

TeleStrategies® 22nd ANNUAL COMMUNICATIONS TAXATION 2020

SEPT 21-23, 2020 • SHERATON GRAND NASHVILLE • TENNESSEE

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ABOUT TELESTRATEGIES' COMMUNICATIONS TAXATION CONFERENCE:

TeleStrategies' 22nd Annual Communications Taxation Conference is the premier source of up-to-date information in the industry. The program brings together the nation's top tax professionals to address the challenging and complex domain of communications taxation. It provides comprehensive coverage of all aspects of telecom taxation and regulatory updates, as well as specific break-out sessions covering:

- USF Contribution Reform, USAC Audits and Enforcement
- Modernizing Tax Department Tools and Technologies
- Sales and Excise Tax on Digital and Cloud Products
- Taxing IoT and 5g
- AI-Based Tax Automation for Efficiency and Accuracy
- SALT Classification and Sourcing Updates
- Corporate Income Tax Updates
- Telecom Tax Issues in M&A Deals
- State Tax Legislation and Litigation Updates
- Billing Considerations on Telecom Tax and Fee Line Items
- Gross Receipts Tax
- Rate and Billing Validation
- Internet Tax Freedom Act Update
- Audit Defense Strategy
- Class Action Defense
- Nexus, Transactional Nexus, Trailing Nexus
- Big Data Validation Approaches
- Assessing the Next Wave of Telecom Tax Litigation
- Using Geospatial Data for Audit Defense
- Transaction Tax Audits and Reserves
- Bill and Invoice Presentment Issues
- ASC450 Exposure and Remediation
- Exemption Management
- And more!

Whether you are new to taxes, fees and regulatory compliance -- or an industry veteran -- the experts at Communications Taxation will show you how to lower your tax bill, improve compliance, streamline operations, pro-actively prepare for audits, better defend your company's audit position, leverage case studies/precedent to lower your liabilities, prepare for "what's next" and, most importantly, network with your industry peers to learn and share experiences.

Sincerely,
Dr. Matthew Lucas, Program Chair
mlucas@telestrategies.com

CPE CREDIT INFORMATION



TeleStrategies is registered with the National Association of State Boards of Accountancy (NASBA) as a sponsor of continuing professional education on the National Registry of CPE Sponsors. State boards of accountancy have final authority on the acceptance of individual courses for CPE credit. Complaints regarding registered sponsors may be submitted to the National Registry of CPE Sponsors through its website: www.nasbaregistry.org.

NASBA field of study classification: Tax

Credits Available: 17.5 Method of Presentation: Group-Live Advance Preparation: None Program Level: Basic Prerequisites: None

For more information regarding administrative policies such as refunds, cancellations and complaints, please contact TeleStrategies at 703-734-7050.

Go to www.telestrategies.com/tax for latest conference schedule and agenda updates.

UNDERSTANDING COMMUNICATIONS TAXATION

Presented by Deloitte

8:30AM - 4:00PM (Full Day, Lunch Included) -- Eligible for 6.5 CPE Credits

Led by Jim Nason, Tax Managing Partner, Deloitte Tax LLP
With the Deloitte Tax Telecommunications Team

A longtime mainstay, with over thirteen years at the TeleStrategies' Communications Taxation event, this intense, yet entertaining, introductory seminar continues to be refreshed and updated to cover not only the basics of our current tax system for communications, but a deeper dive into key tax and industry considerations associated with "cutting edge" services and applications. This is an absolute must for people new to the communications or emerging services space or the surrounding converging sectors or even those feel they might want a refresher of Communications Tax 101+. The first part of the program continues to be focused on the core aspects of telecom taxation with the afternoon taking on the more challenging issues facing today's communications professional.

