

# The Future Moves Fast: Are You Ready to Respond?



# Embracing change with confidence: the future of indirect tax

## Disruption is here. Are you on the right side?

In an age of nonstop innovation, simplicity is in short supply. Uncertain markets, unrelenting regulators, and inconsistent technology strategies make the challenge of modernizing sales, use, and excise tax, VAT, and GST even more complicated, especially for businesses looking to grow.

Technology can replace manual processes and reduce the hours spent by team members trying to keep pace with compliance changes and audit requests. The right technology solution can do even more, creating a scalable foundation for new efficiencies and advantages across the business.

Finding the right systems and skills is one challenge — funding them is even harder. Tech dollars spent in the right place boost tax efficiency and enable new insights that directly contribute to growth.

So where is your indirect tax process today?

Fast forward to tomorrow. Are you ready?



# The future of indirect tax: worry-free precision, seamless integration

The benefits of total transformation are clear: seamlessly integrated tax and finance tools that move data and documentation across long distances and previously disconnected workflows. Unlike pure compliance tasks, transaction tasks run nonstop in real time — it's critical that any solution is designed with best-in-class performance in mind.

But pure horsepower is not enough — indirect tax work must also integrate with other tax and finance systems to deliver comprehensive intelligence and efficiency. This collaboration and communication should require minimal customization and configuration — simpler is always faster and more dependable.

But simplicity might also mean ceding control. Integration gaps that aren't easily solved. Obstacles to progress in companies that are growing quickly and consuming IT and professional services in different ways.

## Adapting and expanding for opportunity

Every business has its own unique tax policy and technology environment. In the past, this meant compromises in both tax and technology — performance for flexibility, control for ease of use, and speed for accuracy. But a new breed of technology answers is eliminating those tradeoffs, ensuring that sales, use, and excise tax, VAT, and GST solutions that make good on the promises of digital transformation.

- A precise tax posture that ensures compliance while optimizing cash flow
- Automation that reduces time and resources needed to complete finance and compliance tasks
- Strong, dependable real-time performance engine that can be trusted against heavy 24/7 traffic
- Simpler, integrated tools and expertise that allow technology to be a transparent pane for delivering important services and leveraging data in new ways

All the big benefits of digital tax and finance — a healthier risk posture, improved accuracy, lower IT and resource costs, and stronger flexibility for growth — resonate organization-wide. They multiply the impact of your precious tax resources, **elevating tax and finance teams from necessary cost centers to critical strategic leaders.**



# Your trusted partner in change

## A partnership of shared success

As a trusted leader on global tax and finance, nobody understands the future of indirect tax like Thomson Reuters. This vision, backed by deep experience and expertise, understands that real transformation isn't just a technology challenge. It's a series of careful decisions around integrating systems, people, and processes in ways that maximize solution value and prepare business for growth in the most uncertain of times.

Technology options are exploding. Inside the indirect tax space, lots of tools and teams of specialists are focused on solving only pieces of the problem. Our unique perspective on the big picture ensures every solution we deliver to our customers fits into a bigger answer.

## Thomson Reuters ONESOURCE

With transformation forever on the horizon — what's your plan for getting there? As your trusted tax technology partner, ONESOURCE:

- Ensures greater automation and efficiency that speeds critical tasks
- Drives critical information across seamlessly integrated controls and workflows
- Sets a foundation for growth toward a unified digital tax and finance future
- Reduces time and resources needed for manual tax and finance work while improving accuracy of results




# The lessons we learn change the world

We have helped business of all shapes and sizes, from local leaders to global giants, change the way they manage risk, integrate tax and finance workloads, and lower the cost of compliance. We identify needs, assess opportunities, and design a smarter way forward, moving your business towards efficiency and advantage.

- Best-in-class ONESOURCE technology that balances functional requirements and the flexibility to adapt
- Time-tested process best practices that complement tech-driven automation and integration
- A focus on maximizing the hard work you already do, leveraging data and deliverables in powerful new ways

## Seeing around corners, scaling toward global growth

 **We take a planning perspective that synthesizes the answers businesses need today with a long-term strategic view.** The solutions we help build are optimized for future change, whether it involves expansion through global growth or the centralization of tax and finance control. No matter what you sell or service, our mission at Thomson Reuters is simple: delivering right answers and reliable solutions at every turn.

- Working with our customers to proactively reduce risk and increase access to information enables greater compliance during times of regulatory disruption
- Keeping tax rates and rules updated is an under-appreciated task — our experts deliver unique, up to date content, saving your tax team hours while ensuring your tax policy remains consistent.



