

Exactor Client Success Story



Client's Business Profile:

TreeFree Mobile is a startup eBook seller with a soft spot for saving trees. The company's founders, all literature lovers, set out to create the perfect destination for book fans to discover their next great read while helping to save the planet at the same time. TreeFree Mobile donates a portion of all proceeds to green causes, starting with the Rainforest Foundation.

Client's Business Challenge:

When the TreeFree Mobile team first launched, they thought they could handle sales tax compliance in-house. TreeFree quickly found that locating a database that accurately captured the constantly changing sales tax rules for nearly 10,000 jurisdictions was extremely difficult, especially for a startup with a limited budget.

"We faced the classic build vs. buy dilemma," recalls Andre Bertrand, CTO and co-founder of TreeFree Mobile. "Given the number of tax jurisdictions we need to comply with as an online business, it didn't make sense to build our own sales tax solution. So, we started looking for a vendor relationship. We narrowed it down to three companies and Exactor was clearly the best."

Built for modern ecommerce transactions, Exactor is one of the charter companies certified by Streamlined Sales Tax (SST) since 2006. Leading providers in a range of industries rely on Exactor to deliver reliable, accurate sales tax services to their clients.

Outcome:

Bertrand notes that the value of Exactor's fully automated, turnkey system is more than compelling: "Exactor has its eyes and ears on every tax jurisdiction in the US, plus they offer a flexible pricing model that makes sense for a fledgling business and the scalability to handle our sales tax processing as we grow. Exactor is the perfect solution for us."

Exactor automatically calculates sales tax and use tax in real time without slowing down transactions. It generates online sales tax returns and provides sales tax filing services in all tax jurisdictions and at state, county, city, local and special district taxes. A dependable partner, Exactor processes billions in sales transactions each year and is always available when TreeFree Mobile needs a helping hand.

"The Exactor team is a pleasure to work with," Bertrand reports. "When we decided to set up separate accounts to accommodate agent transactions for the publishers we work with in different tax districts, the Exactor team helped us customize our accounts so we could process sales taxes seamlessly and accurately." Bertrand further explains, "Exactor's technical ability to offer the flexibility of accommodating multiple accounts, where each account has different tax requirements, but they are all consolidated for reporting and invoicing purposes, further set them apart from the competition. What's more is this highly customized solution was integrated without costing us an arm and a leg. Exactor's technical support helped us throughout the process, and we could develop a sophisticated ecommerce platform that addressed the needs of large, demanding, publishers, on a shoe-string budget."

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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