

Understanding exemption certificate management



Meet your presenter



Larry Sheetz
Sr. Sales Executive

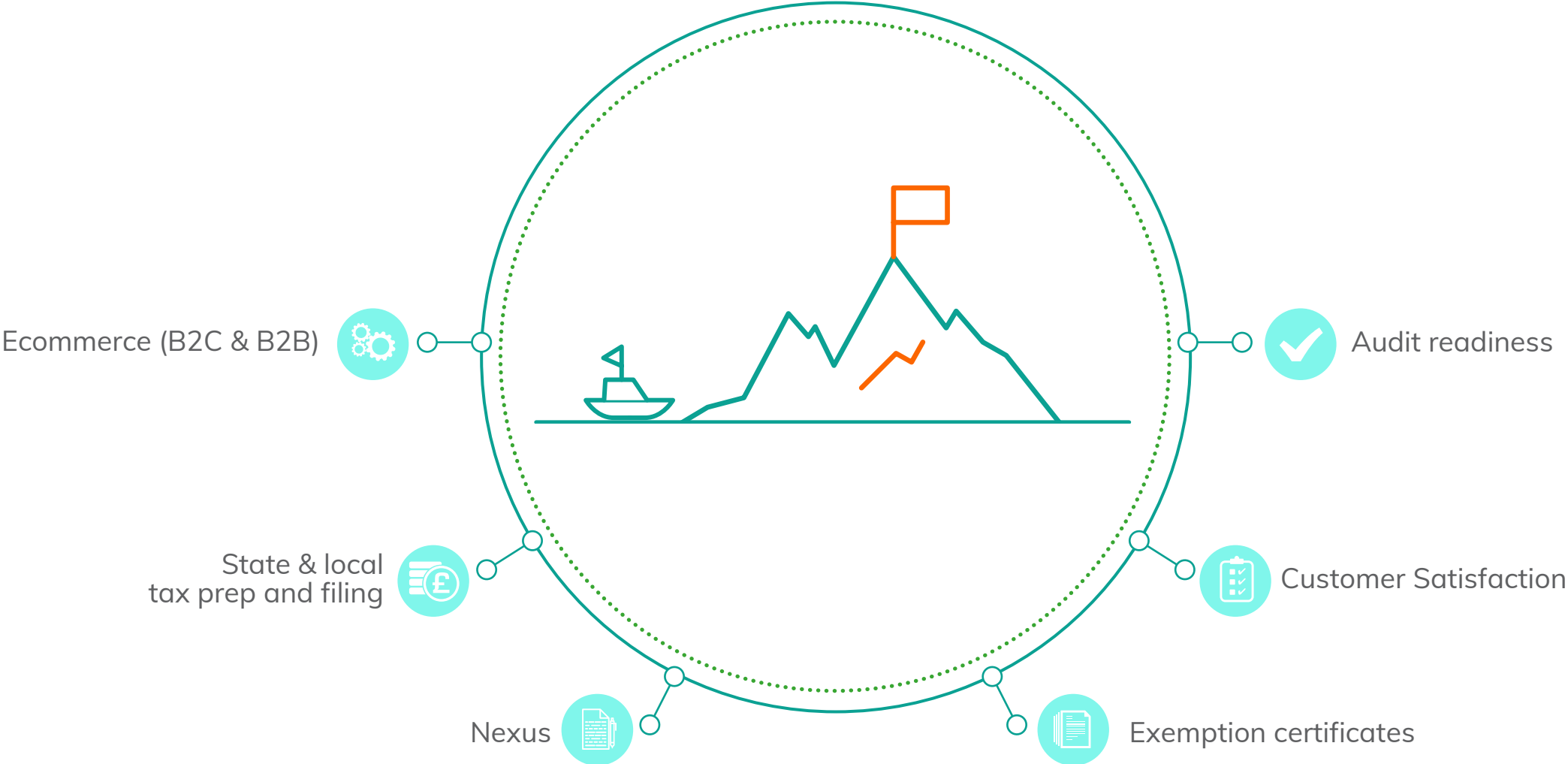
Avalara

- > Currently a Sales Executive on the Microsoft Team at Avalara. Since joining Avalara in July 2019, Larry has worked with hundreds of Microsoft customers to develop tailored sales tax solutions specific to their compliance needs. Prior to joining Avalara, Larry was a Financial Advisor with Edward Jones for 3 years in the Greater Seattle area. Before Edward Jones, he was an Officer in the U.S. Coast Guard for 8 years and is a 2008 graduate of the U.S. Coast Guard Academy.

