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When a transaction occurs, businesses are required to either calculate and collect sales tax or, if the purchase is tax exempt, collect and validate the buyer's exemption status. With many suppliers selling to tax-exempt buyers and often using time-consuming manual processes to manage exemption certificates, Billtrust, a provider of B2B order-to-cash solutions, has enhanced its industry-leading B2B order-to-cash suite by seamlessly integrating Avalara's CertCapture software into the Billtrust platform.

By partnering with Avalara, a tax compliance software provider, Billtrust customers will benefit from an automated process to collect, validate, store and manage sales tax exemption certificates, eliminating manual work and creating a streamlined customer experience.

"Many businesses manually manage exemption certificates which can lead to audit and compliance issues," said Steve Pinado, Billtrust President. "For companies selling to tax-exempt buyers, Billtrust's integration with Avalara CertCapture provides easy access to compliance documents, ensuring proper credit account setup. This partnership gives our customers more value while helping them maximize their automation investment. It also demonstrates our commitment to partnering with

high value companies to create the broadest number of seamless fintech ecosystem

"Billtrust customers will now benefit from control over sales tax exemption certificate management within their already-familiar platform," said Silvia Aguirre, CertCapture co-founder and VP, Certificate Management at Avalara. "CertCapture scales to fit business needs, and it's a quick and easy way to manage the exemption certificate process and be prepared for audits, long before they occur."

Sales Tax

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