# Invested in innovation you can trust

From the start, Thomson Reuters has been committed to being an innovator in delivering trusted answers. We are dedicated to helping businesses of all shapes and sizes move toward their own meaningful digital future. This experience gives us special insights into what it really takes to innovate in a space that is traditionally risk-averse, slow to adopt new ideas, and always worried about tomorrow's unknowns.

- Our expertise ensures top-notch content and excellent consultative advice
- Our brand name is trusted by professionals in and out of the corporate boardroom
- Our global market leadership informs everything we do, from product and content design to customer success
- Our relationships help drive a global network of partners, customers, and advocates



Our solutions mean organizations don't face the tough choices between compliance and innovation. We can help co-build plans that move business forward at a pace that makes sense for stakeholders — always progressing with confidence, never taking a perilous step back.

- Leverage better data to seamlessly minimize penalties and interest
- Enhance investments in ERP/business systems with a seamlessly integrated automation solution
- Enable the tax team to reduce time on manual tasks and improve focus on strategic activities



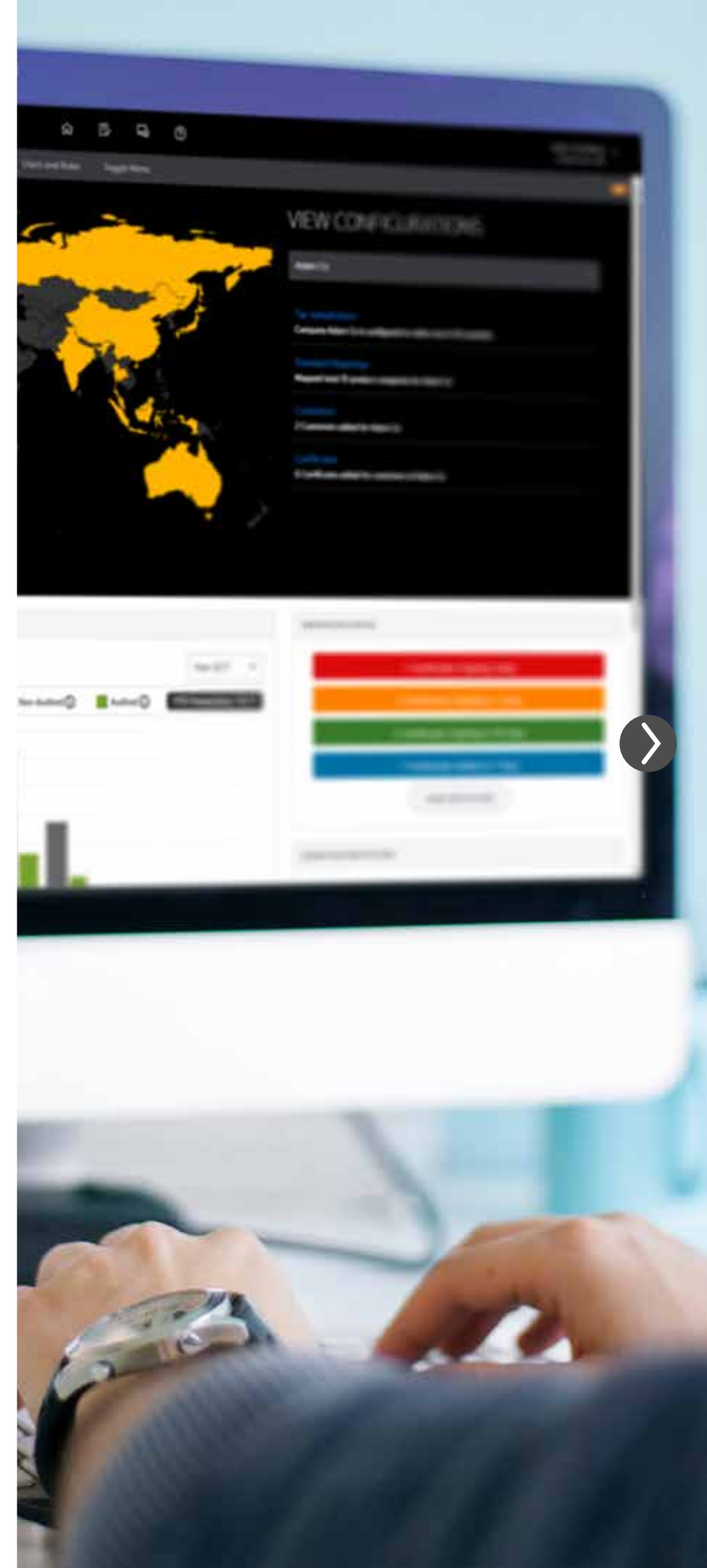
# A platform for transformation – Thomson Reuters ONESOURCE

