

# Sales and Use Tax Services

Sales and use taxes are among the largest recurring transactional tax expense items for companies. As a major source of revenue for many states, these taxes are aggressively enforced by state agencies. Furthermore, state legislatures make frequent changes to sales and use tax laws in order to protect the revenue generated by these taxes. These factors combine to make sales and use taxes difficult, but essential, to comply with.



The Sales and Use Tax practice at Duff & Phelps is comprised of a dedicated team of professionals with the knowledge, demonstrated experience, and jurisdictional expertise that can address the most challenging Sales and Use Tax issues companies face.

Our approach is unique because we offer a total sales and use tax solution. Our comprehensive approach not only focuses on providing high-value tax saving ideas and solutions, but also offers sales and use tax compliance through our national compliance center.

Our Sales and Use Tax practice offers a wide range of services that are available to assist with a variety of sales and use tax issues. Our mission is to save our clients time, money, and effort. We do this by offering experienced insights that some clients may not be able to achieve on their own. Our practice acts as a coordinated consulting unit mindful of the big picture. We do this by aligning our services closely with other Duff & Phelps teams made up of specialists in other tax services.

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## Our Services

Duff & Phelps provides sales and use tax services to assist our clients in complying with their sales and use tax obligations while cutting costs related to these taxes. Our services include:

- **Transactional analysis/tax planning** – We provide creative tax-saving ideas and exemption strategies for a variety of transactions; due diligence services for merger and acquisition activities; and creation of special purpose entities to properly manage and save sales and use tax.
- **Reverse audits** – We perform a comprehensive review of historical purchases of capital and expense items to determine if sales and use taxes were paid in error. Our team utilizes statistical sampling methodologies to quickly identify areas of overpayment. The review looks at sales and use tax exemptions as well as errors that occur in sales and use tax systems.
- **Audit defense and appeals** – We offer audit management through traditional approaches to reduce audit assessments, eliminate potential adjustments, and identify refund opportunities. We also recommend taking control of the audit process through the use of managed audits.
- **Compliance outsourcing** – Our extensive resources include sales and use tax compliance outsourcing through our national compliance center. The center is staffed with over 70 highly experienced professionals working in a shared services environment to ensure high quality work. Our professionals utilize industry leading software products and offer check-writing capabilities.
- **Nexus studies** – We assist fast-growth companies with multi-state taxation issues, determine collection and remittance responsibilities, negotiate with state and local authorities to minimize prior liabilities if they exist, and register companies to establish proper filings with the various states.
- **Sales and use tax process improvement/automation** – We utilize our technical expertise and experience to create best practices around tax process, tax automation, and tax compliance. We implement tax controls and sign-off procedures that are owned and controlled by tax professionals which help companies adhere to Sarbanes-Oxley requirements.

- **Sales and use tax process review** – We perform a comprehensive review designed to evaluate the strengths, weaknesses, and overall accuracy of a company's sales and use tax process. Our integrated approach provides real recommendations for simplifying and improving the results of your sales and use tax department.

At Duff & Phelps, we understand that our clients want to avoid costly errors the first time. That is why our goal is to provide our clients with proactive, comprehensive solutions that eliminate the errors and the inefficiencies of sales and use tax administration.

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For more information please visit our website:

[www.duffandphelps.com](http://www.duffandphelps.com)

### About Duff & Phelps

As a leading global independent provider of financial advisory and investment banking services, Duff & Phelps delivers trusted advice to our clients principally in the areas of valuation, transactions, financial restructuring, dispute and taxation. Our world class capabilities and resources, combined with an agile and responsive delivery, distinguish our clients' experience in working with us. With offices in North America, Europe and Asia, Duff & Phelps is committed to fulfilling its mission to protect, recover and maximize value for its clients.

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