TERADATA TAX COMPLIANCE SOLUTIONS

REVENUE OPPORTUNITY ASSESSMENT

TERADATA

ASSESS YOUR OPPORTUNITY

Ensuring compliance with state tax laws and recovering lost tax revenue has never been more critical—or more challenging for states. Especially if your agency is like most: unable to strategically use detailed data to identify non-compliant filers or implement an effective plan to maximize your revenue recovery opportunities. But, what would you do if you could finally leverage all your data to drive decision making processes? How would you get started?

Teradata Government Systems' Revenue Opportunity Assessment (ROA) is the first step toward increasing revenue and narrowing the tax gap for your state. How? By providing a you with a comprehensive, credible revenue projection, including revenue recovered thru proven compliance programs, audit selection, collection scoring and refund fraud—an estimate that's based on Teradata working with state revenue agencies like yours for more than 15 years. Teradata® ROA not only provides insight you need to project revenue, it provides vital background support necessary for detailing the benefits of applying improved tools and technologies to existing compliance programs. This insight can be used to support the business case for investment by critical stakeholders, such as legislators, administrators, or CIOs.

The result? The Teradata Revenue Opportunity Assessment provides you with:

~ An accurate estimate of recoverable revenue from collection scoring, discovery, audit selection and fraud detection, broken down by tax type.

~ A documented business case for technological investments if required.

~ Supporting documentation based on proven results from similar compliance programs and analytical models.

~ A prioritized roadmap of additional programs tailored to your state's unique compliance concerns.

STRENGTHEN YOUR COMPLIANCE CAPABILITIES

This assessment will show the feasibility of implementing your own tax compliance data warehouse capabilities or advanced tax analytical solution, and how those capabilities can help you develop the detailed data needed to address your non-compliance and revenue recovery challenges.

We'll show you how to assess the revenue opportunities available to you and provide your agency with:

~ A timeline assessment by tax type and program of the revenue-producing potential of a data warehouse or analytical platform for compliance discovery projects.

~ The data sources required including a possibility of new externally available data sources for use with certain compliance.

~ The internal and external resources necessary for your agency to execute on each program.

FOCUS ON BUSINESS RESULTS— NOT TECHNOLOGY

The ROA is the initial step in the overall tax compliance solution and data warehouse methodology, a patented process that Teradata has deployed successfully in more than 2,000 data warehouse installations for commercial and government enterprises. The ROA focuses on revealing practical, information-based solutions to the compliance issues facing your agency today, and quantifying the projected revenue recovery results. The emphasis is on business issues, not technology.

Here's how it works. To begin, a team of tax and revenue experts from Teradata researches publicly available information about your state's tax structure, statutes and regulations, your agency's organizational structure, performance measures, and efforts to collect all taxes due. Then, prior to on-site interviews, the team reviews and analyzes the results from current compliance, collection, and audit processes.

As part of this important information-gathering phase, we'll also conduct interviews with your key management and caseworker representatives in areas including corporate, sales, withholding, and individual tax categories. Those in-depth interviews will explore opportunities available to you in non-filer, non-registered, and under-reporting tax compliance categories as well as leveraging advanced analytics for enhancing your discovery, compliance, scoring, and selection efforts. We gather information from the Internal Revenue Service and other states' tax entities for comparative analysis.

Once all the information is collected and compiled, it's analyzed in relation to results achieved on other compliance data warehouse discovery projects done in other

states. The analysis looks at comparability of tax structures; previous or existing projects performed by your state; special considerations, such as amnesties, unique statutes, regulations or procedures, and other factors.

The information is then put into models/algorithms with appropriate adjustments to calculate the projected recoverable revenue. Finally, we document the value to your state in establishing a scalable analytic foundation that quickly provides significant benefit to your agency via increased collections and improved voluntary compliance. You can also use the conclusions to support the business case and justify the investment in a comprehensive, fully-integrated and flexible production system that can expand according to your specific requirements.

BUILD ON EXPERIENCE

Since 1999, Teradata has successfully deployed compliance discovery data warehouse projects in several states. Based on the experience—and success—gained on these projects, we've developed a proven, structured approach for identifying recoverable lost revenue. Our experience has shown us that improved compliance tools and processes can increase revenues by as much as 10 percent over the current selection processes.

We've developed the Revenue Opportunity Assessment in conjunction with experienced state tax experts, and we leverage the most recent advances in technology. That means Teradata can offer you all the tools and

resources you need to see dramatic improvements in your ability to identify non-compliant filers, recover additional tax dollars, and close the tax gap.

NEED MORE REASONS TO CHOOSE TERADATA?

Why should you choose Teradata for your revenue recovery demands? Because Teradata is the world's largest company solely focused on creating enterprise agility through database software, enterprise data warehousing, data warehouse appliances, and enterprise analytics.
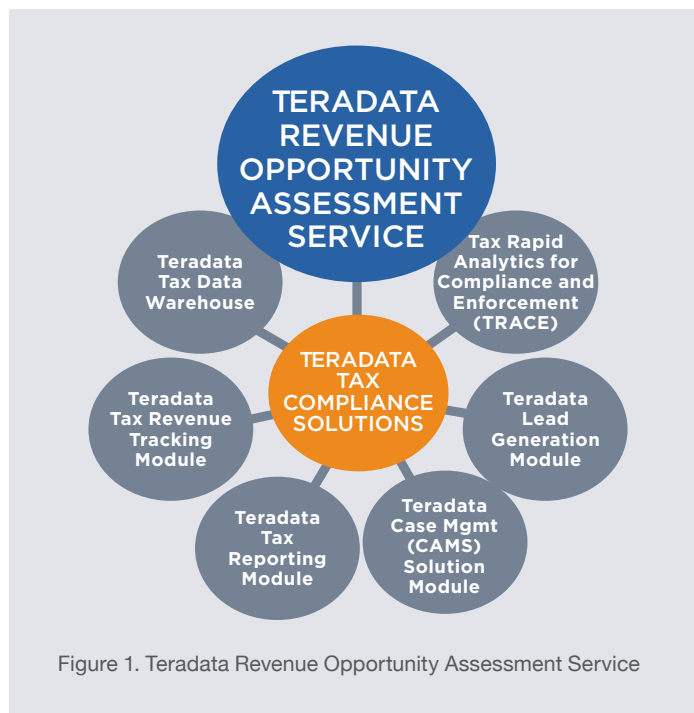
As the recognized industry leader in data warehousing solutions, including the **Gartner Data Warehouse Database Management Systems Magic Quadrant**[1], only

1 www.teradata.com/News-Releases/2014/Teradata-Named-a-Leader-in-2014-Gartner-Data-Warehouse-Database-Management-Systems-Magic-Quadrant

Figure 1. Teradata Revenue Opportunity Assessment Service

Teradata brings you and your agency an unparalleled blend of technology and experience. Our industry knowledge, consulting expertise, customer support services, analytical applications, and world-leading software and hardware technology amount to an end-to-end compliance solution that's unmatched in the data warehousing industry.

Our unique combination of experienced personnel, time-tested methodology, and our insight and innovation give you everything you need to assess your revenue opportunities, and then implement an effective compliance program. Our team of experts will work hand-in-hand with your personnel to determine the best approach to optimize results for your state. And we deliver every time on our revenue projections.

FOR MORE INFORMATION

To learn more about how a Teradata Revenue Opportunity Assessment or any of our Tax Compliance Solutions can help maximize your revenue recovery capabilities and optimize your resources, contact your Teradata representative or visit **Teradata.com/tax**.

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