A century of leadership has given us an up-close understanding of why technology succeeds – or fails. We have never believed in bells and whistles, focusing instead on creating a broad, unified technology path that leads directly to the future – but we're committed to helping you travel at your own pace. This is ONESOURCE: an integrated tax technology platform that consolidates control while supercharging your speed to certainty.

- Advanced automation that reduces cycle time, eliminates slow manual processes, and boosts accuracy from start to finish
- Easier integration with all the systems that depend on indirect tax information, including ERPs and other mission-critical applications across tax and finance
- Centralized administration and consistent user experience makes simpler work of cumbersome administration and back office tasks, including entity and user management
- A modern, secure, cloud-ready architecture that helps you transition from traditional legacy applications to newer ways of managing tax and finance computer work

Growth can lead to complexity, and complexity can become a challenge. We can help tax, finance, and IT modernize and consolidate as complexity demands it.

- Invest in a single platform and partnership that grows with your tax and finance needs
- Get end-to-end visibility of data needed for reporting or audit prep, with powerful information linking and drill-downs



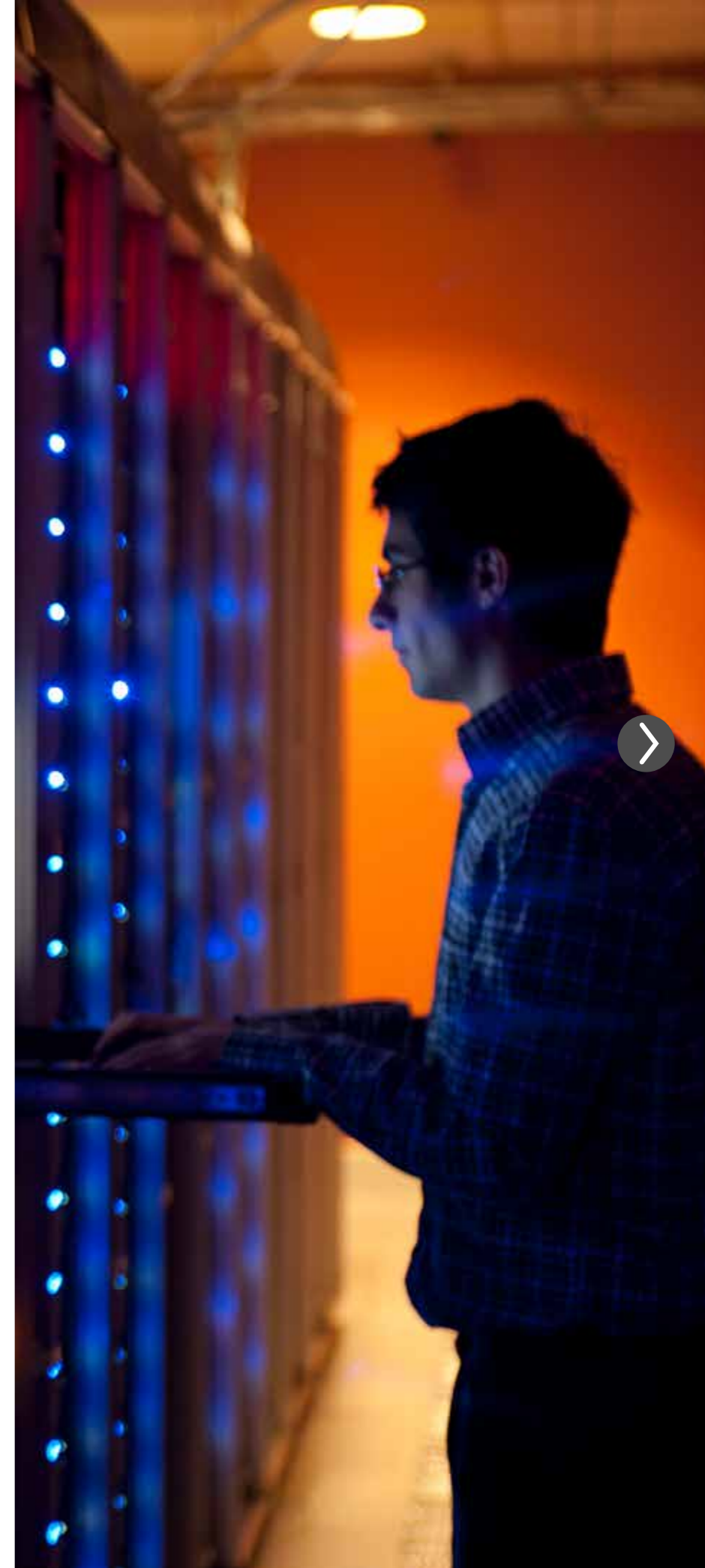
# Supercharged information, insight, and efficiency