Overview of Communications Taxation & the Industry

- The History of Communications Taxation – how did we get to where we are?
- High-level basic principles and how they apply to today's technology
- Evolution of communications taxation

Telecom Networks & Technology Overview

- Technological changes from circuit-switched through 5G wireless
- Basic network discussion to be able to "talk-the-talk"

Communications Regulatory Basics

- General history and discussion of regulation of communications and emerging services
- Regulatory insight into where federal, state and local reg bodies are headed

Communications Transaction Tax Basics – What You Need to Know, from the start

- The basic building blocks of communications taxation
- Tax technical intricacies from wireline to data to wireless to emerging services
- The "questions" that guide the way

- Defining the product/service – never as easy as you think
- Identifying the various taxes, tax types, tax bases, nexus, sourcing
- Interplay with regulatory fees and surcharges
- Exemptions, certificates
- Equipment taxation

Trends in the Communications Industry

- What new products and services are right around the corner and how will they be taxed
- Issues facing today's communications tax departments
- Insight into what technology means to us all

Communications Tax Audit & Technology

- The cycle of defending a communications tax audit
- Best practices for best results
- A primer on communications taxation technology

Property Taxation

- A summary discussion of Property Tax 101 – what do you really need to know?
- Areas where property tax and transaction tax intersect, building the bridges

Conference Receptions and Parties -- Everyone Invited!

Monday 5PM -- Conference Reception

Reception at the Pins Mechanical Company

Wind down after a day of workshops, tutorials and/or travel by hanging out at Pins Mechanical Company - a Gulch building that once housed Gibson Guitar that has been completely transformed into a gaming mecca complete with old-school arcade games, pinball machines, duckpin bowling and three bars.

Dinner and drinks included! Compliments of CSI



Tuesday 8:00 - 11:00PM -- Tax Party!!

The Tax Bundle Saloon, an Avalara Honky Tonk

What do you really need after a long day of tax talk? You need to kick back Nashville-style!

Where: The Tax Bundle Saloon, an Avalara Honky Tonk

When: 8:00PM – 11:00PM

What: A little piece of Nashville, right on the top floor of the Sheraton



CONFERENCE SCHEDULE AND WORKSHOPS

MONDAY 9/21 - Tutorial and Workshops

8:30AM-4PM: "Understanding Taxation" Tutorial
8:30 AM-11:45AM: "Telecommunications Technologies Basics" Workshop
9AM-11:45AM: Emerging Technologies Compliance" Workshop
12PM-4PM: "Understanding USF" Workshop
1-4PM: "Taxation Technologies and Automation" Workshop
5PM: Conference Reception Sponsored by CSI

TUESDAY 9/22 - Conference Sessions

7AM: Registration Opens
7AM: Breakfast
8AM-5PM: Conference Sessions
12 PM: Lunch Sponsored by KPMG
5PM: Cocktail Reception
8PM-11PM: Party Sponsored by Avalara

WEDNESDAY 9/23 - Conference Sessions

7AM: Registration Opens
7AM: Breakfast sponsored by Davis Wright Tremaine
8AM-12PM: Conference Sessions
12PM: Conference ends

HALF-DAY PRE-CONFERENCE USF WORKSHOP – MONDAY SEPT 21, 12PM-4PM

"UNDERSTANDING USF" PRE-CONFERENCE WORKSHOP

Workshop is included with the conference fee.

This in-depth workshop is for both experienced telecommunications tax personnel involved with USF regulatory compliance activities, as well as new entrants that offer telecommunications services as part of their overall service package and are new to regulatory compliance requirements. Agenda and topics include:

- Introduction and Basic Principles
- "Guided Tour" of Form 499 (Form and Instructions)
- USF Audit Process and Appeals
- The Audit Visit, Field Work and Report
- How is USF Changing, and How can you Prepare?
- USF Policy Updates/Contribution Reform
- Federal vs. State USF Assessment Methodologies
- Diligence and Regulatory Structuring

Steve Augustino – Kelley Drye | Danielle Frappier – Davis Wright Tremaine | Doug Jarrett – Keller & Heckman
Brita Strandberg – Harris Wiltshire Grannis | Linda McReynolds and Jackie Neff – Marshlian & Donahue

Go to www.telestrategies.com/tax/usf.htm for a detailed agenda and description

HALF-DAY TECHNOLOGY WORKSHOP – MONDAY SEPT 21, 8:30AM-11:45AM

TELECOMMUNICATIONS TECHNOLOGIES BASICS WORKSHOP

Workshop is included with the conference fee.

This workshop is for tax professionals who need to make sense of the underlying technologies used by telecommunications service providers; how those technologies work; what services they enable; and how service platforms are evolving to support cloud, 5G and IOT services. Although the emphasis is to provide an introductory technical viewpoint, the speakers will also provide a brief summary of the tax/regulatory issues related to each technology - as that often impacts the taxability and classification of services.

