Avalara
Tax compliance done right
+
Acumatica
The Cloud ERP

WANT TO SUCCEED IN B2B AND D2C SALES?
DON'T LET THESE THREE THINGS HOLD YOU UP.

Is your manufacturing business planning to expand into business-to-business or direct-to-consumer sales? Are you already selling in these channels, but looking to drive growth? The opportunities in B2B and D2C are huge – but the three biggest hurdles that come with those opportunities are significant, too.



1 PAYING UP
Ensuring Tax Compliance

Even though your customers are the ones ultimately paying sales and use taxes, you're the one who has to deal with all the rules and regulations (and even "pay" the jurisdiction after you collect those taxes).

Avalara's automated tax compliance solutions are designed to:

- Calculate and apply the right rates
- File returns and make remittance seamless
- Manage exemption certificates



2 SERVING UP
Delivering exceptional customer experiences

Customers have high expectations when they shop, and if you don't deliver a solid experience, they won't hesitate to go elsewhere – maybe even before they check out.

With Acumatica's cloud-based ERP software, you can:

- Create a true omnichannel experience for customers
- Effectively manage inventory, orders, and other data
- Deliver personalized service that sets your business apart



3 LEVELING UP
Seamlessly scaling business operations

Be careful what you wish for – because it might come true! If you grow your B2B or D2C business, but your systems and processes can't handle the load, that growth could lead to increased risk.

The right technology will help you:

- Eliminate guesswork when it comes to tax compliance
- Become more responsive to customer needs and market trends
- Drive productivity and efficiency within your organization

DISCOVER THE POWER OF

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Avalara and Acumatica tools are designed to work together – and help your business do great things. Download our guide for manufacturers and see how you can use our integrated solutions to reach new heights!

Scan QR code to learn more