

# Vertex Exchange 2009

Sessions & Abstracts





# Vertex Exchange 2009

This year, Vertex is bringing Exchange to you!



**Welcome to Vertex Exchange 2009.** This year's conference will be completely virtual, leveraging the latest on-line tools to deliver a "same as being there" experience. This document will provide you with the conference structure and session offerings. To see detailed information for each class, simply click on the title.

## Vertex Exchange 2009 Quick View



- **[Pre-Conference & Post Conference Hands-On Training](#)**: Starting September 15, Exchange attendees can join Vertex Certified Training professionals and other users in a virtual lab environment to get hands-on experience with their Vertex solution. Hands-on training will resume at the close of the four day main conference. [View the hands-on training sessions](#). **(Hands-On Training registration deadline — Friday October 30, 2009)**
- **[Main Conference](#)**: The main conference that runs from October 27-30 will provide a mixture of live and on-demand sessions. All classes during this time period are CPE accredited. View the [live schedule](#) and [on-demand](#) session offerings.
- **[Post Conference](#)**: In addition to extra hands-on training sessions, attendees will be able to view the CPE accredited on-demand sessions from the main conference and replays of all the live sessions (live session playback is not CPE accredited).

You can find updated information about the conference at:

<http://www.vertexinc.com/exchange2009/conf.asp>

If you have any questions, please call Michele McEvoy, Vertex Conference Program Manager at 484.595.6332 or at [Michele.McEvoy@vertexinc.com](mailto:Michele.McEvoy@vertexinc.com)





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## Hands-On Training

(Pre-Conference & Post Conference) 2 CPE Credits

### Sales, Use and Value Added Tax – October

October 22, 10:00 AM ET	<a href="#">Vertex Sales Tax Returns: Importing into Returns</a>	October 22, 1:00 PM ET	<a href="#">Vertex Sales Tax Returns: Monthly Returns Processing Strategies</a>
October 23, 10:00 AM ET	<a href="#">Vertex Sales Tax Q Series: Colorado Transactions</a>	October 23, 1:00 PM ET	<a href="#">Vertex Sales Tax Returns: Monthly Returns Processing Strategies</a>

### Sales, Use and Value Added Tax – November & December

November 3, 10:00 AM ET	<a href="#">Vertex Sales Tax Returns Management Toolkit: Tax Calendar and Document Manager</a>	November 3, 1:00 PM ET	<a href="#">Vertex Sales Tax Returns: Importing into Returns</a>
November 4, 10:00 AM ET	<a href="#">Sales Tax 101: Hands-on Workshop Part 1</a>	November 4, 1:00 PM ET	<a href="#">Sales Tax 101: Hands-On Workshop Part 2</a>
November 5, 10:00 AM ET	<a href="#">Vertex Sales Tax Returns: Monthly Returns Processing Strategies</a>	November 5, 1:00 PM ET	<a href="#">Vertex Sales Tax Returns: Importing into Returns</a>
November 6, 10:00 AM ET	<a href="#">Vertex O Series: Maximizing Effectiveness of Taxability Manager with Vertex Sales Tax Returns</a>	November 10, 10:00 AM ET	<a href="#">Vertex Sales Tax Q Series: Essential Tax Decision Maker Basics</a>
November 12, 10:00 AM ET	<a href="#">Vertex Sales Tax L Series: Essential Tax Decision Maker Basics</a>	December 11, 10:00 AM ET	<a href="#">Vertex Sales Tax Returns: Importing into Returns</a>





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## Hands-On Training

(Pre-Conference & Post Conference) 2 CPE Credits

### Income Tax – November & December

November 12, 1:00 PM ET	<a href="#"><u>Vertex Income Tax – Domestic: Basic State Income Tax Compliance</u></a>	November 17, 1:00 PM ET	<a href="#"><u>Vertex Income Tax – Domestic: Federal Income Tax - Working with Trial Balance and Adjustment Data</u></a>
November 17, 1:00 PM ET	<a href="#"><u>Vertex Income Tax – Domestic: State Income Tax Customized Apportionment</u></a>	November 18, 1:00 PM ET	<a href="#"><u>Vertex Income Tax – Domestic: Estimated Payments</u></a>
December 1, 1:00 PM ET	<a href="#"><u>Vertex Income Tax – Domestic: Basic State Income Tax Compliance</u></a>	December 2, 10:00 AM ET	<a href="#"><u>Vertex Income Tax – Domestic: Federal Income Tax - Working with Trial Balance and Adjustment Data</u></a>
December 2, 1:00 PM ET	<a href="#"><u>Vertex Income Tax – Domestic: Estimated Payments</u></a>	December 3, 1:00 PM ET	<a href="#"><u>Vertex Income Tax – Domestic: State Income Tax Customized Apportionment</u></a>
December 7, 1:00 PM ET	<a href="#"><u>Vertex Income Tax – International: Simplify Sourcing</u></a>	December 8, 1:00 PM ET	<a href="#"><u>Vertex Income Tax – International: Reconciling Related Party Transactions</u></a>
December 9, 1:00 PM ET	<a href="#"><u>Vertex Income Tax – International: Form 8865 Controlled Foreign Partnerships</u></a>	December 10, 1:00 PM ET	<a href="#"><u>Vertex Income Tax – International: Integrating Data between Domestic and International</u></a>





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## Main Conference Live Presentation Sessions

Tuesday, October 27 - 1 CPE Credit Per Session

1:00 – 2:00 PM ET	Keynote with Jeff Westphal			
2:30 – 3:30 PM ET	<u><a href="#">Tax Performance Management: Enabling a Single Source of Tax Truth</a></u>  (Income Tax)	<u><a href="#">Vertex O Series: Introduction</a></u>  (Transaction Tax)	<u><a href="#">State and Local Government Administration: Overview</a></u>  (Transaction Tax)	
4:00 – 5:00 PM ET	<u><a href="#">Income Tax Process Assessment: Identifying Tax Office Operations Improvement</a></u>  (Income Tax)	<u><a href="#">Reverse Audits: Uncovering Savings Opportunities</a></u>  (Transaction Tax)	<u><a href="#">Vertex O Series: Staying Current</a></u>  (Transaction Tax)	





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## Main Conference Live Presentation Sessions

Wednesday, October 28 - 1 CPE Credit Per Session

11:30 – 12:30 AM ET	<a href="#">Income Tax Trends and Perspective: from Vertex's Chief Income Tax Officer</a>  (Income Tax)	<a href="#">Value Added Tax: Basics</a>  (Transaction Tax)	<a href="#">Enhanced Jurisdiction Assignment: Through Cleansed Addresses</a>  (Transaction Tax)	
1:00 – 2:00 PM ET	<a href="#">Practical Aspects of Accounting for Income Tax</a>  (Income Tax)	<a href="#">SAP Data Management: Fine Tuning Tax Calculations</a>  (Transaction Tax)	<a href="#">Vertex O Series: Taxability Manager Setup Q&amp;A</a>  (Transaction Tax)	
2:30 – 3:30 PM ET	<a href="#">Vertex Provision Global Tax Office: Overview and Demo</a>  (Income Tax)	<a href="#">Value Added Tax: 50 Reasons to Automate</a>  (Transaction Tax)	<a href="#">Vertex Consumer Use Tax: Gaining Control and Managing the Complexity</a>  (Transaction Tax)	
4:00 – 5:00 PM ET	<a href="#">efile: Federal and State Look Forward</a>  (Income Tax)	<a href="#">Sales and Use Tax Audits: Trends Panel</a>  (Transaction Tax)	<a href="#">Vertex O Series: Taxability Manager Import - Tips and Tricks</a>  (Transaction Tax)	





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## Main Conference Live Presentation Sessions