While ONESOURCE can modernize processes and maximize the value of every IT investment, it also streamlines the hard work of decision-makers across the tax workflow, from administrator to executive. Traditional ERP system organizations tailor their business to meet IT demands — ONESOURCE was built to fit the way you need to operate now and into the future. This means global indirect tax solutions that deliver dynamically, never adding unnecessary complexity or cost.

- Simplified IT environments that reliably interface where and when needed
- A seamless flow of expert tax content that keeps rules and policies automatically updated
- A solid return on IT dollars across all phases of your digital tax investments
- A unified vision of a tax and finance technology future built around your desired outcomes

We have the partnerships, the plan, and the vision — all ready to meet your tax and technology challenges.

- Compute and calculate on prem, in the cloud, or wherever your business lives and works today
- Get access to a global network of technology partners and specialists





# Operational excellence at scale

Implementing smarter indirect tax strategies demands more than software solutions or good ideas — it demands operational excellence that can scale to the needs of the business. Our tax policy analysts, specialized economists, and expert technologists are all committed to guiding you to a better way of working, no matter where our engagement starts. Our project management standards have been recognized as the gold standard in and out of the industry, and our customer success resources are built to ensure you always have the support you need from first concept to ongoing service and support.

- Expert-level needs analysis and business/IT requirements gathering
- Consultative, collaborative approach to solutions design
- Easier integration with existing tax and technology environments and ERP systems
- A unified vision of a tax and finance technology
- Future built around your desired outcomes

From here to a better future — ONESOURCE is the way.

- Reduce the cycle time from transaction through final remittance
- Remove the surprises that add cost and chaos to your already busy day



# A best-in-class indirect tax solution

Built on the proven ONESOURCE platform, our indirect tax solutions were designed to master the requirements of global tax. Whether you handle sales, use, and excise tax, VAT, or GST, our indirect tax applications and content are built to stand up to business and tax complexity and provide solid answers to your biggest questions.

Moving to a new environment? Worried about local policy or rate changes? Looking to leverage indirect tax data in more places across the enterprise? Thomson Reuters ONESOURCE Determination is the solution.

- Rock-solid, real-time performance that keeps pace with the speed of business today
- A comprehensive set of end-to-end products, including determination engine, certificate management, and integrated reporting
- Expertly curated and maintained tax content with broad support across jurisdictions and verticals
- A lower total solution cost thanks to superior technology and information



# A complete answer

Each application is powerful — combined into an integrated ONESOURCE platform they provide even stronger solution value.

## ONESOURCE Determination:

- Depend on our patented determination engine to deliver the right answer every time
- Automate with confidence thanks to the best, most specialized tax content on the market
- Reduce the time needed to manage users, certificates, and other costly back office tasks

