Automation Giving Businesses the Benefit of Improved Efficiency and Time Savings

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MOUNTAIN VIEW (Calif.) — Avalara, a provider of Web-based sales tax automation solutions for businesses of all sizes, become a member of NetSuite's SuiteCloud Developer Network, a multi-tiered program that enables Independent Software Developers (ISDs) to quickly go to market with on-demand business applications that leverage the power of NetSuite's core business suite. As part of the program, Avalara and NetSuite are jointly marketing AvaTax, Avalara's end-to-end, on-demand sales tax calculation and compliance service.

Designed as a fully automated sales tax solution, the AvaTax service is integrated with NetSuite using SuiteCloud, NetSuite's offering of on-demand products, development tools and services designed to help customers and commercial software developers take advantage of the significant economic benefits of Cloud computing.

From point-of-sale (POS) to electronic sales tax filing and payment, Avalara services streamline the cumbersome sales tax process for businesses and reduce the risk of loss or penalty in case of an audit. In the current economic climate, accurate calculation and compliance are more important than ever for businesses. Additionally, accounting personnel need assurance and the confidence of knowing their calculations and reports are accurate and compliant with state mandates. By combining real-time visibility from financial data provided by NetSuite and AvaTax's highly scalable sales tax engine, companies can significantly improve business efficiencies, which ultimately enable employees to focus on revenue generating activities.

According to Avalara's Executive VP, Strategic Accounts and User Experience, Marshal Kushniruk, "Our efforts are clearly in tandem with the SuiteCloud Developer

Network and we are committed to bringing value to our joint customers. Together,

"Avatax for NetSuite is an excellent example of a partner leveraging our suite of seamless ERP, CRM and Ecommerce functionality," said Guido Haarmans, VP, SuiteCloud Developer Network of NetSuite. "In the current economic environment, the numerous benefits of the SaaS model – including lower costs, fast deployment, and reduced capital outlays – are increasingly compelling. But customers are not looking for siloed SaaS solutions – they want to optimize business processes across their companies. For sales tax, NetSuite and Avalara are a robust, combined SaaS offering to provide that."

About SuiteCloud
NetSuite's SuiteCloud is a comprehensive offering of on-demand products, development tools and services designed to help customers and commercial software developers take advantage of the significant economic benefits of Cloud computing. Based on NetSuite, the world's most widely used Software as a Service ERP Suite, SuiteCloud enables customers to run their core business operations in the Cloud, and software developers to target new markets quickly with newly-created mission-critical business applications built on top of mature and proven business processes. The complete SuiteCloud offering includes NetSuite's multi-tenant, always-on SaaS infrastructure; the NetSuite Business Suite of applications (Accounting/ERP, CRM, Ecommerce); the NS-BOS Development Platform; the SuiteCloud Developer Network (SDN), a comprehensive developer program for Independent Software Vendors (ISVs); and SuiteApp.com, a single-source online marketplace where ISVs, customers and solution providers can find applications to meet specific business process or industry-specific needs.
www.netsuite.com/suiteapp.com.

About Avalara:
Avalara is transforming the sales and use tax compliance process for businesses of all

sizes by delivering advanced technology solutions that provide fast, easy accurate

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