



Epicor Success Story

Walton Signage

Walton Signage relies on Epicor Tax Connect to automate and calculate taxes

Company Facts

- ▶ Location: San Antonio, Texas
- ▶ Industry: Manufacturers of Corporate Signage
- ▶ Number of Employees: 140
- ▶ Web site: www.waltonsignage.com



Success Highlights

Challenges

- ▶ Walton Signage needed a reliable and affordable way to automate and calculate sales and use taxes
- ▶ Epicor® Tax Connect solved a huge business problem for Walton Signage as the accounting department spent 10 to 12 hours a week on tax code research

Solution

- ▶ Powered by Avalara® AvaTax®, Epicor Tax Connect is a tax automation solution that performs sales and use tax calculations, rate updates and jurisdiction adjustments without infringing on existing workflowse

Benefits

- ▶ Automates and calculates taxes
- ▶ Reduces the cost of doing business
- ▶ Easier to manage audits
- ▶ Reliable, affordable and user-friendly
- ▶ Seamless integration with Epicor ERP solution
- ▶ Epicor Tax Connect provides the accuracy and reliability Walton Signage desires, and eliminates labor intensive and error prone manual efforts



Based in San Antonio, Texas, Walton Signage has been in the business of designing, manufacturing, shipping and installing corporate signage for more than 30 years. With 140 employees, Walton Signage blends corporate signage with brand strategy to deliver “customer first” solutions to its customers nationwide. Large national companies with locations throughout the United States look to Walton Signage for high-quality, turnkey signage programs that engage their customers and make their brand shine. Building quality around the world, customers consistently praise Walton Signage for making sure every detail is accounted for and projects are completed to spec, on time and on budget. To help keep projects on budget, Walton Signage needed a reliable and affordable way to automate and calculate sales and use taxes. Walton made the right choice with Epicor Tax Connect.

Powered by Avalara® AvaTax®, Epicor Tax Connect is a tax automation solution that performs sales and use tax calculations, rate updates and jurisdiction adjustments without infringing on existing workflows. With more than 12,500 U.S. and Canadian tax rules and rates that change continually, tax automation is a business necessity.

Walton Signage's IT Manager, Jennifer Mesiano, explains how difficult it is for the accounting department to keep up with changing tax rules and maintain tax rates and codes across the numerous cities, counties and states Walton Signage services nationwide. “We do business in potentially 5,000



new locations each year," said Mesiano. "Before Epicor, our accounting department would have to research the tax code for every new city, county or state to figure out the tax regulations and rules, not to mention maintenance when the rates change. It was extremely time consuming."

Fast return on investment with Epicor Tax Connect

Epicor Tax Connect solved a huge business problem for Walton Signage as the accounting department spent 10 to 12 hours a week on tax code research, according to Mesiano. By nature, any effort spent on sales and use tax compliance and related activities are non-revenue generating. Even if you invest the time and resources to get it right, you've still lost the productivity. Walton Signage saw automation as the only way to truly maintain compliance and minimize wasted productivity.

Looking to grow the business by 20-30% over the next three years, Epicor Tax Connect provides Walton Signage with an in-house business advantage. "Epicor Tax Connect automatically calculates our taxes, which reduces the company's cost of doing business," said Mesiano. "Our accounting department can now spend their time on the additional billings we anticipate with the company's growth instead of spending time on tax code research. Plus, we can process invoices faster and easier."

Walton Signage needed a reliable system that could provide a practical amount of accuracy for charging taxes as incorrect sales and use tax calculations could cost the company in an

audit. Epicor Tax Connect's calculations provide the accuracy and reliability Walton Signage desires, and eliminate labor intensive and error prone manual efforts. By alleviating compliance worries, Walton Signage can instead focus its attention and resources on growing the business.

"With Epicor Tax Connect, all of our data is housed in one place, and more importantly, it reflects a high degree of accuracy, so it's easier to manage audits," said Mesiano. "We have high confidence that we are applying the correct tax rates to our customer billings minimizing the need for error correction or negative audit assessment."

Simple and seamless integration

Walton Signage worked closely with Epicor authorized partner Avalara to help them select and implement a true tax automation solution. Having great success in running the Epicor enterprise resource planning (ERP) system as its business software solution, Walton Signage made a firm stance to stay committed to Epicor products. Mesiano explained that Avalara was a great support and helped Walton Signage understand how the two systems would work together, as well as provided extensive worksheets to select the right tax codes for ERP entry.

"Integrating Epicor Tax Connect with our ERP system was simple and seamless," said Mesiano. "Epicor Tax Connect requires no software to install, which is great. After all of the tax codes were put in correctly we tested the system to make sure it was assessing everything accurately and we haven't had to do anything since. The system is extremely user-friendly."

"Epicor Tax Connect automatically calculates our taxes, which reduces the company's cost of doing business."

Jennifer Mesiano, IT Manager, Walton Signage



Because Epicor Tax Connect is fully integrated into Walton Signage's ERP system management occurs right in the invoicing and order entry screens. Fully detailed and dynamic reports are easily generated for planning, review and auditing purposes. In addition, Walton Signage no longer has to create new custom reports because they use Epicor Tax Connect's out-of-the-box

reports. According to Mesiano, this is extremely helpful to Walton Signage since the company heavily uses customized reports throughout the rest of its business operations.

"Epicor Tax Connect has helped bridge a huge gap in the way we invoice and tax sales," said Mesiano.

About Epicor

Epicor Software Corporation drives business growth. We provide flexible, industry-specific software that is designed around the needs of our manufacturing, distribution, retail, and service industry customers. More than 40 years of experience with our customers' unique business processes and operational requirements is built into every solution—in the cloud, hosted, or on premises. With a deep understanding of your industry, Epicor solutions spur growth while managing complexity. The result is powerful solutions that free your resources so you can grow your business. For more information, [connect with Epicor](#) or visit www.epicor.com.



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