Thursday, October 29 - 1 CPE Credit Per Session

11:30 – 12:30 AM ET	<a href="#">Managing the Timely Shift from GAAP to IFRS</a> (Income Tax)	<a href="#">Vertex O Series: Tax Management for Retail</a> (Transaction Tax)	<a href="#">Vertex O Series: Oracle eBtax - Tax Partnership for Oracle R12</a> (Transaction Tax)	
1:00 – 2:00 PM ET	<a href="#">Vertex Provision Central Tax Office: New Features &amp; Functionality</a> (Income Tax)	<a href="#">Economic Stimulus &amp; Recovery Acts 2009: Tax Perspective</a> (Income Tax)	<a href="#">Vertex Value Added Tax O Series: SAP Integration</a> (Transaction Tax)	<a href="#">Vertex Reporting and Analysis: Solutions for Tax Intelligence</a> (Transaction Tax)
2:30 – 3:30 PM ET	<a href="#">Vertex Income Tax – International: Form 8865 Automation</a> (Income Tax)	<a href="#">Vertex Income Tax Custom Reporter: Case Study</a> (Income Tax)	<a href="#">Vertex Value Added Tax O Series: Oracle E- Business Suite</a> (Transaction Tax)	<a href="#">Vertex Certified Professional Training Program: Introduction</a> (Transaction Tax)
4:00 – 5:00 PM ET	<a href="#">Vertex Income Tax – International: Tips on Reconciling Form 1118, Foreign Tax Credit</a> (Income Tax)	<a href="#">Tax Planning Opportunity Review for Compliance Professionals: State &amp; Federal Outlook</a> (Income Tax)	<a href="#">Puerto Rico: Sales and Use Tax Update</a> (Transaction Tax)	<a href="#">Vertex Exemption Certificate Manager: Managing Exemptions</a> (Transaction Tax)





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## Main Conference Live Presentation Sessions

Friday, October 30 - 1 CPE Credit Per Session

11:30 – 12:30 AM ET	<a href="#"><u>Vertex Income Tax - International: Reporting Basics</u></a>  (Income Tax)	<a href="#"><u>Vertex Income Tax - Domestic: State Income Tax - Consolidated Jurisdictions</u></a>  (Income Tax)	<a href="#"><u>Tax Matrices: Why You Need One and How to Develop One</u></a>  (Transaction Tax)	<a href="#"><u>Vertex Support: Options for Success</u></a>  (Transaction Tax)
1:00 – 2:00 PM ET	<a href="#"><u>Vertex Income Tax Domestic: State Income Tax - Combined/Unitary Jurisdictions</u></a>  (Income Tax)	<a href="#"><u>Sales and Use Tax Opportunities for Manufacturing</u></a>  (Transaction Tax)	<a href="#"><u>Change Management: Focusing on the People Side of Change</u></a>  (General Interest)	



2009



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## Main Conference On-Demand Sessions

(Main Conference and Post Conference) 1 CPE Credit

### Sales, Use and Value Added Tax

- [Consumer Use Tax: Basics](#)
- [Vertex O Series: Data Extract Basics](#)
- [Vertex Sales Tax Q Series: Basics](#)
- [Vertex Sales Tax Returns: Basics](#)
- [Vertex Lease Tax O Series: Introduction](#)
- [Vertex O Series: 4.1 to 5.0 Upgrading](#)
- [Vertex O Series: Beginner's Roadmap to Successful SAP Implementation](#)
- [Vertex & JD Edwards EnterpriseOne: Improving the Tax Function](#)
- [Vertex Reporting & Analysis: Overview and Path Forward](#)
- [Vertex Communications Tax: Update](#)
- [Vertex Returns Outsourcing: Introduction](#)

### Income Tax

- [Vertex General Ledger Bridge: Benefits of Automation](#)
- [Customized Apportionment Tools: Overview](#)
- [Vertex Income Tax Custom Reporter: Porting to External Applications](#)





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## Hands-On Training Abstracts

(Pre-Conference & Post Conference) 2 CPE Credits

### Sales Tax 101: Hands-On Workshop Part 1

**Description:** This session explores the basics of sales and indirect tax. Presented in a workshop environment the session provides a strong foundation for new users of Vertex tax automation solutions or anyone that wants to expand their knowledge on sales tax.

Along with hands-on demonstrations this session will explore prevalent tax concepts and terminology on:

- Nexus
- Situs
- Tax Types
- Exclusions and Exemptions
- Administrative and Compliance Issues
  - Local Tax Types
  - Max Tax, Tiered Rates, and Rate overrides

**Learning Objectives:** By the end of this session you will be able to:

- Understand Nexus, Situs, and Tax Types
- Understand state and local compliance issues
- Understand how this knowledge ties into an automated tax compliance solution

### Vertex Sales Tax O Series: Basics

**Description:** In this hands-on session, attendees will have an opportunity to work in the Vertex O Series Taxability Manager utilizing a series of guided practice exercises. The session has a sales tax focus.

**Learning Objectives:** By the end of this session you will be able to:

- Understand the purpose of Taxability Manager
- Navigate through Vertex Central
- Explain Taxability hierarchy and dependencies
- Set up Taxability Manager from a sales tax perspective

### Sales Tax 101: Hands-On Workshop Part 2

**Description:** Expanding on the basic sales and use tax concepts presented in Part 1, this workshop session provides more details into these specific areas of sales and use tax compliance and how this information is processed in an automated tax compliance system.

- Jurisdiction specific calculation rules
  - How address information effects tax calculation
  - How standard jurisdiction rate override rules effects tax calculation (full and partial overrides)
  - How line item information and standard jurisdiction rate rules effects tax calculation (tiered rates and maximum base)

**Learning Objectives:** By the end of this session you will be able to:

- Understand how situs effects tax calculation
- Understand the various tax types used in the calculation process
- Understand jurisdiction specific rules and their impact on taxability

### Vertex Consumer Use Tax O Series: Basics

**Description:** In this hands-on session, attendees will have an opportunity to work in the Vertex O Series Taxability Manager utilizing a series of guided practice exercises. The session has a consumer use tax focus.

**Learning Objectives:** By the end of this session you will be able to:

- Understand the purpose of Taxability Manager
- Navigate through Vertex Central
- Explain Taxability hierarchy and dependencies
- Set up Taxability Manager from a consumer use tax perspective





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## Hands-On Training Abstracts

(Pre-Conference & Post Conference) 2 CPE Credits

### Vertex Value Added Tax O Series: Basics

**Description:** In this hands-on session, users will have an opportunity to work with several Vertex O Series tools utilizing a series of guided practice exercises. Both VAT Supplies and VAT Purchase tax scenarios will be presented. Attendees will use the Transaction Tester to simulate both VAT Supply and VAT Purchase transactions.

**Learning Objectives:** By the end of this session you will be able to:

- Understand the high-level flow between the financial system and Vertex Value Added Tax O Series
- Navigate through Vertex Central
- Understand the VAT concepts that link to the Taxability Manager
- Use Taxability Manager to create records for Taxpayers and Taxability Drivers
- Use Transaction Tester to validate your setup of the Taxability Manager

### Vertex O Series 5.0: Advanced Topic - Tax Assist with Flexible Field Example

**Description:** In this hands-on session, experienced users will have an opportunity to work with several Vertex O Series tools utilizing a series of guided practice exercises. Both sales tax and consumer use tax scenarios will be presented.

**Learning Objectives:** By the end of this session you will be able to:

- Understand the purpose of Flexible Fields
- Setup Flexible Fields
- Understand the purpose of Tax Assist
- Set up Tax Assist rules and tables
- Test Flexible Fields and Tax Assist rules
- Setup advanced Taxability Manager scenarios

### Vertex O Series: Maximizing Effectiveness of Taxability Manager with Vertex Sales Tax Returns

**Description:** This hands-on session discusses the O Series system workflow, and traces the data flow from the financial application to O Series and into Vertex Sales Tax Returns. You will set up O Series Taxability Manager data, through a series of hands-on exercises, to maximize the effectiveness of Vertex Sales Tax Returns.

