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developer of on-demand accounting, ERP and CRM applications, have announced an alliance through which Avalara's web-based sales tax automation solution, AvaTax, will be available to NetSuite customers as an integrated add-on.

Dec. 04, 2007

BAINBRIDGE ISLAND, (Wash.) — Avalara (www.avalara.com), a leading small and medium business (SMB)-oriented provider of on-demand, web-based sales tax compliance services and NetSuite Inc. (www.netsuite.com), a leading provider of on-demand enterprise resource planning (ERP) and customer relationship management (CRM) application software, today announced an alliance extending Avalara's innovative SaaS based sales tax automation solution, AvaTax to NetSuite customers as an add-on.

Available today, AvaTax™ for NetSuite provides the NetSuite customer a complete sales tax compliance solution including easy management and maintenance of nexus, exemption certificates, and product and service taxability rules; real-time processing and reporting of sales tax based in the industry's most accurate address validation, jurisdictional assignment and rates and boundaries data; and the availability of fully outsourced sales tax returns services providing businesses a single source for sales tax remittance. As a partner of NetSuite's SuiteFlex developer program, Avalara used the SuiteFlex technology (Suitelets, SuiteScript and SuiteBundler) to make this service available to NetSuite customers as an add-on service.

“Sales tax administration and compliance presents an ongoing operational and audit burden to most businesses,” said Ranjit Mulgaonkar, vice president of business development of Avalara. “Based on Web services technology and with a

central management console, Avalara offers a full-service sales tax compliance

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affordable service to improve accuracy and the ongoing costs of sales tax compliance,” said Mini Peiris, NetSuite VP of Product Management. “Because both NetSuite and AvaTax™ operate on software as a service platforms (SaaS), customers do not need to buy expensive hardware and software to run their business efficiently.”

“We are pleased to align with NetSuite to augment its solutions to the SMB market, a market which has been our focus since the inception of Avalara,” said Scott McFarlane, CEO of Avalara. “NetSuite is known in the industry for its ability to deliver innovative integrated business management solutions. This is a natural and beneficial alliance where both companies serve the same type of customers: customers who need affordable, dependable, accurate, productivity-saving technology to strengthen their operations.”

AvaTax for NetSuite is available now at www.avalara.com/netsuite or by calling 1-877-780-4848, option 1.

About AvaTax

An SMB market-leading, Web-services-based sales tax solution, AvaTax promptly and accurately calculates sales tax for clients in any of the more than 8,000 taxing jurisdictions in North America; provides detailed, real-time reporting; and automatically generates pre-populated sales tax returns. AvaTax comes integrated with SMB financial applications serving more businesses than any other solution on the market today, totaling 26 versions of 10 interfaces. Additionally, with AvaTax SDK™, developers can integrate Avalara's sales tax Web service with any e-

commerce, third party or custom-build solution with use of a comprehensive

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through integrated, on-demand and Web-based services that provide transparent transactions, accurate tax compliance, painless administration and effortless reporting.

Avalara is also one of only two sales tax automation providers operating as Certified Service Providers (CSPs) for businesses participating in the multi-state Streamlined Sales Tax program. For more information, visit www.avalara.com.

About NetSuite

NetSuite Inc. is a leading vendor of on-demand, integrated business management application suites for small and medium-sized businesses. NetSuite enables companies to manage core key business operations in a single system, which includes Enterprise Resource Planning (ERP), Customer Relationship Management (CRM), and Ecommerce. NetSuite's patent-pending "real-time dashboard" technology provides an easy-to-use view into up-to-date, role-specific business information.

Technology

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