



# Avalara for Manufacturing

## Connected compliance solutions for modern manufacturers

Avalara helps manufacturers automate compliance and reduce risk – so teams can stay focused on moving products, minimizing costs, and scaling confidently. According to Forrester's TEI study, manufacturers using Avalara achieved 153% ROI with payback in under 6 months.



### The reality today

Manufacturers of all sizes are spending more than they realize on manual compliance:

**\$3K-\$14K**

Per month in compliance costs, depending on company size

**40+ states**

Now count exempt sales toward nexus thresholds, creating new filing requirements

**416+ hours**

Annually chasing exemption certificates, often costing \$150K in third-party help

**The result?**

Overpayments, missed deadlines, and unnecessary audit exposure.

### What this means for manufacturers?

#### Exemption certificates under scrutiny

Missing or invalid documentation on exempt sales is one of the fastest paths to costly liabilities.

#### Consumer use tax drives audit penalties

Machinery, tooling, and intercompany transfers are frequent sources of errors and overlooked accruals.

#### Property tax remains inconsistent and complex

Valuations and rules vary across jurisdictions, leaving room for overpayments and disputes.

#### Operational compliance creates hidden workload

From business licenses & pollution permits to 1099/W-9 contractor reporting, requirements divert resources from production.

## How Avalara helps

Stay agile	Gain efficiency	Ensure compliance everywhere	Enable sustainable growth
Keep procurement moving, avoid overpaid taxes and customs delays	Automate time consuming tasks like exemption certificates, consumer use tax, and returns.	Manage sales, use, property tax, and VAT/GST across 13,000+ jurisdictions.	Expand confidently into new markets and sales channels without added compliance risk.
<b>Avalara Advantage:</b> AI-driven classification and landed cost automation reduce customs errors	<b>Avalara Advantage:</b> Avalara's agentic AI anticipates risks, automates exceptions, and surfaces compliance insights – saving \$83K annually in exemption labor and cutting certificate processing time by 50% (Forrester).	<b>Avalara Advantage:</b> Avalara maintains the industry's most complete tax content; Forrester confirmed a 90% reduction in manual tax research.	<b>Avalara Advantage:</b> Avalara processed 55B+ API calls in 2024 and delivered an 85% efficiency gain in returns filing.

## Avalara covers your entire supply chain

From sourcing and procurement to production, distribution, and global expansion, Avalara automates tax compliance to reduce costs, prevent delays, and support growth across your operations.

### What our customers are achieving

**6.6M**  
returns filed

**55B+**  
API calls annually

**153% ROI**  
with <6-month payback



"Before Avalara, we spent weeks tracking exemption certificates. Now, audits are no longer a fire drill."

**Director of Accounting, Elettric80**

"Our team struggled with use tax and exemption certificates. Avalara took out the manual work and audit stress so we can focus on growth."

**Finance Director, Greg's Golf Gear**



### Trusted by global leaders:

Raytheon, Toshiba, Boston Scientific, Thyssenkrupp, and more.

### Confident compliance, built for growth

From mid-market to enterprise, Avalara helps manufacturers simplify complexity, reduce risk, and stay ahead of changing regulations – in the U.S. and worldwide.

**Avalara**