**Learning Objectives:** By the end of this session you will be able to:

- Describe the communication link between the financial system, O Series calculation engine, and Vertex Sales Tax Returns
- Describe the impact of Taxability Manager setup on the outcomes of Vertex Sales Tax Returns
- Identify techniques for optimizing the information flow from the financial system through to returns generation
- Discuss solutions to common issues

### Vertex Sales Tax Q Series: Processing Special Transactions

**Description:** This hands-on session will utilize the transaction tester of Sales Tax Q Series. Exercises will allow participants to process special transactions including:

- Tax-only credits
- Tax-only debits
- Adjustments

**Learning Objectives:** By the end of this session you will be able to:

- Identify the different types of special transactions that Q Series can process
- Process various types of special transactions





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## Hands-On Training Abstracts

(Pre-Conference & Post Conference) 2 CPE Credits

### Vertex Sales Tax Q Series: Essential Tax Decision Maker Basics

**Description:** This hands-on session will show participants how to customize Vertex Sales Tax Q Series program logic to meet tax compliance needs. A series of instructor demonstrations and guided practice exercises will be used to set up customer product and jurisdiction exceptions in the Tax Decision Maker.

**Learning Objectives:** By the end of this session you will be able to:

- Set up specific tax logic based on company registration and reporting requirements
- Set up specific tax logic based on customer exemption and exception tax requirements
- Set up specific tax logic based on based on state and local statutes and product taxability

### Vertex Sales Tax Q Series: Colorado Transactions

**Description:** This hands-on-session will utilize the Tax Decision Maker and the transaction tester to discuss and explain how situs is determined in Colorado. We will discuss and demonstrate setting up locations in the TDM and home-rule versus self-administered cities.

**Learning Objectives:** By the end of this session you will be able to:

- Understand how Vertex Q Series interprets situs rules in Colorado
- Set up physical locations in Colorado
- Perform tester calculations
- Increase your ability to troubleshoot tax calculation outcomes





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## Hands-On Training Abstracts

(Pre-Conference & Post Conference) 2 CPE Credits

### Vertex Sales Tax Q Series: Bridging Tax Decision Maker to Sales Tax Returns

**Description:** This hands-on session will instruct Vertex Sales Tax Q Series users on how reason codes and tax category codes can be set up in the Tax Decision Maker (TDM). Smart TDM setup will allow for successful data flow into Vertex Sales Tax Returns, and eliminate significant manual effort.

**Learning Objectives:** By the end of this session you will be able to:

- Understand using a reason code in certain state specific scenarios
- Understand using a tax category code in certain state specific scenarios
- Enter state specific reason codes into the TDM for future use in Vertex Sales Tax Returns
- Enter state specific tax category codes into the TDM for future use in Vertex Sales Tax Returns
- Create a TAX200 file that can be later imported into Vertex Sales Tax Returns

### Vertex Sales Tax Returns: Importing into Returns

**Description:** This session provides hands on training with importing data from a Vertex source and non-Vertex source. You will learn how to maximize your setup of the Returns software to reduce import warnings and rejections and increase correct tax outcomes on your Returns. You will also learn how customization made in your Vertex sales tax software solutions effects your data imports.

**Learning Objectives:** By the end of this session you will be able to:

- Apply troubleshooting techniques to identify causes for import warnings and rejections
- Demonstrate how to make change in the Returns software to reduce import warnings and rejections
- Recognize how customization made in your Vertex sales tax automated system effects your data imports
- Create a flexi import file when data is not coming from a Vertex sales tax automated tax calculation system

### Vertex Sales Tax L Series: Essential Tax Decision Maker Basics

**Description:** Through a series of instructor demonstrations and guided practice exercises, learn how to set up customer, product and jurisdiction exceptions in the Vertex Sales Tax L Series Tax Decision Maker.

**Learning Objectives:** By the end of this session you will be able to:

- Analyze and map your tax exceptions
- Set up specific tax logic based on company registration and reporting requirements
- Set up specific tax logic based on customer exemption and exception tax requirements
- Set up specific tax logic based on product exceptions based on state and local statutes
- Manage your tax exceptions more effectively

### Vertex Sales Tax Returns: Monthly Returns Processing Strategies

**Description:** Your Vertex Sales Tax Returns system is setup, now what? This hands-on session will provide insight into the many functions available to the user in order to complete the monthly returns filing process. Topics covered in this session will include, importing, manual data entry and adjustments, credit balance carryover, and electronic filing.

**Learning Objectives:** By the end of this session you will be able to:

- Understand importing into Vertex Returns
- Enter and adjust tax data manually
- Identify, remove and apply credit balances
- Understand electronic filing





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## Hands-On Training Abstracts

(Pre-Conference & Post Conference) 2 CPE Credits

### Vertex Sales Tax Returns Management Toolkit: Report Writer

**Description:** This hands-on session provides instruction on how to set up and work with the Vertex Sales Tax Returns Report Writer tool. Exercises include practical examples of taxpayer reporting needs. Instructors will provide step-by-step instructions on how to set up the Report Writer, generate reports, and view report outcomes.

**Learning Objectives:** By the end of this session you will be able to:

- Set up Vertex Sales Tax Returns to work with the Report Writer
- Set up and select the type of report and data needed in the report
- Generate the report
- View the data in the report
- Discuss the benefits of the report

### Vertex Sales Tax Returns Management Toolkit: Tax Calendar and Document Manager

**Description:** This hands-on session provides instruction on how to set up and work with the Tax Calendar and Document Manager. Exercises will include practical case studies that demonstrate how to store your data, and manage tasks associated with preparing returns.

**Learning Objectives:** By the end of this session you will be able to:

- Set up Returns to work with the Document Manager and Tax Calendar
- Set up the Document Manager for storing data
- View stored data
- Set up Returns to work with the Tax Calendar
- Set up the Tax Calendar for your tax data management needs
- Discuss the benefits of the Document Manager and Tax Calendar

### Vertex Income Tax – Domestic: Basic State Income Tax Compliance

**Description:** Learn more about the state tax return processes such as entering adjustments and state modifications, common state data, apportionment, and calculation preferences.

**Learning Objectives:** By the end of this session you will be able to:

- Understand key terminology for Vertex Income Tax – Domestic
- Enter adjustments and state modifications
- Apply calculation preferences
- Manage common state data

### Vertex Income Tax – Domestic: Federal Income Tax - Working with Trial Balance and Adjustment Data

**Description:** Learn more about the federal tax return processes such as working with trial balance data, entering book/tax adjustments, shared adjustments, automating Schedule M-3, and applying calculation preferences to effect system-generated adjustments.

**Learning Objectives:** By the end of this session you will be able to:

- Understand how to work with trial balance data
- Automate adjusting entries
- Apply calculation preferences
- Manage Schedule M-3 compliance





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## Hands-On Training Abstracts

(Pre-Conference & Post Conference) 2 CPE Credits

### Vertex Income Tax – Domestic: Estimated Payments

**Description:** Learn how to manage estimated payments

**Learning Objectives:** By the end of this session you will be able to:

- Understand key terminology for Vertex Income Tax – Estimated Payments obligations
- Manage estimated payment dates, jurisdictions and tax attributes
- Understand various options to populate tax rates and apportionment rates
- Enter summary data for multiple entities simultaneously
- Populate Estimated Payment Vouchers with selected payment(s)

### Vertex Income Tax – Domestic: State Income Tax Customized Apportionment

**Description:** Customize multi-state apportionment views, logic and reports in Vertex Income Tax. This session will provide an opportunity to apply various customization options delivered with TY2008 State Compliance in a practice environment. Discover which options you might want to apply for your next state tax process.

