

## MICHAEL RADVANSKY, CMI

PRINCIPAL



Michael Radvansky is a Principal at Michael James Sales Tax Solutions, LLC based in Atlanta, Georgia. Prior to co-founding Michael James Sales Tax Solutions, Mike held numerous tax leadership positions with General Electric Company in Ft Myers, Florida. During his 20 year career with General Electric Company, Mike became adept in addressing all aspects of indirect taxation and completed his Six Sigma Green Belt quality certification. Mike is a Certified Member (CMI) of the Institute of Professionals in Taxation and has spoken at numerous IPT symposia.



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## JAMES CONANT, CPA

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James Conant is a Principal and co-founder of Michael James Sales Tax Solutions, LLC. Jim brings the unique perspective of working with sales & use and excise taxes from both the public accounting and industry points of view. Previously, Jim worked for the General Electric Company, where he managed sales & use tax functions for GE operating units. Prior to that, Jim was a Senior Manager at the Pittsburgh office of Ernst & Young LLP, where he provided sales, use and excise tax services to Fortune 500 companies and other clients. Jim is licensed as a Certified Public Accountant (CPA) in Pennsylvania and Georgia and a Six-Sigma/Lean Six Sigma Black Belt (Quality Regimen).



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*We provide a full array of sales and use tax solutions, including:*

### AUDITS

- AUDIT OUTSOURCING
- ALTERNATIVE COMPLIANCE PROCEDURES
- ASSESSMENT REVIEW
- AUDIT CONTROVERSY
- AUDIT METRICS
- AUDIT PROCESS EVALUATION AND IMPROVEMENT
- AUDIT REPRESENTATION
- AUDIT SAMPLING ANALYSIS AND EVALUATION
- EXEMPTION CERTIFICATES
- LITIGATION SUPPORT SERVICES

### PROCESS IMPROVEMENT

- LEAN SIX SIGMA IMPLEMENTATION
- VALUE STREAM MAPPING
- EMPLOYEE TRAINING
- TAXABILITY MATRICES
- TAX SOFTWARE IMPLEMENTATION
- DASHBOARDS

### PLUS...

- DUE DILIGENCE
- EXEMPTION CERTIFICATE REVIEW
- NEXUS REVIEW
- MANAGED COMPLIANCE
- PROCUREMENT CARDS
- REVERSE SALES TAX AUDITS
- RULING REQUESTS
- SETTLEMENT NEGOTIATIONS
- STRATEGIC PLANNING
- TAXABILITY DETERMINATIONS
- VOLUNTARY DISCLOSURE AGREEMENTS
- UTILITY STUDIES

NATIONAL FIRM EXPERTISE  
AT LOCAL FIRM RATES...



**MICHAEL | JAMES**  
SALES TAX SOLUTIONS, LLC.

1100 Circle 75 Parkway  
Suite 960  
Atlanta, Georgia 30339  
Tel: 770-857-1010  
Fax: 770-857-1025

**MICHAEL | JAMES**  
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## Audit Outsourcing

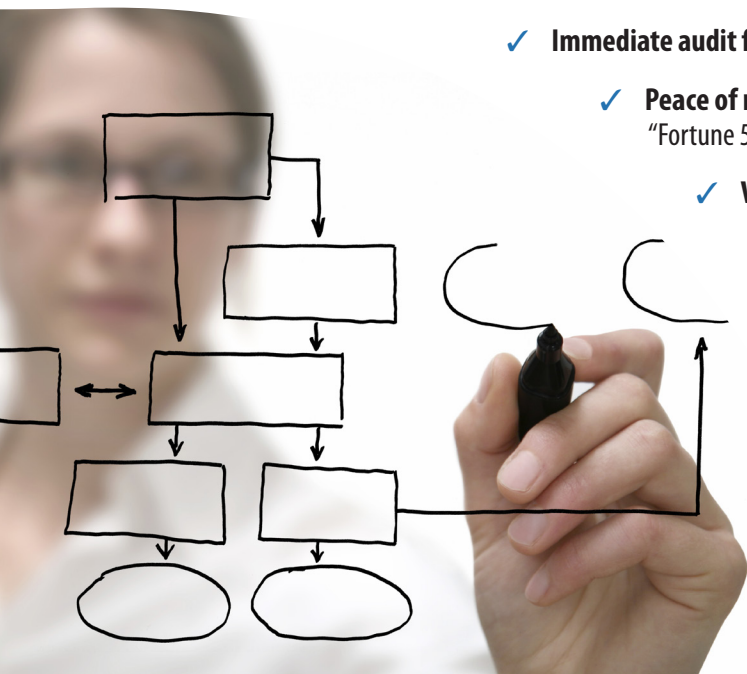
A sales tax audit can be a costly, time-consuming, and complex process. Businesses that take a “do-it-yourself” approach risk wasting valuable company resources. Frustration can mount when your company receives an unreasonably large audit liability assessment (plus interest and penalties) by a state/local taxing jurisdiction. When undergoing a sales tax audit, it is crucial to have experienced, competent, and yet affordable representation.

