

Exactor Client Success Story

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Client's Business Profile:

Adam Systems is a leading provider of affordable PC-based dealership management systems (DMS). The expertise of the company is in implementing and servicing fully integrated and easy to use Windows-based solutions. Adam Systems manages dealerships ranging in size from small to large multi-franchised operations. The company serves over 1,000 franchised and non-franchised automobile dealers throughout the United States and Puerto Rico. Implementing these complex systems and having its sales representatives and technical integrators traverse the country, the company realized they were exposed to sales tax nexus in many states beyond their home-state of Alabama.

Client's Business Challenge:

Robbin Allen, Controller of Adam Systems, reported that the company was audited by 4 different states while operating under the impression that it had limited nexus. More importantly, Adam Systems believed their product of customizable software, was sales tax exempt. In response to these audits, they spent hundreds of thousands of dollars in paying fines and penalties and were advised that its product was taxable in multiple states. Adam Systems was required to become compliant in all states where its products are sold and implemented.

The inspections which educated the company about its sales tax reporting obligations, indicated that this would be an ongoing monumental task. In addition to the approximately 4 days each month Allen personally dedicated to transaction and tax reconciliation, she knew the company needed to employ at least one full-time position solely for sales compliance efforts. This is a large expenditure for any company, especially for a small mid-sized business.

Outcome:

Outsourcing to Exactor the sales tax compliance efforts has proven to be a major cost saver for the company. In a direct cost savings analysis, Allen found that by using the Exactor sales tax compliance software, she managed to reduce the amount of time she was spending every month, 3-4 full days dedicated to reporting compliance with 5 states, down to 2 hours.

Allen says *"Exactor made my life easier."* She also reported, one of the biggest attractions to the Exactor system has been the ease of use of its platform. The intuitive interface and fully automated systems mean, not only does she not need to spend time and money on employee training, but the tax compliance efforts of the company are being seamlessly controlled in the background. Allen concludes that *"I am extremely satisfied with the turnaround time on getting back to me with answers to my questions. I do not need to place my daily tasks on hold waiting for a solution, which means that my productivity stays on track."*

Robbin Allen's summary view of Exactor:
"Any company would be lost without it."

CONTACT US

For More Information about Exactor's Sales Tax Software Suite feel free to contact your Exactor representative for a consultation.

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Call 800.851.8226 or Email Sales.Support@exactor.com

With over ten (10) years of experience automating sales tax compliance, Exactor is the premier provider of Sales Tax Compliance Services. Exactor's fully automated SaaS System has been revolutionizing transaction-related tax compliance by providing an enterprise level solution for secure, reliable and accurate sales tax compliance efforts, including calculating taxes in all commercial environments, record keeping, tax processing and the generating and filing of tax returns. Exactor's dynamic Software Suite offers a simple and seamless integration of the Exactor Sales Tax Calculation Module into any business and transaction platform where real time calculation is required. The Exactor engine will then automate the process of generating and filing the returns, so that the user can focus on their sales and running the business, trusting Exactor to manage their transaction taxes. The Exactor suite offers a high level of automation, rapid delivery, and highly scalable results, ensuring an on time, on budget, enterprise-class tax solution to fit the needs of any business.

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