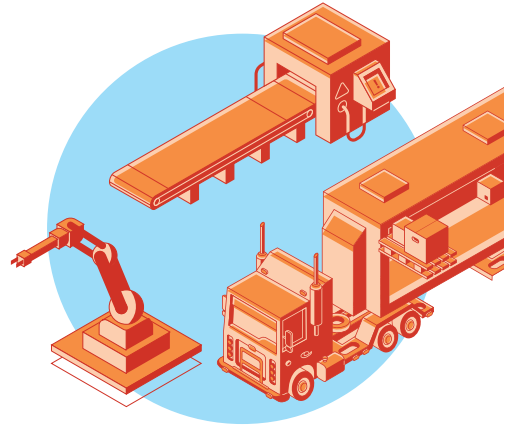
INDUSTRY

Manufacturing



Manufacturers and distributors face constantly changing rules

With increasingly complex compliance and regulatory requirements, manufacturers find themselves overloaded with multiple ERP systems, ecommerce platforms, and tax engines, making next-generation tax technology that combines robust content and systems integration a must.



COMMON CHALLENGES FOR MANUFACTURERS

Managing documents for exempt sales.

Knowing where you have registration and filing obligations.

Keeping up with complex rates and rules.

SIMPLIFY BY AUTOMATING WITH AVALARA

Avalara can collect certificates at point of sale, securely store verified certificates, and request renewals for expiring certificates.

Avalara offers a Nexus assessment to help you understand your sales tax requirements and register with the proper sales tax authorities.

AvaTax is a fast, easy, and accurate tax solution, calculating across industries, borders, and tax types.

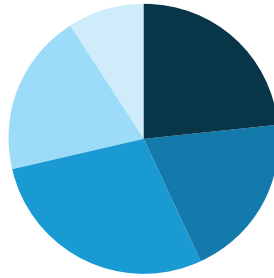
Streamline tax compliance

Avalara integrates with most widely used solutions and offers an open API allowing tax compliance within a single dashboard. By automating tax management, Avalara can help your company focus on what it does best: manufacturing relevant, quality products for its customers.

\$14,256

“Each month [...] Manufacturers spend an average of \$14,256 on sales tax compliance.”

Source: NetReflector/Potentiate Survey, 2021



● Consumer Use Tax	\$3,353
● Exemption Certificate Management	\$2,817
● Tax Returns	\$4,041
● Tax Rates and Calculations	\$2,773
● Identifying State Sales Tax Obligations & Filing Requirements	\$1,272

Spend per Month on Each Category of Activity \$14,256

AN AVERAGE OF

149 hours



“Each month [...] manufacturers spend an average of 149 hours on sales tax compliance.”

Source: NetReflector/Potentiate Survey, 2021

EXTERNAL HELP SPENDING

\$3,638



“Manufacturers tend to bring in the most external help: They generally spend \$3,638 each month on service providers.”

Source: NetReflector/Potentiate Survey, 2021

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If we turn on 15 more states tomorrow, we wouldn't have to worry about a single thing. We upload all of our certificates, and it's all managed. And if somebody's on vacation or out of the office, we know we won't miss filing deadline.

Jean Treimanis, CFO in manufacturing industry & Avalara customer

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Avalara

Get started with Avalara today

<https://www.avalara.com/us/en/products/industry-solutions/manufacturing.html>

