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E-commerce

Avalara, Inc. and GlobalCollect have announced a strategic partnership to provide industry-leading payment and indirect tax compliance services to ecommerce companies looking to trade cross-border. GlobalCollect, an Ingenico Group company

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Nov. 18, 2014



GLOBAL E-COMMERCE

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transactional tax regulations.

Kevin Boland, VP Business Development, EMEA at Avalara said: "GlobalCollect represents a key strategic partnership for us in the payments world as we continue facilitating international growth for ecommerce companies of all sizes. Working together, we are excited to join with GlobalCollect to help merchants successfully manage more transactions internationally."

Avalara and GlobalCollect both provide fully-managed global solutions, with Avalara supporting automated tax calculation in over 100 countries and GlobalCollect securely accepting payments from more than 170 countries in more than 150 currencies, using in excess of 150 local payment methods. Avalara's technology combines its vast proprietary database with address validation and geolocation, applying the correct taxability rules and rates and handling filing and remittance. GlobalCollect customers can use a single web-enabled interface to manage localised payment methods and increase customer conversion rates.

Matthijs Pronk, Vice President of Business Development at GlobalCollect, added: "Enterprise level merchants who expand across territories encounter many new challenges. Working together, GlobalCollect and Avalara are helping to relieve merchants' burdens on international contracts, currency conversions, reconciliation, VAT calculation and management. Supporting them with payment products driven by deep knowledge of local payment culture means that merchants can focus on what they do best: offering great products and services online, internationally, knowing that complex payment and tax related challenges are being handled by the specialists."

Boland concluded: "Handling sales tax, VAT and other transactional taxes can be extremely difficult for businesses expanding abroad. Avalara removes these

complexities by automating and simplifying the process in a fast, easy and cost-

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