Exactera + L3i

AI-POWERED TRANSACTION INTELLIGENCE

L3i Transaction Intelligence

AI-Powered Sales & Use Tax Services

L3i analyzes 100% of your transactions at Level-3 data depth — the line-item granularity that sampling-based approaches and general-purpose AI tools cannot reach. Every L3i service is built on a governed data stack, domain-trained ML models, and human-in-the-loop workflows verified by tax professionals.

The services below each address a distinct SUT compliance challenge. For each, we describe what L3i delivers and what a public LLM is architecturally incapable of providing — not as a feature comparison, but as a statement of fundamental design.

Quantified Outcomes

100%
Transaction coverage vs. 1–3% with statistical sampling

60–65%
Time savings in audit preparation and execution

60–80%
Cost reduction through intelligent transaction routing

10,000+
Tax jurisdictions — 100,000+ rates and rules

75%
Of transactions resolved via cached results

Zero
Sensitive data exposed via on-prem LLM processing

L3i Services — Compliance & Exposure

SERVICE	WHAT L3I DELIVERS	WHAT A PUBLIC LLM CANNOT DO
Nexus Analysis Economic & physical nexus across all exposed states	Ingests 100% of revenue transactions and physical presence data. Applies jurisdiction-specific economic nexus thresholds and physical presence rules across all 45 states, plus DC, simultaneously. Delivers a scored, audit-ready nexus register with exposure flags.	*Can explain nexus concepts and thresholds generally. Cannot analyze your actual transaction data, calculate your specific revenue by jurisdiction, or produce a defensible nexus determination.*
Product Taxability Transaction-level taxability determination in every exposed jurisdiction	Applies ML-graded product taxability rules and vector search against every SKU and product category across 10,000 jurisdictions. Surfaces mixed-use and exemption scenarios automatically. Outputs a taxability matrix aligned to your chart of accounts.	*Can describe taxability rules and provide general guidance. Cannot apply those rules systematically to your product catalog across every jurisdiction or produce a line-item taxability determination.*
Exposure Analysis Quantified tax, interest & penalty liability by jurisdiction	Calculates actual tax exposure, accrued interest, and estimated penalties on a transaction-by-transaction basis. Produces jurisdiction-level liability summaries with methodology documentation for audit defense or voluntary disclosure.	*Can estimate exposure conceptually or describe how penalties are calculated. Cannot compute your actual liability across thousands of transactions and jurisdictions with audit-defensible precision.*
Voluntary Disclosure (VDA) Good-faith estimates and jurisdiction-specific VDA workpapers	Generates jurisdiction-specific VDA worksheets with good-faith liability estimates, look-back period calculations, and penalty waiver eligibility analysis. Integrates directly with exposure analysis outputs for a complete submission package.	*Can outline the VDA process and describe program requirements. Cannot produce jurisdiction-specific worksheets with calculated liability estimates grounded in your actual transaction data.*

L3i Services — Risk, Defense & Data

SERVICE	WHAT L3I DELIVERS	WHAT A PUBLIC LLM CANNOT DO
M&A Tax Analysis Successor liability quantification for due diligence	Analyzes target company transaction history to quantify existing SUT liabilities, identify unregistered nexus, and assess successor liability exposure. Delivers a diligence-ready report with risk-tiered findings.	*Can describe successor liability frameworks and M&A SUT risks generally. Cannot analyze a target's transaction data, calculate actual exposure, or produce the documentation needed to support deal-stage diligence.*
Audit Defense AI-powered workpapers on an actual transaction basis	Builds complete audit defense workpapers from 100% of transactions — no sampling. Applies deterministic rules and ML-graded compliance scoring to every line item. Produces structured fact patterns and narrative support documentation mapped to auditor requests.	*Can help draft narrative explanations or summarize tax positions. Cannot process your full transaction universe, produce scored workpapers, or generate the structured evidentiary record required for audit defense.*
Exemption Certificate Management (ECM) Self-serve certificate management for corporate tax teams	Purpose-built application for managing exemption certificates across customers, vendors, and jurisdictions. Automates certificate validation, expiration tracking, and compliance alerting. Reduces audit exposure from missing or expired certificates.	*Can explain exemption certificate requirements and flag common issues. Cannot manage a live certificate database, automate validation workflows, or integrate with your ERP to enforce certificate compliance at the transaction level.*
Data Modeling Source-to-compliance data transformation across multiple systems	Transforms raw transaction data from multiple source systems (ERP, billing, procurement) into a normalized, compliance-ready data model. Handles unstructured data, inconsistent formats, and missing fields — producing the structured foundation all L3i services are built on.	*Can advise on data transformation approaches or help write transformation logic. Cannot execute the actual data pipeline, normalize large-scale transaction data, or produce the governed data layer required for systematic compliance analysis.*

Head-to-Head: What the Platform Difference Looks Like

A general-purpose LLM can explain, summarize, and draft. It cannot connect to your transaction data, apply jurisdiction-specific rules systematically, or produce audit-defensible outputs. The table below distills the core capability gap.

CAPABILITY	L3I TRANSACTION INTELLIGENCE	PUBLIC LLM
Transaction Coverage	100% of transactions — every line item, every jurisdiction	*Only what you manually paste*
Tax Law Accuracy	ML models trained on SUT law across 10,000+ jurisdictions, 100,000+ rates and rules	*General knowledge; material hallucination risk*
Data Governance	Role-based access, agent permissions, full audit trail	*None — no controls, no audit trail*
Structured Output	Scored fact patterns, workpapers, jurisdiction worksheets	*Narrative text only*
Human-in-the-Loop	Structured workflows verified by tax professionals	*Ad hoc — no professional verification layer*
Agentic Automation	Orchestrated AI agents for multi-step compliance tasks	*Not available*
Learning & Improvement	Expert decisions feed back into models — improves over time	*No feedback loop — does not learn from your data*
Audit Defensibility	Complete audit-ready documentation grounded in actual transactions	*Cannot produce evidentiary workpapers*

Why Architecture Matters: Layer-by-Layer

L3i is not a chatbot with a tax prompt. It is a nine-layer AI-native architecture where every component — data pipeline, vector search, governance controls, ML grading, and human oversight — is purpose-built for SUT compliance.

ARCHITECTURE LAYER	L3I	PUBLIC LLM
Data Layer	Enterprise pipelines — 100% Level-3 transaction data	*Manual input only*
Search & Retrieval	Vector search, semantic search, and RAG across transaction history	*Prompt context window only*
Governance	User roles, agent permissions, scoped to SUT activities	*None*
ML / AI Grading	Per-transaction grading: completeness, accuracy, compliance	*General LLM — no domain-trained scoring*
Application Tier	Deterministic rules + RAG + on-prem LLM + generative AI routing	*Single LLM call*
Agentic Workforce	Orchestrated agents with defined decision boundaries	*Not available*
Human Oversight	Structured HITL — expert judgments improve the models	*Unstructured — no feedback loop*

Exactera + L3i

An Exactera + L3i joint service

L3i is the only platform purpose-built for the atomic unit of finance — the individual transaction — giving tax and finance teams complete visibility, verified accuracy, and audit-ready documentation at enterprise scale.

To learn more or schedule a demonstration, visit l3i.ai