Topics covered include:

Lines and Trunks | Plain Ordinary Telephone Service | Network Architecture-Access | Switching | Transport
Telecom Interconnection | Cloud Services | VoIP and SIP | SD-WAN | 5G Mobile Wireless | IOT

Go to www.telestrategies.com/tax/tech-workshop.htm for a detailed agenda and description

Presented by: Ron Shelton – CSI | Mark Lammert – CSI

HALF-DAY EMERGING TECH COMPLIANCE WORKSHOP – MONDAY SEPT 21, 9AM-11:45AM

Emerging Technologies and how the FCC, USAC and State Regulators treat them across the "LAN"

Workshop is included with the conference fee.

The half-day workshop will discuss the technologies, the strategies to protect the carrier, and the lack of communication from the FCC and USAC providing guidance. Discussion will emphasize how to position specific technologies so that under audit a carrier may be better able to defend current tax policy.

Presented by: Samantha Maqueo – Executive VP, GSA | Joe Solana – President and COO, GSA | Douglas Hoff – Director of Regulatory Compliance, GSA

Go to www.telestrategies.com/tax/compliance.htm for a detailed agenda and description

HALF-DAY TAX TECHNOLOGY AND AUTOMATION WORKSHOP – MONDAY SEPT 21, 1PM-4PM

TAX TECHNOLOGIES AND AUTOMATION WORKSHOP - PRESENTED BY PWC

Workshop is included with the conference fee. Description available on the tax website.

Go to www.telestrategies.com/TAX/automation.htm for a detailed agenda and description

Keynotes 8AM-11AM Tuesday September 22, 2020

Digitally Upskilling the Tax Department

The telecommunications industry has been critical to the process of digitization. From a 30,000-foot industry view down to the implementation realities facing tax departments, this panel will discuss how digitization is transforming communications providers. Executives from all segments of the industry will cover the key issues related to digitization, including: telco acquisitions of content and streaming providers, partnerships with technology companies, and evolving business models that impact telco operations, compliance and taxation.

Jamie Brenner (Moderator) – Partner, PwC | Distinguished PwC & Industry Panelists

What's Next in Taxation?

Think back a few years, nobody would have predicted gigabit network service, self-driving cars, cloud architectures revolutionizing IT, virtualized 5G networks, autonomous robots, virtual currencies or the billions of IoT devices transforming industries. But, all of that - and more - is a reality today. This session will peek around the next corner of technology and help you make sense of the key innovations, technologies and shifting business models that are driving the communications industry forward, and address the impact on your tax department.

Joe Greco – VP, Transaction, Property and Regulatory, Verizon | **Matthew Lucas** – TeleStrategies | **Jim Nason** – Tax Managing Partner, Telecommunications, Deloitte Tax | Additional panelists to be confirmed

Change is Coming in Telecom Regulation

Regulatory changes, uncertainties and risks facing the communications industry never seem to end. This panel of top attorneys consider the key regulatory controversies today, including: melding of software/computer processing and transmission/communications; “non-traditional” Twilio-type services such as conferencing and contact center; Internet Access service vs. raw data transmission; IoT and connected devices ecosystems; supplier tax/reg treatment vs. retailer duties; “Title II-style” regulations on two-way Interconnected VoIP services; and more. The panelists will also forecast implications, likely regulatory treatment (including fees) and leave time for Q&A.

Steve Augustino – Kelley Drye & Warren LLP | **Jonathan Marashlian** – The CommLaw Group / Marashlian and Donahue
Brita Strandberg – Harris, Wiltshire & Grannis LLP

Conference Sessions - Tuesday (11AM-5PM) - Wednesday (8AM-12PM)

(Session times and order to be determined. Check the website for times, locations and updates.)

Convergence: How to Tax the Intersection of Voice, Video, and Technologies

As consumers, we love our devices. But truthfully, what we crave is how they empower us – faster and more convenient access to communication, entertainment, ecommerce, apps, and other technology services. Whether in our hand, in our living room, or in our car we are addicted to the streamlined mix of services accessible through all of our many smart devices. For the tax team, the convergence of these voice, video, and technology services can cause major headaches. In this session we'll tackle some top tax challenges encountered today by businesses when customer demand means the product mix starts mingling.

