



SALT: Sales & Use Tax Service Offerings

General Sales Tax Consulting

Indirect tax demands have become by far the highest single tax cost for businesses around the world. Taxes like sales/use, personal property, value-added, gross receipts, and license create challenges for every business enterprise. The United States has over 10,000 unique taxing jurisdictions, each with its own rules, regulations and interpretations of tax law, and growth has driven the number of potential taxable transactions to an all-time high. Indirect tax compliance has become an overriding burden to businesses.

Technological changes make it easier for state and local tax authorities to expand their tax base, push current nexus standards, and challenge more transactions than ever before.

Businesses grappling with these changes and heightened scrutiny are themselves changing just as fast. Today's business climate requires companies to grow. Major upheavals like reorganizations, centralization of key business functions, decentralization of key management functions, and mergers/acquisitions/divestitures have become increasingly the norm.

All the while, tax departments have typically not been changing at the same speed as the challenges they face. In fact the opposite is usually true; tax departments are being asked to handle all of the changes and complexities while at the same time reducing costs. These factors can lead a business to the point of decreased indirect tax compliance and increased audit assessments and penalties.

However indirect tax issues affect your business, Cherry Bekaert has the right mix of experience, process, technology, and relationships to help you meet those challenges head on. Whether you are looking to mitigate exposure, reduce tax costs, increase compliance, or strengthen processes, Cherry Bekaert is the right choice. Our professionals offer experience in the highest levels of government, industry, and legal organizations. We have the national relationships and experience to help you achieve the results you desire, and a proven track record of delivering the highest level of quality services and satisfying the needs of our clients.

Service	Why is This Important?	Process
Audit Management	Our audit experts will work to reduce your audit assessments, penalties and interest. Plus, you'll spend less time managing the audit.	We help prepare for the audit, work with the auditor to solve exposure issues, and we challenge findings, if needed.
Reverse Audit	This review finds sales & use tax overpayments, recovers your money, and sets up processes to avoid future overpayments.	We review your purchases, manage the refund process, and train your employees to take advantage of exemptions/rate reductions.
COMPASS Complete Assessment	This assessment reduces your sales & use tax expenses and process costs while minimizing exposure by recommending the best sales tax procedures for your operations.	We review your current processes, identify weaknesses, create a better process, identify overpayments and other non-compliance issues, implement and test process solutions and offer ongoing recommendations.
Nexus Review and VDAs	If you have unidentified nexus, we find it and make sure you are meeting your legal obligations with minimal financial penalties.	We conduct a multi-state analysis of business activities to identify nexus obligations. We quantify exposure, then recommend resolutions and manage VDAs, if needed.
Sales & Use Tax Training	Teaching your A/P staff and purchasers how to apply exemptions to your products and services will limit overpayments and underpayments, and make their jobs easier.	Our interactive training helps employees better understand sales & use tax basics, and teaches procedures to correctly tax your products and services.
Taxability Studies	Correctly taxing your products and services avoids wasteful overpayments, mitigates costly assessments and improves customer satisfaction.	We find taxability errors and map out correct tax practices, making it easier for employees to meet tax compliance requirements.
Exemption Certificates	Solving non-compliance issues with your customers' exemption certificates can reduce audit assessments. You're also helping customers avoid exposure risks.	We review your process for managing customer exemption certificates, and implement a maintenance plan to meet compliance requirements.
Compliance Outsourcing	Sales tax compliance is complex. Let our experts do the work to increase productivity, reduce risks and minimize expenses.	Use Cherry Bekaert's sales tax compliance services to efficiently and effectively file and pay sales & use taxes.

Let us be your guide forward



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