

breaking news

SpeedTax Rolls Out Business Partner Programs for Sage, Microsoft and Intuit Technology Consultants

SpeedTax Business Partners serve existing customers and attract new prospects with next-generation sales tax software as a service solution

Laguna Hills, Calif. – January 23, 2009 – SpeedTax, Inc., a provider of Software as a Service (SaaS), fully-automated sales tax management solutions, today announced new Business Partner programs for technology consultants who resell Sage MAS 90/200 ERP, Sage Accpac ERP, Microsoft Dynamics GP, and QuickBooks Enterprise, Pro, and Premier Editions.

The programs for Sage, Microsoft, and Intuit consultants offer these core benefits:

- No cost to join for approved Business Partners
- 15% perpetual annuity
- Free product training from SpeedTax
- Guaranteed annuity payment regardless of whether a sale is made by the SpeedTax Business Partner or is referred to SpeedTax by the Business Partner
- SpeedTax's turn-on-a-dime marketing program, providing marketing assistance that focuses on helping SpeedTax partners differentiate their business offerings in their service region

New SpeedTax Business Partners are guided through an 8-step partner program that includes marketing and sales assistance, step-by-step product integration download instructions, product training, and access to a full range of product and new business prospecting tools in the SpeedTax Partner Center.

Current SpeedTax Business Partners are taking advantage of business-building tools like customized webinars focused on sales tax-related issues their customers can no longer ignore.

"Customers are increasingly relying on their technology consultant to provide a solution to their sales tax compliance and management issues," said Anthony Zuanich, VP of Sales at SpeedTax.



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“Accordingly, our new partner programs are structured to fast-track the process of getting a SpeedTax Business Partner’s customers up and running on a sales tax management service that exceeds expectations – in addition to helping our Business Partners attract new prospects, build new revenue streams, and grow their business.”

“Sales tax compliance is an increasingly important bottom-line issue for our customers,” said David Cieslak, CPA, CITP, and Principal at Arxis Technology in Simi Valley, California. “Sales tax is also an important differentiator for Arxis Technology. We’re positioned with SpeedTax to offer our customers a complete risk outsourcing solution that’s affordable, easy to use, SST certified, and offers maximum audit protection.”

SpeedTax MANAGER™ is designed to the specifications and preferences of its CPA Advisory Board and consequently incorporates user-friendly functionality and flexibility for a superior user experience. SpeedTax is a Streamlined Sales Tax Certified Service Provider (CSP), having successfully undergone the 22-state certification process.

Microsoft, Sage Software and Intuit consultants interested in partnering opportunities with SpeedTax can contact Anthony Zuanich, SpeedTax VP of Sales at 888.349.2441, ext. 14.

About SpeedTax On-Demand Services

SpeedTax MANAGER™ is a comprehensive sales tax automation and management service built by accountants, for accountants. A Software-as-a-Service (SaaS) solution, it performs real-time, automated sales tax calculations, integrates seamlessly with its customers’ financial or e-commerce systems, and provides automatic returns preparation and filing, while enabling reporting, treasury management and audit defense with sophisticated, web-based compliance management and reporting tools.

SpeedTax MANAGER provides:

- Automatically prepared, signature-ready tax forms. The approval process is streamlined with built-in controls to save time and eliminate human error. Submitting documentation and remittance to the proper taxing authorities is handled automatically, and tools are built in to ensure tax-filing deadlines are anticipated, allowing for consistent, predictable preparation, on time and with a minimum of effort.
- Executive dashboard reports, highly functional management reports, detail reports down to the transaction level, tracking tools and comprehensive audit trail.



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- Management of taxability, nexus, sourcing rules, exemptions, exceptions, shipping locations, SST volunteer status and other settings to meet the unique needs of each business.
- A link with each customer's financial or e-commerce application to deliver correct sales tax calculations directly into their invoicing or customer set-up processes, allowing businesses to avoid rate look-ups and any potential manual error.
- Unmatched accuracy in jurisdiction and rate determinations, powered by SpeedTax Service Engine™ – SpeedTax's high-performance, rules-based engine that is always up-to-date with geographic data, state rules, and all applicable variables unique to a customer's business.

SpeedTax MANAGER™: *Plus, Core, and Pro:*

SpeedTax MANAGER comes in three editions: *Plus*, the comprehensive calculation, reporting and returns service; *Core*, an option that automates calculations within the financial or e-commerce application but does not include returns, and SpeedTax MANAGER *Pro*, the expert-level automation and management service for professionals in the financial and accounting sectors servicing multiple clients. SpeedTax MANAGER *Pro* users get all the benefits of SpeedTax MANAGER *Core* and SpeedTax MANAGER *Plus* users—with additional multi-client tools and custom reporting tools to help manage sales tax for a portfolio of multiple clients.

About SpeedTax:

Headquartered in Laguna Hills, California, SpeedTax was founded on the premise that businesses of all sizes should be able to confidently, accurately and affordably outsource the most tedious, repetitious and time-consuming aspects of sales tax compliance – researching, calculating, posting, reporting and remitting sales taxes – while simultaneously acquiring the ability to better manage their business via online, real-time access to sales tax data. SpeedTax understands that customers want to feel fully confident in the event of an audit, but also believes that customers deserve much more from a complete sales tax management solution.

For more information on SpeedTax on-demand services, visit www.speedtax.com, call us at 888.349.2441, or contact us via email at pr@speedtax.com.

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