Tony Susak - General Manager Telecom, Avalara

Samantha Michael - U.S. Indirect Tax Compliance Lead, General Motors

State Tax Legislative and Litigation Update

This session will provide an update on key litigation and controversies involving the taxation of newer technologies like streaming video and alternative voice offerings as well as the taxation of traditional voice, applications and data services. The session will also review legislative initiatives impacting the telecommunications industry.

Eric Tresh – Partner, Eversheds Sutherland

Maria Biava – Managing Associate General Counsel, Verizon

The Taxability of Talking to Your Fridge – Getting “Smart” About Transaction Taxes in the Age of IoT

With the recent surge of the Internet of things (IoT) revolution, everyday households items from thermostats to refrigerators are moving from “dumb” to “smart.” With the ability of these once “disconnected” items to communicate not only with consumers but also with one another, states and localities are constantly trying to figure out how to monetize the technology into tax revenue. Many jurisdictions that impose transaction taxes on telecommunication services -- but not on services such SaaS, data processing, and information services -- argue that any form of communication by these “smart” goods constitutes a taxable

service. This panel will walk through some of the approaches companies can take to ensure they do not get entangled into a “telecom tax” trap.

Mauricio Keene – Indirect Tax Director, Salesforce

Kenney Levine – Reed Smith

Shail Shah – Reed Smith

Tax Policy Considerations in Tax Engine Implementation; The Hidden Weak Links

Your telecommunications tax calculation system determines the tax consequences for each transaction based on many different factors. But, are the results correct? How do you really know if your telecommunications tax calculation system is properly determining and applying tax - thereby creating tax exposure and increasing risk of noncompliance? This session will review best practices in ensuring your telecommunications tax policy is effectively implemented in your tax engine, discussing issues such as the mapping of products and services, unbundling, sourcing, system overrides and other relevant considerations. The speakers will also look at how to identify gaps in your processes and how to ensure proper maintenance of your system's setup.

David Rubenstein – Wolters Kluwer

Jeremy Blocher – Partner, KPMG

Curtis Carter – Manager, KPMG

Audit Defense Strategy

Carriers spend an inordinate amount of time and money defending prior positions in the face of auditors armed with 20-20 hindsight. Meanwhile, the same jurisdictions are facing budget crises never before seen, thereby making audit recovery their first priority. This session presents views from seasoned veterans from some of the largest providers regarding current audit issues and industry trends, as well as pragmatic perspectives on audit defense best practices and success strategies.

Kathy Saxton – Multistate Tax Service, Deloitte Tax LLP

Kiran Seshagiri – Principal Consultant, Vertex

Marie Harris – Senior Manager, Tax Audit, T-Mobile

Using "Big Data" to Measure Your Activity and Receipts for State Income Tax Purposes

For state income tax apportionment purposes, states have increasingly moved away from traditional cost-of-performance in favor of market sourcing. However, obtaining the necessary and relevant data is often a struggle for many operators.

Fortunately, the telecommunications industry collects massive amounts of data, including call detail records, mobile phone usage, network equipment, and billing processes. This session addresses how to leverage structured and unstructured data using big data methods to more fairly and accurately compute state income apportionment factors. Topics for discussion include software tools and methods for consolidating data; analyzing your company's big data to recognize apportionment patterns and potential tax opportunities; and visualization techniques and dashboards to help convince state revenue officials to accept alternative apportionment approaches.

Dave Gutowski – *Reed Smith*

Tax Efficient Procurement: Structure Topics and Related Technology Post-Wayfair

A significant shift from company accrued use tax to vendor collected sales tax is underway post-Wayfair due to many more vendors having nexus everywhere, thus requiring sales tax collection from their customers. Purchasing companies (and related entities) have been used for decades by many communication companies, but there is a renewed interest in these strategies in many industries because of Wayfair, as well as other value-added strategies that can be obtained through strategic use of these structures. This session will review the time-tested proco strategies as well as emerging value opportunities, along with examples of technology that can support an efficient maintenance of these structures. The session will focus on sales/use tax and property tax, as well as benefits that might be obtain from customs/tariff planning and credits/incentives through these structures.

