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alliance with PayPlus Software, Inc., ([www.payplus.com](http://www.payplus.com)), a payroll and employee management software company serving the Professional Employer Organization (PEO) industry.

**Isaac M. O'Bannon** • Sep. 08, 2014

Cloud sales tax and compliance systems provider [Avalara](#) has formed a strategic alliance with PayPlus Software, Inc., ([www.payplus.com](http://www.payplus.com)), a payroll and employee management software company serving the Professional Employer Organization (PEO) industry.

Under this new partnership, PayPlus/SLS is now able to introduce Avalara's sales tax compliance solutions to their PEO service bureau partners, who in turn can add Avalara's solutions to their portfolio of customer offerings. Avalara's alliance with PayPlus represents Avalara's inaugural entry in the PEO industry, making it easier for PEO customers to be compliant in all aspects of their business.

"Manually managing sales tax is difficult, expensive, and time consuming, and businesses can face stiff penalties if they don't get it right," said Pat Falle, SVP of strategic sales at Avalara. "Just like outsourcing payroll, outsourcing sales tax compliance reduces risk and increases efficiency. This is something PEO customers need; it's a natural extension for PEO's to offer – and Avalara is making it easy for them to do just that."

Specifically, Avalara automates and simplifies governmental compliance processes for business of all sizes, including tax determination, exemption certificate management, and tax return preparation, filing, and remittance. It works within a customer's own financial, billing, ecommerce, or point of sales systems to automate

manual processes, delivering cloud-based compliance services that are fast, easy,

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Angela Costello, president of PayPlus/SLS said, "As a long time operator in the Payroll/HR Outsourcing industry, we understand how automating complex, administrative processes can help businesses gain efficiencies. Our partnership with Avalara allows our PEO clients and partners to expand their offerings and provide additional value, allowing businesses to focus on their primary expertise."

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