Through Michael James, your business can utilize experienced and knowledgeable sales tax professionals through a cost-effective, full-service outsourcing arrangement. Engaging our firm will put your company in control of the audit while allowing your company to focus on its core competencies.

By using Michael James as your full-service audit outsourcing provider, you will garner the following benefits:

- ✓ **Immediate audit function implementation**, using our proven audit tools, strategies, and processes.
- ✓ **Peace of mind**, knowing experienced and dedicated professionals with “Big 4” and “Fortune 5” experience working on your side.
- ✓ **Very competitive rates** that will match or exceed “big box” firms, allowing for more flexibility of costs and budgets.
- ✓ **Elimination of time and costs** associated with hiring and training skilled personnel to effectively handle audit function.
- ✓ **Regular and continuous communication** between our team and your internal audit team.

Don't let aggressive audits and unanticipated sales tax liabilities derail your company from meeting its business objectives. Our professionals at Michael James will ensure that your business is well-equipped to obtain a favorable audit outcome at the lowest cost to your bottom line.



State and local governments are ramping up efforts to generate additional sales and use tax revenue. The uptick in tax compliance and enforcement efforts have resulted in more audits for businesses. Often, sales and use tax does not become a concern until a company receives a large, unexpected assessment. At this stage, the company is in a much weaker position to successfully negotiate a favorable settlement. It is imperative to formulate a strategy that puts your company in control of the audit outcome.

*Michael James' experienced tax professionals will work with your organization to formulate a plan that will alleviate your sales and use tax burdens while maintaining your overall business objectives.*

## Reverse Sales Tax Audits

Cost-control and efficiency are key business factors to thrive in an increasingly competitive marketplace. Organizational changes such as business expansion, downsizing, and employee turnover can expose vulnerabilities in your sales tax compliance systems, at times resulting in overpayment situations. Cash-strapped state and local governments are more than willing to let sales tax overpayments occur for their benefit. Unfortunately for you, these unnecessary leaks can erode profit margins and put your business at a competitive disadvantage.

A reverse tax audit performed by Michael James will:

- ✓ Analyze your company's purchasing, invoicing, and compliance processes to document and correct deficiencies which could result in sales/use tax overpayments.
- ✓ Assist your organization in obtaining refunds from state/local taxing jurisdictions.
- ✓ Uncover potential sales and use tax exemptions applicable to your business.
- ✓ Ensure that your company pays only what it rightfully owes.

Let us help put money back in your company's pocket and ensure your business is running at optimal sales and use tax efficiency.



Ask about our **FREE, no-risk, preliminary assessment** to determine if an overpayment situation exists. If we don't recover overpaid sales/use tax, it costs you **NOTHING**.

### Big 4 and Fortune 5 Expertise

The founding members of Michael James have extensive Big 4 accounting and private industry experience, including a Fortune 5 company well known in tax circles for having a world-class tax department. Let us put our world-class expertise to work towards achieving your business objectives.

### Services Priced To Fit Your Budget

Michael James is sensitive to the budgetary constraints of your company without sacrificing the knowledge and experience you expect. Our size affords us the opportunity to provide you top rate personal service without the accompanying costs associated with larger national firms.

### We Only Sell What We Can Deliver

Before beginning any engagement with your company, Michael James will clearly communicate what services we are able to provide for you. We will make every effort to obtain a thorough and complete understanding of your business, only suggesting solutions we can deliver.

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