SALTOVATION TEAM
@ TAXOPS

WORKING WITH US

We are a business tax firm with Big Four leaders and a boutique client experience. We partner with businesses, getting to know them so we can develop their tax strategy and efficiently reduce tax bills.

STATE AND LOCAL TAX
GET STARTED AT TAXOPS.COM

WHAT TO EXPECT

- TACTICAL AND CUSTOMIZED APPROACH
- KEY FINDINGS BY STATE AND TAX JURISDICTION
- CONCISE RECOMMENDATIONS FOR REMEDIATION STRATEGIES
- TAX FILING AND REGISTRATION RECOMMENDATIONS
- TAX AUTOMATION ADVISORY AND SUPPORT SERVICES
- WORKING WITH US IS FUN

HOW YOU BENEFIT

- SAVE MONEY
- REDUCE RISK
- APPLY BUSINESS PROCESS TO MANAGE TAX
- WORK COLLABORATIVELY WITH A TAX LEADER AND ADVOCATE
- SCALABLE SOLUTIONS AND BEST PRACTICES
- YOUR TAX POSITION, UNDERSTOOD
- CONFIDENCE TO MAKES BUSINESS TAX DECISIONS
- RELIEF FROM THE UNKNOWN
- AUDIT SUPPORT, SHOULD THE TAX MAN COME CALLING
- DATA YOU NEED TO CONTROL YOUR STATE AND LOCAL TAX NARRATIVE

STATE AND LOCAL
TAX LEADERSHIP

SALTOVATION TEAM LEADS

Your Answer to State and Local Tax Compliance

As business tax specialists, we take the messy business of state and local taxes and put it right for companies worldwide. Our holistic approach means everything is covered, strategy, compliance and automation. Our team leadership has over 130+ years of combined experience and we've helped thousands of taxpayers save millions of dollars.

STATE AND LOCAL TAX
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JUDY VORNDRAN
JD, CPA, MSBA
25+ YEARS
FORMER PWC AND DELOITTE

STACEY ROBERTS
CPA
25+ YEARS
FORMER ANDERSEN, KPMG, DELOITTE, AND FORTUNE 500 SALT DIRECTOR

ALEXANDER KORZHEN
JD, MBA
20+ YEARS
FORMER PWC AND DELOITTE

TRAM LE
JD, CPA, LL.M
20+ YEARS
FORMER GAO AND TIGTA

MEREDITH SMITH
CPA
15+ YEARS
FORMER KPMG
HOST SALTOVATION PODCAST

CONNIE ZOERINK
CPA
25+ YEARS
FORMER DELOITTE, IN-HOUSE TAX MANAGER MULTIPLE INDUSTRIES

HOLISTIC STATE AND LOCAL TAX

MORE THAN NEXUS

Your Answer to State and Local Tax Compliance

From evaluating your nexus footprint to designing efficient processes, our teams help you make sense of state and local tax (SALT) by expertly navigating your business through the morass, giving you greater clarity and control.

STATE AND LOCAL TAX

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NEXUS STUDIES

SALES TAX AUTOMATION

SALES TAX REGISTRATION

SALES & USE TAXABILITY ANALYSIS

P.L. 86-272

AMNESTY & VOLUNTARY DISCLOSURE AGREEMENTS

THROWBACK ANALYSIS

DUE DILIGENCE

APPORTIONMENT SOURCING

SALES TAX AUDIT & CONTROVERSY

INCOME TAX FILING ANALYSIS

"WHEN YOU HAVE A GOOD GUIDE THE JOURNEY ISN'T AS ARDUOUS."

~ Gary Williams, Controller, Lightning Eliminators and Consultants, Inc.

SALTOVATION TEAM
@ TAXOPS

NEXUS ANALYSIS

Your Answer to State and Local Tax Compliance

Tax is more complicated than we believe it should be, which is why we exist. We figure out your nexus footprint and take the guesswork out of state and local tax issues everywhere your business operates. Our aim is to reduce tax risk, limit lookbacks and help you understand the impact of state and local taxes on your business strategy.

STATE AND LOCAL TAX
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DETERMINE NEXUS, ALL TAX TYPES	EVALUATE WHAT YOU ARE, WHO YOU ARE, AND WHERE YOU ARE DOING BUSINESS
PINPOINT TAXABILITY	DEFINE PRODUCT AND SERVICE TYPES UNDER TAX LAWS
QUANTIFY EXPOSURE	CALCULATE SALES AND INCOME TAX OWED BY LOCATION
REDUCE RISK	REMEDIATE RISK THROUGH VOLUNTARY DISCLOSURE, SALES TAX REGISTRATIONS, ONGOING COMPLIANCE
AUTOMATE SALES TAX	ADVISE AND SUPPORT IN SOFTWARE SOLUTIONS AND SETUP
TAX COMPLIANCE RESOURCE	CREATE A FRAMEWORK FOR STATE AND LOCAL TAX COMPLIANCE