

INDIRECT TAX ADVISORY · U.S. MARKET

Your U.S. Tax Exposure Isn't Waiting.

Sales & use tax advisory for companies with U.S. economic nexus, wherever you're based.

Post-Wayfair, economic nexus rules have created tax obligations for thousands of companies that have never set foot in a U.S. state. European businesses selling into the U.S., domestic companies managing multi-state complexity, and M&A deal teams assessing contingent liabilities all face the same challenge: **knowing exactly where you stand before someone else tells you.** Exactera delivers the analysis, strategy, and resolution on a fixed-fee basis, not by the hour.

OUR APPROACH

01

Know Where You Owe

We map your sales activity against every state's economic nexus thresholds, including revenue, transaction volume, and product type, so you know exactly where your Sales & Use Tax obligations exist before an auditor does.

02

Quantify and Prioritize

We calculate your uncollected tax liability with the specificity required to act: amounts by state, lookback periods, and a risk-ranked list of where to focus first.

03

Resolve and Move Forward

From VDAs that limit lookback periods and reduce penalties to letter rulings that carry equal legal weight regardless of firm size, we handle the work and you get a defined outcome.

WHO WE SERVE

We help international and U.S. companies confidently manage U.S. Sales & Use Tax exposure, from global sellers entering the U.S. market to domestic businesses facing multi-state complexity. Built for the leaders who own indirect tax risk.

The states already know what you owe. You should too.

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U.S. ADVISORY SERVICES

- 01 Economic Nexus Studies**
Determine exactly where you have Sales & Use Tax obligations before an auditor does, state by state, with a risk-ranked action plan.
- 02 Product Taxability Reviews**
Confirm which of your products and services are taxable in each state, and document your position with defensible analysis.
- 03 Exposure Analysis**
Quantify your uncollected tax liability with the specificity required to act: amounts, lookback periods, and prioritized next steps.
- 04 Voluntary Disclosure Agreements (VDAs)**
Resolve past U.S. exposure through state-administered VDA programs, often with penalty waivers and limited lookback periods.
- 05 M&A Contingent Tax Liabilities (ASC 450-20)**
Identify and quantify indirect tax exposure on both buy-side and sell-side transactions. Liabilities written off to goodwill; identified within one year of acquisition.
- 06 Audit Defense**
Respond to state sales & use tax audits with experienced representation, documented positions, and a strategy built on your specific facts.
- 07 Reverse Audit**
Recover sales and use tax overpaid on exempt purchases. We review 100% of your purchase transactions, quantify recoverable amounts, and file refund claims with vendors and taxing authorities.
- 08 Data Modeling**
Build the data infrastructure to support ongoing compliance, strategic tax planning, and audit readiness across all U.S. jurisdictions.
- 09 Exemption Certificate Management**
Managed services to collect, validate, store, and renew exemption certificates at scale, reducing audit exposure and manual burden.
- 10 Multiple Points of Use (MPU) Exemption Certificates**
Apportion tax on software, cloud, and digital information services to the states of actual use, and recover tax overpaid at a single point of use through compliant MPU certificates.
- 11 Letter Rulings**
Obtain formal written determinations from tax authorities on the taxability of your products or services. These rulings carry equal legal weight regardless of the size of the firm that files them.

WHY EXACTERA

U.S. indirect tax is our home market. We bring practitioners who have built, audited, and defended Sales & Use Tax programs across every state, combined with AI-powered analysis that accelerates every engagement without sacrificing accuracy.

Ready to find out what you actually owe?

Let's start with the facts.

Verified by Design.

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