

# Super Products Eliminates Sales Tax Errors With Estuate's Integration Solution



## Background

Super Products is a leading manufacturer of high-quality, easy-to-operate truck-mounted vacuum equipment for municipal, utility, industrial and contractor use since 1972. The company has also earned a reputation of being an industry innovator in offering equipment with unique time and cost-saving features such as its exclusive "tilt-ejection" collector body unloading system, which is available on Camel and Mud Dog units.

In addition to being a forerunner in product development, Super Products excels at providing customers support even after they take delivery of their new vehicle. Whether it's product training, ongoing technical assistance or replacement parts availability, customers have peace of mind that they made the right choice in choosing Super Products.

## Business Challenge

Super Products had to deal with the challenge of collecting and tracking sales tax across many states and taxing jurisdictions within their JD Edwards application. While several solutions supported sales tax processes, they lacked critical capabilities, failed to deliver high-quality product support or were just too expensive to deploy and operate. Other challenges included:

- Excessive time spent on manual tax preparation.
- Manual updates to systems to reflect required tax rules, rates or form changes.

## The Estuate Solution

Estuate's solution provided end-to-end integration between JD Edwards and Avalara's AvaTax sales management. This solution ensured that sales tax amounts were calculated accurately and enabled Super Products to be in compliance with sales tax rules across states and taxing jurisdictions. The solution:

- ⦿ Provided a customized integration solution to JD Edwards, the company's Sales and Order Management System, and AvaTax to communicate automatically to perform and add tax and shipping calculations into quotes and invoices.
- ⦿ Reduced application and process maintenance overhead by ensuring that the integration worked across upgrades.
- ⦿ Integrated financial data in real time, or near real time, enabling managers to monitor activity and take data-driven decisions.

## Business Impact

Manual calculation and control of sales tax was expensive, error-prone, time consuming. With Estuate's integration solution between the JD Edwards and Avalara, all sales tax calculations and processes were fully integrated and automated. By automating the process, Super Products was able to speed up quote turnaround, and shorten the process of sales tax filing. Other benefits include:

- ⦿ Increased accuracy ensuring compliance in all jurisdictions. Super Products has eliminated tax calculation errors in invoices.
- ⦿ Improved operational efficiency and control for tax accounting. The company has seen a 30% increase in their operational efficiency since the integration solution was implemented.
- ⦿ Helped reduce IT support demands at Super Products. With the integrated solution, the IT team no longer needed to participate in product support, periodic tax updates, or manual rules updates.

*"Estuate's integration solution between the Avalara - AvaTax and our JD Edwards ERP application eliminated the costs of additional hardware, implementation services and ongoing maintenance and allowed our organization to address the regulatory requirements for accurate sales tax calculation and record keeping. This Integration solution has dramatically lowered the number of invoice disputes our accounting team sees each month and created tremendous goodwill with our customers. The knowledge, attitude and flexibility that Estuate showed was key to keeping the project rolling at the right pace and quality. "*

**Jim Schall**  
Controller.

## Get Started Today

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