**Learning Objectives:** By the end of this session you will be able to:

- Understand key Vertex Income Tax Apportionment terminology
- Create and assign entities to custom models
- Understand how to impact jurisdiction-specific calculation logic
- Manage jurisdiction views and allocation rules
- View reports with and without the effects of applying a model

### Vertex O Series: Maximizing Effectiveness of Interface Data Elements

**Description:** This hands on session discusses the O Series system workflow. It will trace the data flow from the financial application to Vertex O Series, and discuss the resulting data which can be used with ANY returns preparation software. Through a series of hands on exercises, you will understand key Vertex O Series interface data touch points and their impact on calculation results as well as data used for returns preparation.

**Learning Objectives:** By the end of this session you will be able to:

- Describe the communication link between the financial system, O Series calculation engine, and returns data
- Describe the impact of key interface elements on calculation outcomes and returns data
- Identify techniques for optimizing the information flow from the financial system through to returns generation.
- Discuss solutions to common issues

### Vertex O Series: An ROI Model Your Leadership Can't Ignore

**Description:** This course identifies the high cost of status quo compliance as auditors get more aggressive, companies freeze new hiring, and managers restrict the use of outside accounting resources. We will look at 10 ways that existing tax processes cost your company money and how to quickly quantify these in order to add value to your business. Hands-on practice with tools will help you to present these hidden cost factors in a way that can't be ignored by fiscally responsible leaders. Finally, you will hear from a Vertex client who has performed similar analysis in justifying a tax technology investment at their firm.

**Learning Objectives:** By the end of this session you will be able to:

- Perform a analysis of the costs associated with your current tax approach with tools provided
- Quantify how an automation project would reduce or eliminate most or all of these costs
- Present a compelling case to upper management supported by verifiable figures & analysis
- Gain access to Vertex resources that can aid in this analysis and presentation process





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## Hands-On Training Abstracts

(Pre-Conference & Post Conference) 2 CPE Credits

### Vertex Income Tax – International: Simplify Sourcing

**Description:** Learn more about the sourcing of income, expense, and assets process. This session will explore ways to automate the sourcing process by assigning sourcing templates and creating customized apportionment methods and bases to fit your business needs.

**Learning Objectives:** By the end of this session you will be able to:

- Understand key terminology for Vertex Income Tax – International
- Set up Sourcing Templates
- Create User-Defined Apportionment Methods and Bases
- Review/Modify System Provided Apportionment Methods
- Maintain Units Method Information

### Vertex Income Tax – International: Form 8865 Controlled Foreign Partnerships

**Description:** Learn more about processing Form 8865 for Controlled Foreign Partnerships (CFP). This session will explore ways to automate the completion of the form and data rolling up to partners.

**Learning Objectives:** By the end of this session you will be able to:

- Enter specific CFP data
- Distinguish between Schedule B and Schedule K accounts
- Complete Form 8865
- Understand data roll up to partners
- Review relevant reports

### Vertex Income Tax – International: Reconciling Related Party Transactions

**Description:** Learn more about reconciling intercompany payments, including dividends, interest, rent and royalty payments, in order for look-through to process accurately. This session will explore ways to automate the sourcing process by reconciling intercompany transactions and the associated withholding taxes for accurate tax calculations and forms compliance.

**Learning Objectives:** By the end of this session you will be able to:

- Understand key terminology for Vertex Income Tax – International
- Identify Look-through TDCs
- Reconcile related party income
- Automate form schedules
- Quickly identify unreconciled transactions

### Vertex Income Tax – International: Integrating Data between Domestic and International

**Description:** Learn more about processing Form 1118 and integrating data with Vertex Income Tax - Domestic. This session will explore ways to automate the completion of Form 1118 by utilizing Federal Refresh and simplify the process of reviewing and integrating International Compliance calculation results to Form 1120.

**Learning Objectives:** By the end of this session you will be able to:

- Perform Federal Refresh to bring Form 1120 trial balance data into International Compliance
- Review results from a federal refresh
- Identify the processes to share compliance data
- Utilize Reports 40 & 710 to simplify the process of integrating International Compliance calculation results into Vertex Income Tax - Domestic
- Review results in Vertex Income Tax - Domestic





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## Live Presentation Session Abstracts

(October 27-30) 1 CPE Credits

### Tax Performance Management: Enabling a Single Source of Tax Truth

**Description:** Over the last decade finance professionals have benefitted greatly from deployment of corporate performance management (CPM) solutions. Now it's tax's turn. Learn the latest trends in the new category of Tax Performance Management (TPM). From a single source of truth data warehouse to integrated workflow and key performance indicators, to ad-hoc reporting and plug and play calculation modules, TPM promises to transform tax professional's lives --- for the better.

**Learning Objectives:** By the end of this session you will be able to:

- Understand what capabilities should be encompassed within a true Tax Performance Management system

**Prerequisites:** None

### State and Local Government Administration: Overview

**Description:** This session will focus on the interplay between taxpayer and taxing authority relative to return filing, registration, audits, risk management (VDA's, amnesty programs), problems resolution, exemption certificate maintenance, etc.

**Learning Objectives:** By the end of this session you will be able to:

- Identify the general compliance requirements for return filing and registration
- Be aware of various state opportunities to proactively resolve tax exposures through VDA's and amnesty programs
- Comprehend general audit techniques employed by taxing authorities
- Better manage your relationship with your key taxing authorities in proactive and collaborative manner

**Prerequisites:** None

### Vertex O Series: Introduction

**Description:** In this informative session, learn about Vertex O Series and how this web-based product supports businesses with their sales tax, consumer use tax, value added tax, retail and lease tax compliance needs. A brief description of web-based architecture will be presented, along with an explanation of product functionality.

**Learning Objectives:** By the end of this session you will be able to:

- Identify the role Vertex O Series can play in meeting your tax compliance needs
- Understand the various tax types Vertex O Series supports
- Gain an awareness of a web-based architecture model

**Prerequisites:** None

### Income Tax Process Assessment: Identifying Tax Office Operations Improvement

**Description:** People and process issues are sometimes more fundamental and higher leverage focal points than tax technology. To gain insight into where the high leverage points are, Vertex has devised a basic tax process assessment protocol. Central to this assessment is the preparation of a performance model, which is introduced in this session.

**Learning Objectives:** By the end of this session you will be able to:

- Identify the high leverage points of tax department operations
- Describe Vertex's basic tax process assessment protocol and performance model
- Understand the impact that incomplete data or data with errors has on tax department effectiveness
- Identify case studies that yield measurable improvement in tax department performance

**Prerequisites:** None





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## Live Presentation Session Abstracts

(October 27-30) 1 CPE Credits

### Reverse Audits: Uncovering Savings Opportunities

**Description:** This session will discuss the use of reverse audits to achieve sales and use tax savings through a review of prior sales and use tax transactions and how they can lead to tax process improvements.

**Learning Objectives:** By the end of this session you will be able to:

- Develop a well planned and executed reverse audit to reveal potential refund or rebate opportunities
- Identify the best mechanisms for performing reverse audits
- Identify opportunities to improve tax processes

**Prerequisites:** None

### Income Tax Trends and Perspective: from Vertex's Chief Income Tax Officer

**Description:** Join Bob Norton, Chief Income Tax Officer for Vertex, who will offer his perspective and invite discussion on emerging trends in corporate income tax. Bob will share the perspective gained from 25 years of corporate tax experience. Bob is a noted author and speaker on the topics of corporate tax automation, tax governance and the impact of technology on the corporate tax process.

