

Oasis Solutions delighted by new simple returns filing solution

Business-software consultancy recommends Avalara Returns for Small Business



Tax challenges

- Tax complexity
- Compliance risk

Avalara products

- Avalara Returns for Small Business

Results

- Increased compliance
- Tax expertise

Company overview

Oasis Solutions provides business-system consulting and services to small and medium-sized (SMB) companies through partnerships with leading solution providers like Oracle NetSuite, Sage, Workday, and Avalara.

“We’ve been an Avalara partner for several years,” says Oasis president and founder Annette Manias. “We recommend and sell their products to our customers, and we have been customers ourselves for eight years.”

When Avalara launched the beta program for its newest product, Returns for Small Business, Annette was keen to participate. “I was excited to test a product that would integrate with the rest of Avalara’s suite, while being priced more effectively for our budget and our needs,” she says. “Plus, I just like playing with software.”

Tax challenges

Oasis is based in Louisville, Kentucky and files tax returns in three states – Indiana, Kentucky, and Tennessee. Each state has its own approach to the taxability of consulting services and software subscriptions, as well as its on filing deadlines. This can be a real Rubik’s cube of complexity to solve, according to Annette.

“Everything is going to subscription,” says Annette. “We only charge the customer sales tax for on-premises software, which is still part of our business.” The subscription transaction is between the customer and the vendor, she explains. Oasis also invoices customers for its services, such as (implementation, training, none of which are taxable in the three states where Oasis files returns.

Why Avalara

With Returns for Small Business, Avalara has filled a gap in the market for an automated returns filing solution that is affordable and easy to use. Companies can file sales tax returns in any state for a \$25-per-state filing fee with a \$249 annual subscription. Returns for Small Business integrates into most financial applications and ecommerce systems and works with Avalara AvaTax tax calculation or as a standalone solution.

“The two things small businesses want are cost-effective and simple,” says Annette. “Avalara Returns for Small Business fills both of those criteria. And it’s really intuitive. We’re not sales tax experts, and we don’t need to be.”

Integration

In addition to invoicing, Advantage handles the tax estimates for Moroch. Then the built-in connector to AvaTax applies the final sales tax calculations that are used in invoicing.

The implementation and integration experience helped Brenda become more fluent in the world of sales tax. “I knew very little about taxes and was really thrown into the fire,” says Brenda. “Avalara was really great to work with and I’m pretty good at it now.”

Results

Annette went into the beta-testing program with real enthusiasm. “I like software, so I asked Avalara not to tell me a whole lot,” she says. “I wanted to see whether I could figure it out, to see how intuitively it had been designed. The answers were almost always where I would expect to find them. And when it comes to filing the returns, it was really just a click of a button. Easy.”

“The people at Avalara have been extremely helpful,” she adds. “We had a few questions along the way, and they were very responsive. They were also very receptive to the feedback I gave them as a beta customer.”

Annette also appreciates the peace of mind that comes with confident compliance. “We don’t keep up on changing sales tax laws and regulations,” she says. “We know that Avalara is keeping track of all that. We don’t need to worry about it. We know we’re being compliant.”

Prior to using Returns for Small Business, Annette had always done the sales tax reconciliation and filing herself – a cumbersome process that took her three or four hours every month. Now her bookkeeper can do in about one hour. “It gave me time back in my life,” says Annette.

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–Annette Manias
President and Founder
Oasis Solutions



Avalara Tax Compliance Suite

A complete, end-to-end sales and use tax compliance solution - built to grow with your business.

Avalara AvaTax determines and calculates sales & use taxes.

Avalara Returns handles monthly sales & use tax filing, payments, and notice management.

Avalara CertCapture helps businesses collect, store, track and utilize exemption certificates.

Avalara Returns for Small Business helps reduce sales tax return preparation time and eliminates the hassle of filing with each state website.

Avalara supports quick deployment by providing over **700 pre-built integrations** to business applications including ERP, POS, Ecommerce, Billing and CRM.

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