



SALES AND INDIRECT
TAX AUTOMATION

Client Success Story

COMPANY BACKGROUND

A global technology and weapons company serving public sector clients undertook a company-wide business systems transformation. Part of the transformation included building a more automated, accurate and efficient tax process.

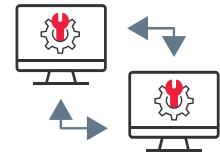
Client Challenges

As a fast-growing organization, the company determined that its systems, cross-functionally, were not integrated nor agile enough to keep up with the company's ever-expanding global footprint.



Increasingly stringent international requirements left the organization out of compliance in many areas.

The company needed a massive overhaul to replace its ERP, CRM, multiple sales platforms and tax engine systems.



BDO's Solution



We assisted with the evaluation of potential tax software and integrated the selected engine into multiple quoting and billing engines that utilized five separate and distinct connections to the tax engine. This was followed by the creation and development of tax processes within customer quoting and invoice functions in the new ERP systems.



We developed automated solutions for global and domestic procurement and tax processes, then conducted hands-on training for the business process owners. Each country's requirements were captured and applied in each accounting system, including VAT calculation, e-invoicing, system and country-specific invoice reporting.

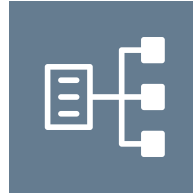


Taking on significant project and change management responsibilities, we ensured that tax requirements were captured, implemented and effectively tested across all platforms end-to-end.

Company Benefits



This process resulted in more accurate, timely and transparent compliance reporting.



The tax function will ultimately be able to streamline the indirect tax compliance function across the globe into fewer tax sources.



The consolidated reporting was quickly and easily reconciled back to the tax software and provided greater transparency than the previously used workpapers.



High visibility, effective and frequent internal communication, and open communication with third-party software implementation providers ensured that the tax function has a seat at the table with its business partners and built relationships across the business that allow its tax function to move further toward its best-in-class goal.