**Learning Objectives:** By the end of this session you will be able to:

- Gain a better understanding of the best practices that have improved the efficiency, accuracy and controls surrounding the corporate income tax process of today's Fortune 1,000 multinational corporations
- Understand an overview of Vertex's plan to respond to the emerging trends in corporate income tax

**Prerequisites:** None

### Vertex O Series: Staying Current

**Description:** In this session, attendees will learn about enhancements and new features available with the Vertex O Series solution. Discussion will include a review of the current release. A product roadmap will also be presented, with an exchange of ideas from current users on future needs and enhancements.

**Learning Objectives:** By the end of this session you will be able to:

- Understand the features and enhancements included in the current release of Sales Tax and Consumer Use Tax O Series
- Determine the value of the features to your specific needs in your organization
- Become familiar with the product roadmap and provide feedback on future needs for your organization

**Prerequisites:** Ownership of Vertex O Series

### Value Added Tax: Basics

**Description:** This session is aimed at those with little or no knowledge of Value Added Tax (VAT). It provides a strong understanding of the basic principles on which VAT works and the risks associated with this tax.

**Learning Objectives:** By the end of this session you will be able to:

- Understand and apply basic VAT principles
- Understand and apply basic risk management principles related to VAT

**Prerequisites:** None





# Vertex Exchange 2009

This year, Vertex is bringing Exchange to you!

## Live Presentation Session Abstracts

(October 27-30) 1 CPE Credits

### Practical Aspects of Accounting for Income Tax

**Description:** Managing accounting for income taxes continues to be a major challenge for tax executives, controllers and CFO's of today's global corporations.

**Learning Objectives:** By the end of this session you will be able to:

- Understand tax accounting as a "process"
- Understand the importance of collaboration with Finance and IT
- Understand other practical aspects of the tax accounting process

**Prerequisites:** None

### SAP Data Management: Fine Tuning Tax Calculations

**Description:** This session will introduce solutions from LCR-Dixon that fill tax functionality gaps in SAP.

**Learning Objectives:** By the end of this session you will be able to:

- Understand the SAP-Vertex integration touch points for sales and purchases
- Recognize potential areas where data can cause tax errors and how to resolve these data issues
- Understand advanced solutions in SAP, including:
  - User exit solutions
  - Goods issue solution
  - Expense allocations
  - Data Change/Update monitors
  - Reporting and reconciliation tools

**Prerequisites:** Some knowledge of SAP will be useful.

### Vertex O Series: Taxability Manager Setup Q&A

**Description:** This session will describe how to setup 3 common Taxability Manager scenarios, chosen by input from participants. The top 3 scenarios will be selected prior to the session from topic suggestions submitted by Vertex O Series users intending to participate in this session.

Please e-mail [training.registration@vertexinc.com](mailto:training.registration@vertexinc.com) with your ideas.

**Learning Objectives:** By the end of this session you will be able to:

- Describe how to setup common Taxability Manager scenarios
- Understand other Vertex O Series user Taxability Manager questions

**Prerequisites:** At least six months experience with Vertex O Series Taxability Manager or attended [Vertex O Series: Introduction](#)

### Vertex Provision Global Tax Office: Overview and Demo

**Description:** Learn about Vertex Provision Global Tax Office, an enterprise global provisioning solution that supports both the interim (APB 28) and the annual (FAS 109) provisioning processes of large multinational corporations. Learn how this unique web-native tool increases the speed, accuracy and control of the global provisioning process via just-in-time training, robust workflow/tasking functionality and integrated tax account reconciliation and tax journal entry functionality.

**Learning Objectives:** By the end of this session you will be able to:

- Understand how Vertex GTO global provisioning solution supports the quarterly and annual provisioning process
- Understand best practices for calculating and reporting quarterly and annual income tax provisions

**Prerequisites:** None





# Vertex Exchange 2009

This year, Vertex is bringing Exchange to you!

## Live Presentation Session Abstracts

(October 27-30) 1 CPE Credits

### Value Added Tax: 50 Reasons to Automate

**Description:** This session looks at different industry sectors, transaction types and business models and considers the key value Added Tax (VAT) issues that impact them. It also examines the extent to which a tax engine can resolve those issues.

This session is based on the white paper "50 Reasons to Automate VAT", copies of which will be distributed to attendees.

**Learning Objectives:** By the end of this session you will be able to:

- Understand the main VAT issues that impact international companies in general; those involved in specific industry sectors; and those that have structured their business transactions using various business models
- Understand the extent to which tax engines are able to offer specific solutions to those issues

**Prerequisites:** None

### Sales and Use Tax Audits: Trends Panel

**Description:** Join tax experts in this interactive discussion about recent audit trends and issues with representatives from industry and tax practitioners.

**Learning Objectives:** By the end of this session you will be able to:

- Understand strategies to help minimize audit exposure areas
- Effectively manage an audit and an auditor
- Understand current audit issues

**Prerequisites:** None

### efile: Federal and State Look Forward

**Description:** With each foreseeable tax year more and more states are adopting mandatory and voluntary electronic filing mandates. The IRS is expanding the breadth of return and form filings and implementing process efficiencies to the modernized e-file program. In this session we will explore what is on the horizon in the electronic filing era and how Vertex solutions will help you meet the ever changing efile environment.

**Learning Objectives:** By the end of this session you will be able to:

- Understand what new state e-file mandates exist
- Understand the latest IRS efile updates
- Understand the Vertex Solutions that will help you meet your company's e-file needs.

**Prerequisites:** None

### Vertex O Series: Taxability Manager Import - Tips and Tricks

**Description:** During this session experienced users will learn advanced Taxability Manager import techniques. They will learn the best practices to use when creating a Taxability Manager import file from scratch.

**Learning Objectives:** By the end of this session you will be able to:

- Understand the purpose of the Taxability Manager import/export Utility
- Understand how to import your Taxability Manager file into Vertex O Series
- Understand Best Practices for Troubleshooting Taxability Manager Import Errors
- Understand common import errors for you to look out for when creating your file from scratch

**Prerequisites:** None





# Vertex Exchange 2009

This year, Vertex is bringing Exchange to you!

## Live Presentation Session Abstracts

(October 27-30) 1 CPE Credits

### Vertex O Series: Tax Management for Retail

**Description:** Discover why Vertex is the leader in providing a robust, centralized tax automation solution in the market today. Join our introductory session to explore:

- Key challenges for both the Tax and IT professional in a multi-channel tax environment (i.e. POS, Ecommerce, Catalog, Wholesale, etc.)
- Significant industry trends that impact companies in the Retail sector
- How the Vertex Retail Solution is compatible with your IT infrastructure and can significantly improve your tax compliance across all channels.

**Learning Objectives:** By the end of this session you will be able to:

- Understand key tax technology challenges associated with a multi-channel retail environment
- Vision and qualify the benefit and applicability of Vertex Retail Product and Service Solutions for your organization

**Prerequisites:** None

### Sales and Use Tax Opportunities for Manufacturing

**Description:** Learn about the various exemptions, rate reductions and other opportunities allowed by law throughout the United States for manufacturers. This session will focus on the scope and various definitions of manufacturing and the requirements needed to recognize the available tax benefits.

**Learning Objectives:** By the end of this session you will be able to:

- Understand the manufacturing process (starting point and finishing point) and the inherent tax exemptions
- Identify various TPP afforded exemptions (i.e. M & E, utilities, chemicals, etc.)
- Identify states with "other" conditional prerequisites and opportunities
- Distinguish and clarify manufacturing from fabrication, mining, refining, assembling, etc.

**Prerequisites:** None





# Vertex Exchange 2009

This year, Vertex is bringing Exchange to you!

## Live Presentation Session Abstracts

(October 27-30) 1 CPE Credits

### Managing the Timely Shift from GAAP to IFRS

**Description:** The world is moving towards accounting and financial standards convergence and reporting coordination. As US companies begin to explore the convergence between US GAAP and International Financial Reporting Standards (IFRS), there is a new sense of exigency and an increasing demand for understanding IFRS procedural implementation and compliance. There is also a growing need for trained tax professionals who understand IFRS, tax provision, and know how to manage the transition to the new global compliance and reporting process.