Agenda

- 1 > What is exemption management?
- 2 > Why is exemption management so difficult to manage?
- 3 > Exemption Management & the SST Program
- 4 > What is Avalara Exemption Certificate Management?
- 5 > How does it work with AvaTax?
- 6 > Benefits of ECM
- 7 > Demo
- 8 > Q&A

Tax calculation is just the tip of the iceberg...



What is exemption
management?

Understanding exemption certificates

An exemption certificate is the form presented by an exempt organization or individual to the seller when making a tax-exempt purchase.

Exemptions are based on the customer making the purchase and always require documentation.

UNIFORM SALES & USE TAX EXEMPTION/RESALE CERTIFICATE — MULTIJURISDICTION

The below-listed states have indicated that this certificate is acceptable as a resale/exemption certificate for sales and use tax, subject to the notes on pages 2-4. The issuer and the recipient have the responsibility to determine the proper use of this certificate under applicable laws in each state, as these may change from time to time.

Issued to Seller: _____

Address: _____

I certify that:
 Name of Firm (Buyer): _____
 Address: _____

and is registered with the below-listed states and cities within which your firm wholesales, resale, or ingredients or components of a new product or service to be used in the business of wholesaling, retailing, manufacturing, leasing (renting) selling

Description of Business: _____

General description of tangible property or taxable services to be purchased from

State	State Registration, Seller's Permit, or ID Number of Purchaser	
AL ¹		M
AR		NE
AZ ²		N
CA ³		N
CO ⁴		N
CT ⁵		N
DC ⁶		N
FL ⁷		O
GA ⁸		O
HI ⁹		P
ID		R
IL ¹⁰		S
IA		S
KS		T
KY ¹¹		T
ME ¹²		U
MD ¹³		V
MI ¹⁴		W
MN ¹⁵		W

I further certify that if any property or service so purchased tax free is used or tax free directly to the proper taxing authority when state law so provides or in each order that we may hereafter give to you, unless otherwise specified, and state.

Under penalties of perjury, I swear or affirm that the information on this form

Authorized Signature: _____ (Owner)

Title: _____

Date: _____

Revised 1/29/2015

Customer # _____

Streamlined Sales and Use Tax Agreement

Certificate of Exemption

This is a multi-state form. Not all states allow all exemptions listed on this form. Purchasers are responsible for knowing if they qualify to claim exemption from tax in the state that would otherwise be due tax on this sale. The seller may be required to provide this exemption certificate (or the data elements required on the form) to a state that would otherwise be due tax on this sale.

The purchaser will be held liable for any tax and interest, and possibly civil and criminal penalties imposed by the member state, if the purchaser is not eligible to claim this exemption. A seller may not accept a certificate of exemption for an entity-based exemption on a sale made at a location operated by the seller within the designated state if the state does not allow such an entity-based exemption.

- Check if you are attaching the Multi-state Supplemental form.
 If not, enter the two-letter postal abbreviation for the state under whose laws you are claiming exemption.
- Check if this certificate is for a single purchase and enter the related invoice/purchase order #: _____

3. **Please print**

Name of purchaser: _____

Business Address: _____ City: _____ State: _____ Zip Code: _____

Purchaser's Tax ID Number: _____ State of Issue: _____ Country of Issue: _____

If no Tax ID Number: FEIN: _____ Driver's License Number/State Issued ID Number: _____ Foreign diplomat number: _____
 Enter one of the following: _____ State of Issue: _____ Number: _____

Name of seller from whom you are purchasing, leasing or renting: _____

Seller's address: _____ City: _____ State: _____ Zip code: _____

4. **Type of business.** Circle the number that describes your business
- | | |
|--|--|
| 01 <input type="checkbox"/> Accommodation and food services | 11 <input type="checkbox"/> Transportation and warehousing |
| 02 <input type="checkbox"/> Agricultural, forestry, fishing, hunting | 12 <input type="checkbox"/> Utilities |
| 03 <input type="checkbox"/> Construction | 13 <input type="checkbox"/> Wholesale trade |
| 04 <input type="checkbox"/> Finance and insurance | 14 <input type="checkbox"/> Business services |
| 05 <input type="checkbox"/> Information, publishing and communications | 15 <input type="checkbox"/> Professional services |
| 06 <input type="checkbox"/> Manufacturing | 16 <input type="checkbox"/> Education and health-care services |
| 07 <input type="checkbox"/> Mining | 17 <input type="checkbox"/> Nonprofit organization |
| 08 <input type="checkbox"/> Real estate | 18 <input type="checkbox"/> Government |
| 09 <input type="checkbox"/> Rental and leasing | 19 <input type="checkbox"/> Not a business |
| 10 <input type="checkbox"/> Retail trade | 20 <input type="checkbox"/> Other (explain) _____ |

