Exactera

EXPOSURE ANALYSIS | FOR CPA & ACCOUNTING FIRMS

First, Put a Number on Your Client's Exposure.

Your client's sales and use tax exposure, counted by state, by period, and by dollar, delivered under your brand.

Knowing a client has a sales and use tax problem is not the same as knowing what it costs. Unregistered nexus, undertaxed sales, interest, and penalties that often run 25% to 50% of the tax all grow every period. Under ASC 450-20, a contingent tax liability has to be booked once it is probable and can be estimated and estimating it is exactly what most companies cannot do. They end up carrying a reserve that is really a guess. Until the number is real, the client cannot resolve it, disclose it, defend it, or book it correctly.

Exactera and L3i let your firm deliver the number, calculated instead of guessed. The platform rebuilds the client's full transaction history and works out tax, interest, and penalties one transaction at a time, with no sampling. You get an exposure register by state with the documentation a VDA filing or audit defense needs. That difference, a real calculation instead of an estimate, is the difference between the state accepting your client's number and replacing it with its own. The judgment behind each number is also captured, so your firm can revisit this work, or answer the next client's questions, without starting from scratch.

OUR APPROACH

01
Reconstruct the Profile

Go through the client's transaction history across every state that matters and every lookback period, applying each state's nexus thresholds, taxability rules, and rates to build a full picture of the uncollected tax.

02
Calculate Tax, Interest, Penalties

Calculate the actual tax, interest, and the likely penalties on every transaction, not a sample. The result is a summary by state with the documentation that VDA filings and audit defense demand.

03
Deliver a Priority-Ranked Plan

You hand the client a riskranked exposure register covering every state, every period, and every dollar, ordered so they know what to fix first. It is a number they can take to the board and book under ASC 450-20.

WHO WE SERVE

- Clients with open nexus or unfiled obligations in one or more states
- Clients getting ready for a VDA or expecting an audit
- M&A targets whose contingent liabilities your firm is putting a number on

Your client's exposure has a number. Let's find it before someone else does.

Compliance Grade AI, Verified by Design

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