**Learning Objectives:** By the end of this session you will be able to:

- Recognize the regulatory climate and options for adoption of IFRS and immediate training essentials
- Discover what the main differences and comparative areas between the IASB & GAAP perspectives
- Understand the wide implications of US- IFRS convergence and adoption for reporting and tax provision purpose
- Identify how will tax departments be impacted by the IFRS convergence, and how to manage the shift effectively
- Distinguish the organizational challenges & the potential effect to various business areas
- Recognize the SOX implications to IFRS conversion
- Identify the significance of the shift to Domestic and International taxation

**Prerequisites:** None

### Vertex Provision Central Tax Office: New Features & Functionality

**Description:** Vertex Provision Central Tax Office (CTO) targets the needs of many of today's corporations with centralized tax functions. CTO, formerly Global Provision, has undergone many changes over the past year and

In this session attendees will learn about:

- Enhanced Worldwide and country-by-country reporting
- Cumulative temporary difference reporting upgrades of gross and net reporting including effects of OCI and Purchase accounting adjustments
- Addition of full-year forecast data and discreet items for APB-28\FIN-18

**Learning Objectives:** By the end of this session you will be able to:

- Understand how Vertex CTO supports the quarterly and annual provisioning process
- Discover how Vertex CTO addresses OCI, purchase accounting and other deferred reporting needs
- Communicate how Vertex GTO provides for true worldwide reporting while retaining audit trail detail on a country-by-country and entity-by-entity basis

**Prerequisites:** None



# Vertex Exchange 2009

This year, Vertex is bringing Exchange to you!

## Live Presentation Session Abstracts

(October 27-30) 1 CPE Credits

### Vertex O Series: Oracle eBtax - Tax Partnership for Oracle R12

**Description:** In this session we'll explore the benefits of using Vertex O Series within the eBtax framework to provide an unmatched level of compliancy for US Sales and Consumer Use Tax. We will also discuss why Oracle chose Vertex as its development and testing partner and how an Oracle R12 customer would benefit from a certified and supported tax integration.

**Learning Objectives:** By the end of this session you will be able to:

- Understand how Vertex and Oracle partnered to provide a certified and supported tax integration for R12
- Understand how Vertex O Series is configured and implemented to enhance your eBtax experience
- Identify the key processes to ensure a successful implementation of Vertex O Series and eBtax

**Prerequisites:** None

### Economic Stimulus & Recovery Acts 2009: Tax Perspective

**Description:** This presentation offers a tax focused examination of the repercussions surrounding the recent Economic Stimulus & Recovery legislation passed in 2009. Specifically, we will highlight and examine the major areas of impact, the changes to the Tax Code, the key provisions in the acts and recent related legislation. We will also explore some of the proposed tax policies that are on the horizon.

**Learning Objectives:** By the end of this session you will be able to:

- Understand the economic foundation of the Stimulus & Recovery related Legislation of 2008 & 2009
- Learn about the Tax implication and the tax incentives to Business created by these the Acts
- Learn the new Extended Bonus Depreciation and Code Sec. 179 Expensing
- Apply the new Five-Year Carryback of NOLs Rules & exceptions
- Recognize the various Extensions & Increases of Many Energy Tax Incentives
- Learn of the new Recovery Zone Bonds and Related Relief
- Learn of last minute detailed updates in related Legislation

**Prerequisites:** None





# Vertex Exchange 2009

This year, Vertex is bringing Exchange to you!

## Live Presentation Session Abstracts

(October 27-30) 1 CPE Credits

### Vertex Value Added Tax O Series: SAP Integration

**Description:** This session will provide details of the Vertex Value Added Tax O Series and SAP integration.

SAP configuration will be discussed and a short demonstration will be provided.

**Learning Objectives:** By the end of this session you will be able to:

- Discuss the Vertex Value Added Tax O Series integration with SAP
- Understand the advantages of using Vertex value Added Tax O Series in place of native SAP VAT calculations
- Determine if Vertex Value Added Tax O Series will meet your global tax requirements, when integrated with your SAP applications

**Prerequisites:** Some knowledge of SAP is useful.

### Vertex Reporting and Analysis: Solutions for Tax Intelligence

**Description:** Vertex transaction tax solutions automate the calculation of tax on sales and purchases and record the detail in transaction databases. Accessing this information to support audits, file returns or support other business decisions is not always as simple.

With Vertex Reporting and Analysis, ad-hoc queries and common reports provide the business user access to the information they need when they need it.

**Learning Objectives:** By the end of this session you will be able to:

- Describe the purpose of Vertex Reporting and Analysis
- Understand how Vertex Reporting and Analysis will help you manage your tax intelligence data
- Understand how ad-hoc reports can provide you just-in-time access to your critical data

**Prerequisites:** None

### Vertex Income Tax – International: Form 8865 Automation

**Description:** A case study on completing the Form 8865 - Controlled Foreign Partnership (CFP) along with Schedule K-1s. This session will review the best practices and process steps to complete this form and the automation and sourcing of the CFP rollup of ownership information for U.S. CFC, and 10/50 owners.

**Learning Objectives:** By the end of this session you will be able to:

- Learn process steps to automate Form 8865
- Understand how TDC assignments flow information to either Schedule B or Schedule K
- Automate the calculation of CFP partner allocations
- Understand how the system creates E&P or M-1 adjustments for line items on the Schedule K
- Utilize the CFP reports during your compliance process

**Prerequisites:** At least 1 year of experience using Vertex Income Tax – International

### Vertex Income Tax Custom Reporter: Case Study

**Description:** Learn how a client re-used important compliance data from Vertex Income Tax – Domestic and turned that data into automated reports for planning and analysis using Vertex Income Tax Custom Reporter. In this session, you will see a demonstration of how that client applied the benefits of using Custom Reporter to their reporting needs to diminish the time it took to provide important reports and analysis to executives.

**Learning Objectives:** By the end of this session you will be able to:

- Gain insight of a real-life Income Tax Custom Reporter implementation
- Understand the benefits of using Income Tax Custom Reporter
- Consider potential uses of Income Tax Custom Reporter to your reporting needs

**Prerequisites:** None





# Vertex Exchange 2009

This year, Vertex is bringing Exchange to you!

## Live Presentation Session Abstracts

(October 27-30) 1 CPE Credits

### Vertex Value Added Tax O Series: Oracle E-Business Suite

**Description:** In this session, attendees will learn the various options available to Oracle E-Business Suite clients, both 11i and R12, as it pertains to the configuration of International Tax. Examples will be given of a global client's use of Vertex Value Added Tax O Series as well as how Vertex Consulting helped another client configure countries using the Oracle E-BTax engine in R12.

**Learning Objectives:** By the end of this session you will be able to:

- Identify the various options available for Oracle EBusiness Suite users
- Match your International Tax requirements to the appropriate option
- Understand how other Oracle clients have addressed similar International Tax requirements

**Prerequisites:** None

### Vertex Certified Professional Training Program: Introduction

**Description:** The new Vertex Certified Professional (VCP) program sets the standard for Vertex product knowledge and provides organizations with an effective way to develop and recognize proven tax professionals. It formally validates software skills, provides successful candidates with special benefits, and creates a career path for further development of Vertex-specific skills.

**Learning Objectives:** By the end of this session you will be able to:

- Understand the VCP Program's purpose, structure and format, benefits to tax professionals and their employers, certification roadmap and how to register

**Prerequisites:** None

### Vertex Income Tax – International: Tips on Reconciling Form 1118, Foreign Tax Credit

**Description:** A case study on completing Form 1118 - Foreign Tax Credit along with reviewing key reports that facilitate the review and reconciliation process. This session will review the best practices and process steps to automate your compliance process.

