

Exactor Client Success Story

Client's Name:
NextGen Security

Client's Business Profile:

Founded in November of 2012, NextGen is a fast growing electronic security systems integrator. NextGen's clients include organizations in petrochemicals, energy, food manufacturing, healthcare, education and pharmaceuticals. From consultation, design and product procurement to implementation, training and maintenance, NextGen provides a comprehensive security solution.

Client's Business Challenge:

When NextGen launched, the goal was to "get off the ground quickly" according to Dwight Smith, one of five principle partners and Head of Business Operations at NextGen. However, Smith realized that the startup was not equipped to handle sales tax registration and processing in the multitude of states and counties where the company planned to resell products and provide bundled services. NextGen would have to navigate complex and often subjective regulations on which products and services could be taxed and where. In addition, sales tax rate fluctuations on a state, local, and site-specific level could further complicate NextGen's efforts to remain compliant.

As a former VP of Operations at Khameleon Software, an ERP provider, Smith had helped design an interface with Exactor to leverage the company's expertise in sales tax compliance. "I knew off the bat that we'd need a solution like Exactor to grow rapidly yet remain compliant," said Smith. NextGen chose sales tax automation using the Exactor sales and use tax software. The implementation process took just one day. Exactor's certification with the Streamlined Sales Tax (SST) organization saved NextGen from completing a long tax registration process in individual states.

"Exactor saves us an entire man-week per month," said Smith. "Without Exactor, we would have had to hire additional staff members."



Outcome:

Today, Exactor provides NextGen with an end-to-end sales and use tax solution for compliance in 30 states. NextGen's team uses Exactor to generate quotes and invoices confidently, knowing their sales tax will be accurate. According to Smith, this accuracy "ensures a smooth invoicing process and timely payments from clients." "While it would normally take 15 minutes to calculate sales tax for a single quote or invoice, Exactor reduces this process to seconds. At a company that sends out 80 to 120 quotes and invoices per month, the time saves is substantial. Exactor also automates the sales tax filing process, ensuring the company meets deadlines and avoids penalties.

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In just one year, NextGen generated more than \$10 million in revenue. According to Smith, Exactor provided the scalability NextGen needed to expand rapidly into new states and tax jurisdictions. "Whether we're in 10 states or 50, we would not have noticed a difference. Exactor worked seamlessly in the background so we could focus on growth."

CONTACT US

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

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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