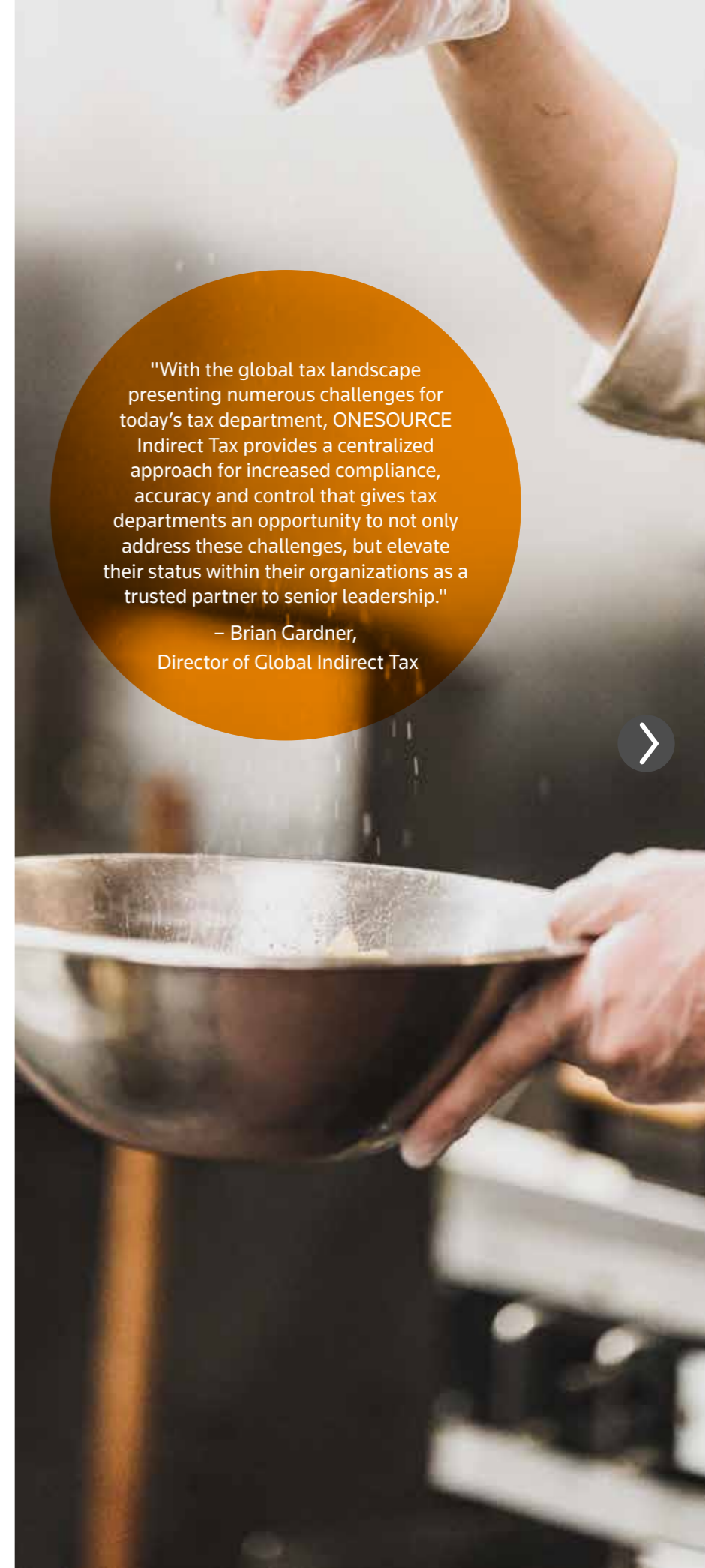
## ONESOURCE Indirect Compliance:

- Our single, centralized compliance solution lets you move beyond complex, country-specific spreadsheets to help you stay compliant wherever you do business.
- For sales and use tax, our solution provides more than 700 signature-ready returns that are facsimiles of the official forms, and is a market leader in e-filing support.
- For international compliance, our solution automates the VAT process for multinational companies filing in multiple jurisdictions, including preparing VAT returns, Intrastat declarations, and sales and purchase listings in countries with widely varying requirements and complexities.

We build solutions optimized for your environment. This means every detail – your business, your people, your systems. This is where our answers begin.

"With the global tax landscape presenting numerous challenges for today's tax department, ONESOURCE Indirect Tax provides a centralized approach for increased compliance, accuracy and control that gives tax departments an opportunity to not only address these challenges, but elevate their status within their organizations as a trusted partner to senior leadership."