**Learning Objectives:** By the end of this session you will be able to:

- Learn process steps to automate Form 1118
- Understand how reconciling related party transactions flow to Schedules A, B, and C
- Effectively work with key reports to assist with reviewing tax calculation results
- Identify new process steps that can be implemented in your tax department

**Prerequisites:** None

### Puerto Rico: Sales and Use Tax Update

**Description:** Find out the latest updates about the Puerto Rico sales and use tax and how it affects your Puerto Rico customers and operations.

**Learning Objectives:** By the end of this session you will be able to:

- Understand the application of the Puerto Rico sales and use tax
- Understand how audits will be conducted

**Prerequisites:** None





# Vertex Exchange 2009

This year, Vertex is bringing Exchange to you!

## Live Presentation Session Abstracts

(October 27-30) 1 CPE Credits

### Tax Planning Opportunity Review for Compliance Professionals: State & Federal Outlook

**Description:** This session will examine recent survey tax and financial survey findings of the latest techniques that have created planning opportunities for corporate tax professionals. In addition we will explore the new prospects created by the current national economic recovery legislation, the analysis of major law changes, new tax regulations and cases. Attendees will also gain a better understanding of the analysis on vital regulatory issues and their effect on tax compliance, reporting and planning.

**Learning Objectives:** By the end of this session you will be able to:

- Understand what new elements offer tax planning opportunities possible by understanding new nexus analysis and developments
- Understand the new developments in combined/unitary reporting methods
- Understand apportionment development and opportunities available for corporate tax planning
- Recognize opportunities with effective tax rate management techniques and FTC
- Understand the new business created by the ARRA 2009, and recent E&P and Tax Pool Planning Strategies

**Prerequisites:** None

### Vertex Exemption Certificate Manager: Managing Exemptions

**Description:** Get a sneak peek at the new Vertex Exemption Certificate Manager (ECM) and learn how you can stop paying penalties for missing, invalid, and expired certificates.

In this session, you'll learn how ECM can help manage your exemption certificates and support compliance reporting and auditing requirements.

**Learning Objectives:** By the end of this session you will be able to:

- Describe the new Vertex Exemption Certificate Manager product
- Understand how ECM can help manage your exemption certificates
- Understand how ECM will support compliance reporting and audit requirements

**Prerequisites:** None





# Vertex Exchange 2009

This year, Vertex is bringing Exchange to you!

## Live Presentation Session Abstracts

(October 27-30) 1 CPE Credits

### Vertex Income Tax -International: Reporting Basics

**Description:** Ever wonder if you're using the best available report in Vertex Income Tax - International for your tax calculation review? Do you know the difference between report 560 and 580 or report 305 and 305a? This session will provide a review of the numerous audit trail reports available and provide tips on the best reports to utilize in your compliance process.

**Learning Objectives:** By the end of this session you will be able to:

- Learn about the reports available in Vertex Income Tax - International
- Understand how audit trail reports assist you with reconciling data on the tax forms
- Effectively work with key reports to assist with reviewing tax calculation results
- Identify new reports that can be utilized in your compliance process

**Prerequisites:** At least 1 year experience using Vertex Income Tax - International

### Vertex Support: Options for Success

**Description:** Ensure the successful implementation and ongoing operation of mission-critical software by upgrading your Vertex Support agreement. Gain confidence and peace-of-mind with easy access to senior support representatives who proactively understand your business, provide a consistent point of contact, offer onsite and 24 x 7 assistance, and more.

**Learning Objectives:** By the end of this session you will be able to:

- Understand key features and benefits of support upgrades including advanced support, premium support, Technical Account Managers (TAMs), 24x7 System Down Support

**Prerequisites:** None

### Vertex Income Tax - Domestic: State Income Tax - Consolidated Jurisdictions

**Description:** In this session we will explore jurisdictions that utilize consolidated before and after apportionment calculations by reviewing the differences in these calculation methodologies. We will discuss the latest SALT trends and updates for and specific tips for utilizing the Vertex Income Tax - Domestic product to meet the compliance requirements associated with the jurisdictions that mandate consolidated before and after filings.

**Learning Objectives:** By the end of this session you will be able to:

- Understand the differences between consolidated before and after compliance calculations.
- Know the latest SALT trends associated with consolidated states
- Learn tips to utilize the Vertex Income Tax - Domestic product more efficiently to meet your state income tax filing needs

**Prerequisites:** None

### Change Management: Focusing on the People Side of Change

**Description:** The session will outline the fundamentals of a Change Management process that focuses on the impact of change on people when implementing new technology solutions. In order to successfully facilitate change leaders will learn the importance of communications, planning and delivery, training, resistance management, effective sponsorship, and effective leadership.

**Learning Objectives:** By the end of this session you will be able to:

- Understand the fundamentals of change management focusing on the impact of change on people
- Understand the importance of effective project sponsorship and how to effectively engage a sponsor

**Prerequisites:** None





# Vertex Exchange 2009

This year, Vertex is bringing Exchange to you!

## Live Presentation Session Abstracts

(October 27-30) 1 CPE Credits

### Tax Matrices: Why You Need One and How to Develop One

**Description:** Why should your tax department have a tax matrix? Where do you start when developing a tax matrix, and how do you make developing one a manageable project? This session will focus on what is needed to develop a tax matrix, how a tax matrix plays into a software implementation and how having one in place could potentially reduce audit assessments.

**Learning Objectives:** By the end of this session you will be able to:

- Articulate why a tax matrix is an important part of the tax compliance process
- Scope the project and get started
- Understand the process of developing a tax matrix
- Understand how a tax matrix can simplify your system implementation

**Prerequisites:** None

### Vertex Income Tax Domestic: State Income Tax - Combined/Unitary Jurisdictions

**Description:** In this session we will explore jurisdictions that utilize combined and unitary calculations and reporting by reviewing the differences in these methodologies. We will discuss the latest SALT trends and updates for and specific tips for utilizing the Vertex Income Tax - Domestic product to meet the compliance requirements associated with the jurisdictions that mandate combined/unitary filings.

**Learning Objectives:** By the end of this session you will be able to:

- Understand the peculiarities between combined/unitary compliance calculations and reporting.
- Know the latest SALT trends associated with combined/unitary states
- Learn tips to utilize the Vertex Income Tax - Domestic product more efficiently to meet your state income tax filing needs

**Prerequisites:** None





# Vertex Exchange 2009

This year, Vertex is bringing Exchange to you!

## Live Presentation Session Abstracts

(October 27-30) 1 CPE Credits

### Enhanced Jurisdiction Assignment: Through Cleansed Addresses

**Description:** In this session you will learn about the importance of clean address data when using an automated tax calculation system. We will explore examples where this is particularly important and discuss solutions available from Vertex to clean and correct your master data prior to being used as input for a tax calculation, and how this simple process can significantly benefit your organization.

**Learning Objectives:** By the end of this session you will be able to:

- Understand why clean and accurate address data is important
- Identify how the Vertex solutions can be leveraged within your organization
- Determine the benefits your tax department will gain from an address cleansing solution from Vertex

**Prerequisites:** None

### Vertex Consumer Use Tax: Gaining Control and Managing the Complexity

**Description:** Given the current situation with the US economy, jurisdictions are looking for ways to raise revenue, and consumer use tax is often a target of more intense audit scrutiny. This session will focus on how technology can be leveraged for improved processes within your tax department to gain control over consumer use tax. Best practices of other complex large businesses will be discussed with real-life examples of process improvements through automation.

**Learning Objectives:** By the end of this session you will be able to:

- Identify the common challenges of consumer use tax compliance
- Understand the best practices of large companies utilizing automation to gain control of consumer use tax complexities
- Determine how your organization may benefit from an automated consumer use tax solution.