Kevin Boyer – *Indirect Tax Partner, EY*

Rudy Blahnick – *Managing Director, EY*

Don't Sleep on Sourcing - Old Topic, New Challenges

SALT revenue sourcing is an increasingly complex and controversial issue in the telecommunications/technology industries as taxpayers and tax jurisdictions alike are struggling to adapt to rapidly evolving offerings. The similar-but-different treatment for transaction tax versus income tax further muddies the waters. This session will consider the tax sourcing issues for new products and services for both tax types: Is it where performed or benefit received, and where is that anyway? What about PPU, Goldberg, the SSTA sourcing rules, other state specific rules? What about traffic studies, IP address, phone number, 'service' location, billing address, population statistics, or consumer market data? How to source wholesale transactions and whether there are sourcing look-through requirements to the customer's customers? How to source charges for purposes of nexus, marketplace sales, new digital and digital services?

Rob Morse – *Director, PwC*

Elizabeth Bopp – *AT&T*

Evolving SALT Treatment – Video Streaming & Digital Goods

How many "telecommunications service" tax definitions include the word video? How does that impact video streaming service taxability? This session will look at how state or local jurisdictions are either directly or indirectly attempting to apply SALT indirect taxes (i.e., sales tax, telecom tax, amusement tax, utility user tax, video service provider tax, etc.) to video streaming services either as digital goods or in another manner. The session finally looks at how the taxes apply if the streaming service is bundled or provided for "free" with other services.

Audra Mitchell – *Managing Director, KPMG*

John Vann – *Senior Manager, KPMG*

Elizabeth Creager – *AVP Tax, AT&T*

Can "Gross" ever be Removed from Gross Receipts Taxes? The Expanded Application of Gross Receipts

Gross receipts taxes are making a dangerous come-back at the state level. Additionally, local jurisdictions are increasingly adopting an expansive view of the application of gross receipts taxes. This session will discuss the policy considerations for and against gross receipts taxes (such as pyramiding) and current issues and controversies associated with the proper application of those taxes.

Maria Todorova – *Partner, Eversheds Sutherland*

Brandi Drake – *Director, Transaction Tax, Charter Communications*

ASC450 Exposures & Remediation - Asking for Forgiveness

Do your indirect tax accruals make you nervous? Worried that you haven't taken into consideration the pre-Wayfair and post-Wayfair nexus expansion laws? How do you decide how much to reserve? This session will cover the best practices in indirect tax audit management and remediation, from tracking audits, to prioritizing, and closing, tying to ASC 450 reserves and remediation via VDAs, private letter rulings or other informal methods, as well as some of the challenges being faced by others in your industry.

Brian Goldstein – *Partner, PwC*

Mark Swan – *Charter*

John Barnes – *T-Mobile*

Exemption Management Pays in Dividends

Customer and vendor exemption management is critical. When handled accurately, exemption management can save your company thousands of dollars and directly impacts profit margins. When handled incorrectly, the direct and indirect costs can be staggering. This session will cover cost savings attributed to vendor exemption management, the pitfalls of customer exemptions management, and the importance of customer exemptions during an audit (USAC, State – DOR, Local tax authorities).

Natasha Freeman – *GSA*

Jason Cantrell – *GSA*

Think State Taxes are Complicated? Don't Overlook Local Taxes

Local telecom tax compliance is consuming more and more tax department time. This session focuses on the multiple and varying local taxes that apply to the services sold by Telecom Service providers. The session will include an update on current local tax issues, such as audit or legal challenges, updated policies, outdated definitions, and lack of written guidance, in multiple specific local jurisdictions around the country.

Audra Mitchell – *Managing Director, KPMG*

Scott Adams – *AVP Tax, AT&T*

Loren Chumley – *Principal, KPMG*

Steve King – *Senior Manager, Transaction Taxes, T-Mobile*

Getting Your Bills Right: Real World Help with Invoice Presentation of Telecom Tax and Fee Line Items

This panel of seasoned practitioners will help you navigate the challenges of presenting telecom tax and fee line items on your bills so that you can avoid pitfalls, limit opportunities for customer confusion, and mitigate risk. The panel will focus on bill presentation requirements, truth-in-billing, bundled service charges, customer privacy, recovery items and Universal Service Fund pass-through. They will also explain how to best navigate the many differences between regulatory fees and telecom taxes - among the wide variety of jurisdictions that impose them - and address how changes at the Federal Communications Commission may impact these issues.