– Brian Gardner,  
Director of Global Indirect Tax

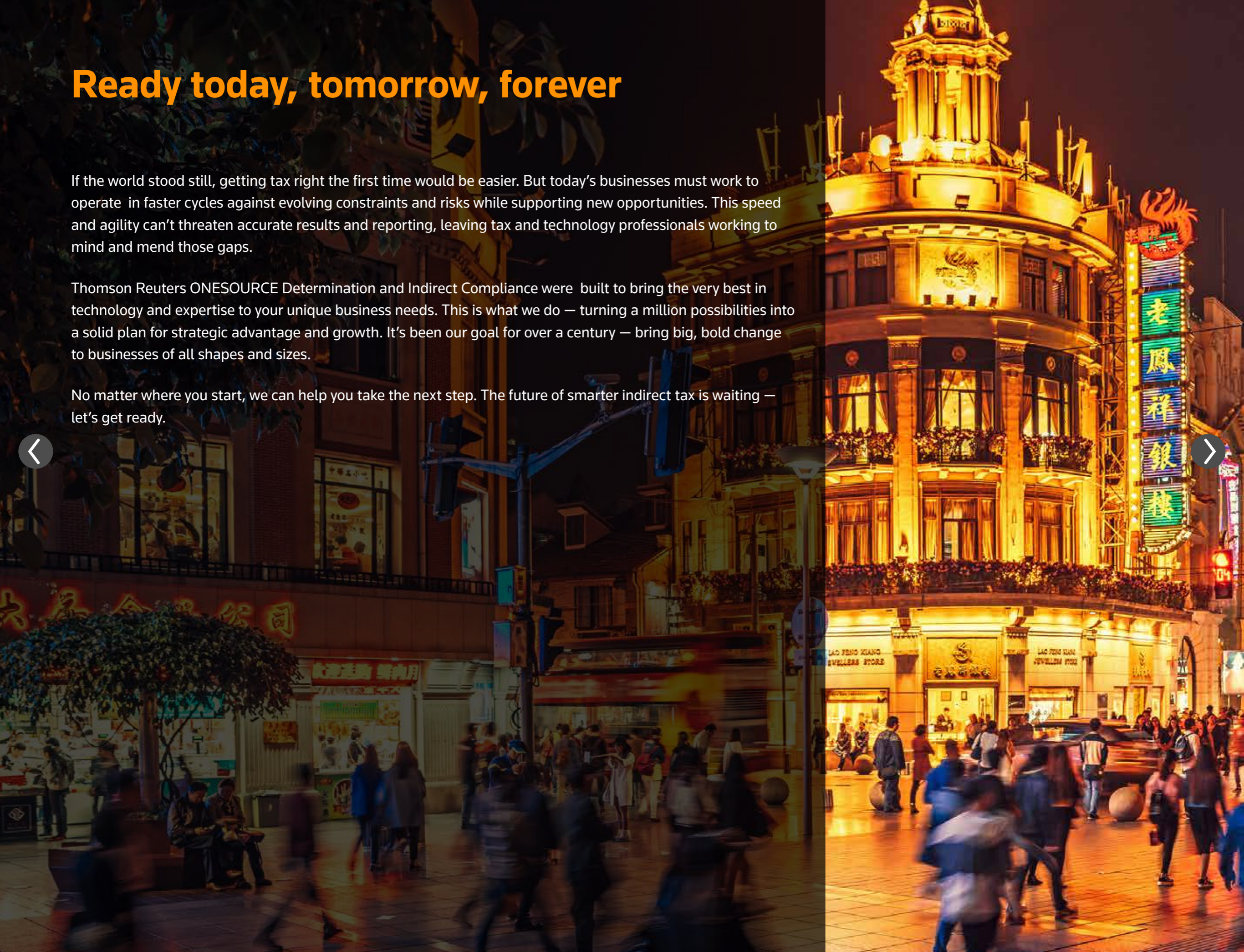


# Ready today, tomorrow, forever

If the world stood still, getting tax right the first time would be easier. But today's businesses must work to operate in faster cycles against evolving constraints and risks while supporting new opportunities. This speed and agility can't threaten accurate results and reporting, leaving tax and technology professionals working to mind and mend those gaps.

Thomson Reuters ONESOURCE Determination and Indirect Compliance were built to bring the very best in technology and expertise to your unique business needs. This is what we do — turning a million possibilities into a solid plan for strategic advantage and growth. It's been our goal for over a century — bring big, bold change to businesses of all shapes and sizes.

No matter where you start, we can help you take the next step. The future of smarter indirect tax is waiting — let's get ready.



# About ONESOURCE

Thomson Reuters ONESOURCE™ is an end-to-end platform that drives global tax compliance and accounting decision making with the industry's most powerful portfolio of corporate technology solutions. Using technology to make tax and accounting easier, faster, cheaper and more forward-focused is our mandate. Our strategy is to enable you to be agile by delivering solutions that meet the evolving needs of tax and accounting departments. We provide a complete platform that accounts for every step of tax, so tax professionals across the globe have the trusted information and resources they need to find answers and positively impact the bottom line.

Expert-driven and trusted, we're the platform of choice for global corporations, high-performing businesses, and best-in-class tax departments. We made valuable, easy-to-use platforms that tax and accounting teams depend on.



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