

MANUFACTURING

Industry Insider



See how our partner Vertex tackles challenges in the manufacturing industry. From business strategy issues to the specific needs of a senior IT manager, Vertex has it covered.

Whether you're using Salesforce Sales Cloud, Commerce Cloud, or Revenue Cloud, Vertex offers a simplified approach to help you manage tax on every transaction.



Here's how Vertex can help a manufacturing organization like yours.



Eliminate manual processes.

Vertex solutions automate tax calculation and the maintenance of tax rates and rules, freeing up resources in tax, finance, and IT to focus on higher-value work.



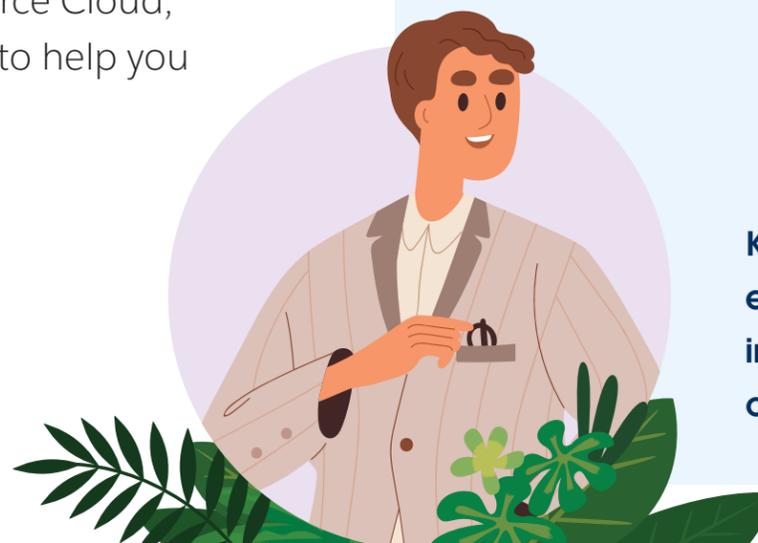
Reduce audit risk.

With Vertex tax solutions integrated with Salesforce, you can reduce errors due to manual processes and are more likely to have the tax information you need at your fingertips.



Support business growth.

Vertex's flexibility and scalability easily supports growth such as increasing product lines, expansion into new markets, acquiring companies, or adding new sales channels.



Keep reading to learn how Vertex could empower a senior IT manager to streamline integration as well as improve productivity, compliance, and scalability.

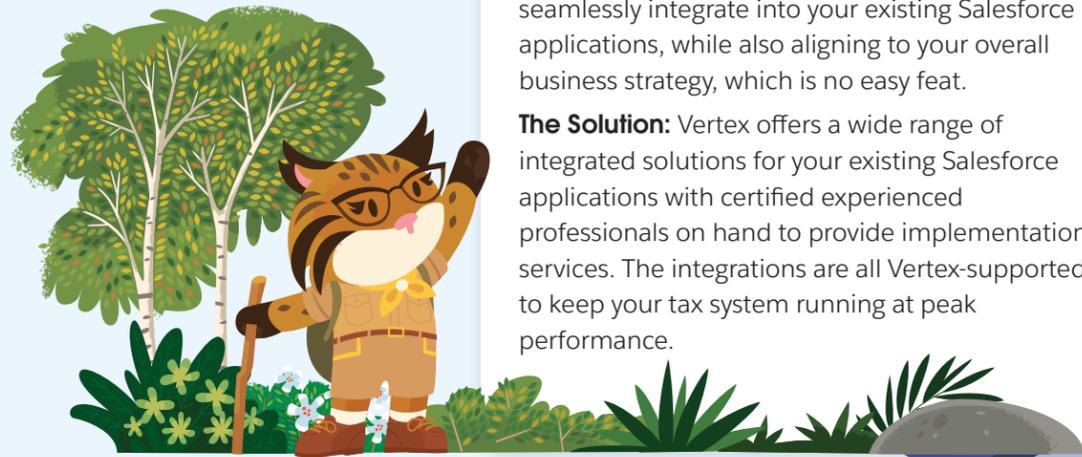
The Solution

All Vertex solutions for Salesforce integrations are built to meet Salesforce standards and guidelines, and offer flexible deployment options.

Easy integration and access.

The Challenge: You want to find solutions that seamlessly integrate into your existing Salesforce applications, while also aligning to your overall business strategy, which is no easy feat.

The Solution: Vertex offers a wide range of integrated solutions for your existing Salesforce applications with certified experienced professionals on hand to provide implementation services. The integrations are all Vertex-supported to keep your tax system running at peak performance.



Accurate tax rules and rates.

The Challenge: You and your tax colleagues spend a great deal of manual effort maintaining ever-changing tax content in multiple transactional systems.

The Solution: The Vertex tax engine is continually updated with the latest tax rules and rates for more than 19,000 global jurisdictions, so you can have confidence that your tax determinations and calculations will be accurate, while your tax and IT teams are free to focus on higher value initiatives.

No custom coding required to scale.

The Challenge: Your company's success depends on technology that can support the business needs of today, and tomorrow, without the hassle of custom coding.

The Solution: Vertex solutions are designed to be flexible and scalable, enabling them to support your growing business. Just add integrations to our platform – it's a simplified IT footprint with flexibility to scale.



The Scenario

In this example, let's imagine how a senior IT manager uses Vertex to provide his company with a fully integrated tax software without custom coding.



Timothy Tech

Senior IT Manager

Tim oversees network security, cloud computing, and implementing and maintaining solutions. He needs to find and implement a scalable tax solution that will easily integrate with his company's Salesforce applications.

His Goals:

- Keep costs and coding requirements low
- Smoothly implement the solution with minimal disruption to other systems
- Find a flexible tax solution that can grow with his company

His Challenges:

- Budget and bandwidth limitations
- Lack of time to continually update all transaction systems when tax content changes
- Find a Salesforce-certified solution that can support his enterprise architecture

Vertex solves Tim's challenges by helping him to:

Lower system and maintenance costs.

Vertex has helped Tim's company reduce IT costs with a cloud-based tax engine. With integrations for Sales Cloud, Revenue Cloud, and Commerce Cloud, as well as other transactional systems, there's no more need for costly tax content updates across all company systems.

Maintain tax consistency across the business.

Tim implemented the same Vertex tax engine on the sales side and the procurement side of the business. Not only has he automated and streamlined the tax aspect of purchasing, but he's improved the consistency of tax treatments across the sales side of the business.

Adapt to changing — and growing — business needs.

As Tim's company expands into new states and countries, or acquires new business systems, he just adds integrations. Now tax technology needs won't put the brakes on expansion.

[Learn more about Vertex](#)