Toby Bargar – *Senior Tax Research - Telecom Business Unit, Avalara*

Rick Heller – *Managing Director, SALT Telecom & Cloud, Deloitte*

Brita Strandberg – *Partner, Harris, Wiltshire & Grannis*

CONFERENCE SESSIONS (CONTINUED)

Too Many Cooks in the Compliance Kitchen?

With the magnitude of regulations and complexities in the telecom space, many carriers are reliant upon utilizing multiple service providers to accomplish their back office needs. However, with more cooks in the kitchen than ever, and the right hand not understanding what the left hand is doing, more and more gaps and risks are exposing themselves to carriers. We see this quite often from something so simple as regulatory utilizing different data sets than indirect tax providers. The complexities could be even more evolved to something like Pennsylvania, where the Corporate Income Tax doesn't coincide or tie to sales tax, the public utility reports, and the gross receipts items. With everything becoming so specialized, it's the generalists who prevail that complete the back office.

Noelle Ard – Tax Director, GSA

Doug Hoff – Regulatory Director, GSA

What Does Being a Non-Traditional Service Provider Mean?

With the evolution of new communications services and technologies, companies that were previously never viewed as "telecom" are now competing with the industry titans that we are all familiar with. This session looks at the unique set of tax and regulatory challenges facing non-traditional service providers, specifically: What is a non-traditional service provider and how do they differ from the traditional telecoms? What tax and regulatory complications do these non-traditional providers need to look at that other telecom firms have learned already with their longer industry experience? What are some innovative services that may cause regulators to view a company as a provider, where it wasn't one before?

Vertex and Invited Guests

Keys to Successfully Implementing Billing/Tax Systems

The implementation and/or upgrade of billing or tax systems is a significant undertaking that requires a close partnership between internal corporate tax and technology departments as well as external professional service providers retained to provide tax, software, or other expertise. This panel considers the governance and quantitative/qualitative analysis to reduce risks, specifically: How should such a project fit into the overall corporate IT environment? What levers are available to help secure funding for the project? How do you scope the project? How can you prevent scope creep and keep the project on schedule and on budget? What's needed of Tax and IT to the project successful? How do you successfully test and resolve preproduction issues? What's covered in post-production analysis? And more.

Vertex and Invited Guests

Corporate Income Tax Issues for Telecom Entities

This session addresses the top-level federal and state income tax considerations specific to the telecom industry. The speakers will first look at certain states that have specific telecom company statutes and/or recent tax decisions to ensure that the correct returns are being filed and reporting is in accordance with these statutes; secondly, will provide a top-level understanding of the differences between federal and state tax bases and describe documentation that you need to ensure compliance with state DOR audits; assess trends in apportionment methods at the state levels to assist you in keeping up with the state tax changes; and, finally, will provide an open forum for attendees' experience in dealing with these issues in audits. This session is suitable both as an industry primer, as well as an update for veterans.

Stephen Davis, CPA – Partner, Lammert & Davis CPA

Mark Lammert, CPA – President & CEO, Compliance Solutions

Network Spend – The Love/Hate Tax Relationship

With a projected \$71.5 billion in network-related capex spend in 2019 between wireless and cable operators, it has never been

more important for vendors and network operators to collaborate in order to get taxes right. This collaboration is not easy due to many reasons, including: (1) the complexity of the spend trajectory; (2) the contradictory risk continuum; (3) the confusion of data accessibility; and (4) the obvious competing demands of margin enhancement. This session will present these issues from both the vendor and the customer perspective, giving both sides' insights into the tax, procurement and issues that are commonly debated and managed.

Kevin Boyer – Indirect Tax Partner, Ernst & Young

Rudy Blahnick – Managing Director, Ernst & Young

Megan Mahony – Executive Director, Ernst & Young

Use Tax Management – Best Practices

The level of information necessary to correctly calculate and remit use tax is increasing (i.e., Is the equipment used to provide telecom service, video service, or multiple services? How is the software delivered or accessed and what is the software used for? Is the software downloaded to or accessed from multiple locations? And more.). Lack of granular purchase information can result in underpayments or overpayments of use tax. This session will look at what detailed purchase information would assist in increasing use tax compliance, how that information could be gathered or stored, and whether the collection of that information can be automated into the use tax accrual process.