**Prerequisites:** None





# Vertex Exchange 2009

This year, Vertex is bringing Exchange to you!

## On-Demand Session Abstracts

(Main Conference and Post Conference) 1 CPE Credits

### Consumer Use Tax: Basics

**Description:** This session will focus on consumer use tax and the tax data elements required for Consumer Use Tax (CUT) transactions such as purchases, verification, material movement, and evaluated receipts.

**Learning Objectives:** By the end of this session you will be able to:

- Understand the types of transactions associated with CUT
- Know the data elements needed in order to determine tax
- Discuss some of the problem areas with purchases and verification

**Prerequisites:** None

### Vertex O Series: Data Extract Basics

**Description:** Customers have many choices for getting to their Vertex O Series data: Standard Reports, Database Views, VRA, and Data Extract. This session will give an overview of Data Extract capabilities using a demonstration showing how to build, execute and display several of the available data extract types.

**Learning Objectives:** By the end of this session you will be able to:

- Have a level of confidence and familiarity when using Data Extract

**Prerequisites:** None

### Vertex Sales Tax Q Series: Basics

**Description:** In this session you will learn the fundamental concepts and system components that comprise Vertex Sales Tax Q Series. A system workflow will be presented explaining the data flow between a Financial Application and Vertex Sales Tax Q Series.

**Learning Objectives:** By the end of this session you will be able to:

- Identify Vertex Sales Tax Q Series system components
- Explain GeoCode Assignment
- Understand system customization with your tax exceptions
- Understand calculation functionality
- Describe the standard reporting functionality
- Explain system data flow

**Prerequisites:** None

### Vertex Sales Tax Returns: Basics

**Description:** This session provides an overview on the basic functionality of Vertex Sales Tax Returns which includes setup, import, tax data entry, and monthly update functions. This session will also highlight the tools and functionality within the software and discuss how you can automate remittance of sales and use tax returns. This session will demonstrate the potential for a significant ROI and how it can be achieved through higher levels of automated remittance processes.

**Learning Objectives:** By the end of this session you will be able to:

- Understand the features and functions of the Sales Tax Returns product from a high level
- Begin to see ways that returns automation can help you achieve accuracy and speed

**Prerequisites:** Basic Vertex Sales Tax Returns knowledge





# Vertex Exchange 2009

This year, Vertex is bringing Exchange to you!

## On-Demand Session Abstracts

(Main Conference and Post Conference) 1 CPE Credits

### Vertex Lease Tax O Series: Introduction

**Description:** This session will explain the features and value of Vertex Lease Tax O Series for U.S. and international leasing companies.

**Learning Objectives:** By the end of this session you will be able to:

- Understand the value of Vertex Lease Tax O Series
- Understand the Vertex Lease Tax O Series system components
- Understand how Vertex Lease Tax O Series functions

**Prerequisites:** None

### Vertex O Series: 4.1 to 5.0 Upgrading

**Description:** In this session attendees will learn about the process of upgrading from earlier versions of Vertex O Series to the latest release, version 5.0. Also, an overview of the new features available in version 5.0 will be presented.

**Learning Objectives:** By the end of this session you will be able to:

- Understand the upgrade process for Vertex O Series products
- Articulate the timeline for release, retirement, and extended support for Vertex O Series versions
- Understand the resources and time needed for an upgrade project to allow for appropriate planning

**Prerequisites:** None

### Vertex O Series: Beginner's Roadmap to Successful SAP Implementation

**Description:** This session will provide items of consideration for an initial installation of Vertex O Series with SAP. In addition we will present information about master data considerations, SAP configuration, and other tips and tricks.

**Learning Objectives:** By the end of this session you will be able to:

- Understand the steps to a successful Vertex implementation
- Discuss common processes to follow when a Vertex tax product
- Develop relationships with other SAP users

**Prerequisites:** None

### Vertex Communications Tax: Update

**Description:** Delivered by the Communications Tax Product Manager, learn about the latest features for Vertex Communications Tax.

**Learning Objectives:** By the end of this session you will be able to:

- Understand the updated product features and functionality for Vertex Communications Tax

**Prerequisites:** None





# Vertex Exchange 2009

This year, Vertex is bringing Exchange to you!

## On-Demand Session Abstracts

(Main Conference and Post Conference) 1 CPE Credits

### Vertex & JD Edwards EnterpriseOne: Improving the Tax Function

**Description:** This session will discuss real world issues and gaps that our clients had to face and the solutions we developed to resolve them. Examples of issues to be discussed include: handling drop shipment transactions, tax only credit solutions and enhancements for consumer use tax.

**Learning Objectives:** By the end of this session you will be able to:

- Identify key enhancements that other JD Edwards clients implemented
- Understand solutions available for consumer use tax
- Discuss utilizing Vertex Value Added Tax O Series for global transactions in JD Edwards

**Prerequisites:** None

### Vertex Reporting & Analysis: Overview and Path Forward

**Description:** This session highlights the business intelligence capabilities of Vertex Reporting and Analysis (VRA) using real-world case studies. This session will also demo VRA and discuss future upgrades for the solution. All transaction tax users are invited to see what we have in store for VRA across the transaction tax product line.

**Learning Objectives:** By the end of this session you will be able to:

- Understand Business Intelligence and how it is applied in organizations
- Understand the Vertex Reporting and Analysis (VRA) tool
- Apply Business Intelligence to your tax organization

**Prerequisites:** None

### Vertex Returns Outsourcing: Introduction

**Description:** Vertex with customers from **Louis Vuitton**, and industry consultant **Robert Atkinson**, disclose the cost savings, risk reduction and departmental efficiencies that can be achieved with Vertex's Sales and Use Tax Returns Outsourcing Solutions. Contrary to the myths, returns outsourcing is not a loss of control, a fragmented approach to services, or a risk factor.

**Learning Objectives:** By the end of this session you will be able to:

- Understand the features and benefits of leveraging a returns outsourcing partner

**Prerequisites:** None

### Vertex Income Tax Custom Reporter: Porting to External Applications

**Description:** Utilizing Custom Reporter does not end with creating a report. You can also apply additional analytics to share the data extracted from Custom Reporter. Learn how to create PDFs, Charts, Excel, Powerpoint and Word files using the data included in a Custom Reporter report. In addition, this session will include several quick simple ways to further analyze report data in Excel.

**Learning Objectives:** By the end of this session you will be able to:

- Increase your understanding of some of the advanced Custom Reporter features
- Create visual graphics, charts and tables for executive and other summaries
- Apply simple analytics to extracted Custom Reporter data

**Prerequisites:** None





# Vertex Exchange 2009

This year, Vertex is bringing Exchange to you!

## On-Demand Session Abstracts

(Main Conference and Post Conference) 1 CPE Credits

### Vertex General Ledger Bridge: Benefits of Automation

**Description:** This session will provide in depth look at the implementation, use and benefits of the 2008 General Ledger Bridge. The General Ledger Bridge has been updated for 2008 to include connectivity to the Vertex Income Tax - International product and use within the Vertex hosted on-line environment.

**Learning Objectives:** By the end of this session you will be able to:

- Understand how the General Ledger Bridge is implemented and used
- Customizing GL Bridge to your company's needs.
- Understand the benefits of GL Bridge reporting capabilities

**Prerequisites:** None

### Customized Apportionment Tools: Overview

**Description:** Do you spend countless hours manipulating your apportionment data each compliance season? If so, join us for an in-depth look at what one of our clients used to struggle with each year and how Vertex Consulting was able to help them. A complete walk through of an existing client's before and after apportionment data entry process.

**Learning Objectives:** By the end of this session you will be able to:

- Define if a customized apportionment tool may make you and your tax department more efficient.
- Understand struggles and solutions with apportionment
- Learn about alert native methods for gathering and entering apportionment data into Vertex Income Tax - Domestic products

**Prerequisites:** None