Andrew Steinhaus – Senior Manager, KPMG

Kathy Makas – Director, Transaction Tax, Verizon

Dealing with Emerging Services in Telco Taxation

As new communications services and technologies change the landscape of telecom, so must a provider's tax approach. This session will provide a deeper understanding of how the tax and regulatory regime treats "non-traditional" telecom providers, specifically: How do PSTN calling, video, SMS text, A2P text, and other telecom services interact with emerging technologies? How are new and innovative services and technologies challenging existing regulatory and tax structures? What invoicing, tax, compliance, and disclosure considerations are necessary when bundling such services? And more!

Vertex and Invited Telecommunications Providers

The Devil is in the Mapping Details

Telecoms often utilize a myriad of billing systems, tax engines, and processes for transaction tax determinations. With that, it can sometimes be difficult to keep up with the granular details that can lead to substantial exposure if not accurate and precise. This panel will explore the pitfalls and issues that can arise from a lack of focus on the inner workings of these systems, including a deep dive into product codes and descriptions, taxability determination matrices, customer invoicing procedures, and more. The speakers will also discuss concerns in the acquisition due diligence process where these systems were not focused on and integration challenges, as well as best practices and solutions.

Dustin Davis – Principal, Ryan LLC

Telecom Tax Issues in M&A Deals

As the 4th industrial revolution continues to develop and 5G becomes the platform for tomorrow's economy, M&A volume is expected to edge up as many companies seek to transform themselves through acquisitions into a hybrid of telecom, technology and media content providers. In this session we will examine transactional taxes issues arising during an M&A deal (buy side or sell side), including stock vs. asset purchases, successor liability, material exposure areas and post deal integration issues. We will highlight tax due diligence practical approaches including effective data requests, and analysis, management queries, and due diligence report formats.

Arti Deliaj – Director, PwC

Raghu Rao – Zoom Video Communications

Pricing Information

Register by August 7 and save \$300!

	Before 8/7/20	After 8/7/20
Tutorial, Workshops, Conference	\$1,295	\$1,595
Conference and Workshops Only	\$1,095	\$1,395
Tutorial and Workshops Only	\$695	\$995

Buy One, Get One Free Service Provider Offer

To be eligible for this special rate, you, and the person you are registering must be approved full-time employees of a wireless, wireline, content, cloud, cable, ISP, or VoIP provider. Pay for one and the second person attends for free.

Pre-Conference Workshops (USF, Understanding Telecommunications Technologies, Tax Department Technology, Compliance) are Included in the Conference Rate

Registration Information

Online: www.telestrategies.com • Phone: 703-734-7050

Location: Sheraton Grand Nashville Downtown
623 Union Street Nashville, Tennessee 37219 USA
Phone: (615) 259-2000

TeleStrategies Communications Taxation attendees receive the discounted rate of \$269 per night. Please make your reservation early since this rate is subject to room block availability.

To book online, go to: www.telestrategies.com/tax/hotel.htm

To book by phone, call (615) 259-2000

(Group Name: Telestrategies Communication Taxation)

Attendance is open to tax professionals employed by communications service providers, tax software and research vendors and those companies advising communications service providers (consultants, attorneys, and accountants). We respectfully request that employees and audit contractors to state and local governments NOT attend. TeleStrategies reserves the right to cancel any registration for any reason.

About the Lead Sponsor



Compliance Solutions provides complete end-to-end services to the telecom industry from billing services, tax rating (calculations) for billing support, transaction tax/sales tax/income/property tax/FCC/State regulatory prep, file & remit services. Compliance Solutions provides tax research, audit defense/support, tax mapping, tax exemption management services for both retail and wholesale carriers and other ancillary services. Outside of telecom, Compliance Solutions provides billing, tax rating and prep, file & remit services as well as corporate

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About the Associate Sponsors



Avalara helps communications businesses achieve compliance with complicated communications tax calculating, filing and remittance processes. The comprehensive, cloud-based software offers a fast, easy, accurate and reliable solution in an increasingly complex and rapidly changing industry. Learn more at avalara.com.



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Global Strategic Accountants, LLC is a leading Telecommunications Regulatory and Tax Compliance and Consulting Firm. GSA is known for assisting Clients in setting tax policy and carrying that through Billing Systems and ultimately compliance. Have questions on proper taxation, exemptions or billing practices? GSA can help! Our expertise in optimizing taxation and new technology taxability will give you peace of mind and help your bottom line.



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