5. **Reason for exemption.** Circle the letter that identifies the reason for the exemption.
- | | |
|--|--|
| A <input type="checkbox"/> Federal government (department) _____ | H <input type="checkbox"/> Agricultural production # _____ |
| B <input type="checkbox"/> State or local government (name) _____ | I <input type="checkbox"/> Industrial production/manufacturing # _____ |
| C <input type="checkbox"/> Tribal government (name) _____ | J <input type="checkbox"/> Direct pay permit # _____ |
| D <input type="checkbox"/> Foreign diplomat # _____ | K <input type="checkbox"/> Direct mail # _____ |
| E <input type="checkbox"/> Charitable organization # _____ | L <input type="checkbox"/> Other (explain) _____ |
| F <input type="checkbox"/> Religious or educational organization # _____ | |
| G <input type="checkbox"/> Resale # _____ | |

6. **Sign here.** I declare that the information on this certificate is correct and complete to the best of my knowledge and belief.

Signature of Authorized Purchaser: _____ Print Name Here: _____ Title: _____ Date: _____

Understanding exemption certificates

An exemption certificate is the form presented by an exempt organization or individual to the seller when making a tax-exempt purchase.

Exemptions are based on the customer making the purchase and always require documentation.

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Issued to Seller: _____
Address: _____

I certify that:
Name of Firm (Buyer): _____
Address: _____

Customer # _____

Streamlined Sales and Use Tax Agreement

Certificate of Exemption

This is a multi-state form. Not all states allow all exemptions listed on this form. Purchasers are responsible for knowing if they qualify to claim exemption from tax in the state that would otherwise be due tax on this sale. The seller may be required to provide this exemption sale.

and is registered with the below-listed states as a wholesaler, reseller, or ingredients or component in the business of wholesaling, retailing, manufacturing, or processing.

Description of Business: _____

General description of tangible property or tax exemption to be purchased: _____

State	State Registration, Sales and Use Tax Number of Purchaser
AL	
AR	
AZ	
CA	
CO	
CT	
DC	
FL	
GA	
HI	
ID	
IL	
IA	
KS	
KY	
ME	
MD	
MI	
MN	

I further certify that if any property or service is sold or provided to a purchaser in a state other than the state in which this certificate is issued, I will pay the tax due directly to the proper taxing authority in each order that we may hereafter give to you, in the state.

Under penalties of perjury, I swear or affirm that the information furnished on this certificate is true and correct to the best of my knowledge and belief.

Authorized Purchaser (Name) _____
Title _____
Date _____

09 Rental and leasing
10 Retail trade
19 Not a business
20 Other (explain) _____

5. Reason for exemption. Circle the letter that identifies the reason for the exemption.

A <input type="checkbox"/> Federal government (department) _____	H <input type="checkbox"/> Agricultural production # _____
B <input type="checkbox"/> State or local government (name) _____	I <input type="checkbox"/> Industrial production/manufacturing # _____
C <input type="checkbox"/> Tribal government (name) _____	J <input type="checkbox"/> Direct pay permit # _____
D <input type="checkbox"/> Foreign diplomat # _____	K <input type="checkbox"/> Direct mail # _____
E <input type="checkbox"/> Charitable organization # _____	L <input type="checkbox"/> Other (explain) _____
F <input type="checkbox"/> Religious or educational organization # _____	
G <input type="checkbox"/> Resale # _____	

6. Sign here. I declare that the information on this certificate is correct and complete to the best of my knowledge and belief.

Signature of Authorized Purchaser _____ Print Name Here _____ Title _____ Date _____

SSTGB Form F0003 Exemption Certificate (5/10/11) Forms by www.CertCapture.com

Avalara

> **When should you use
certain certificates?**

MTC, SST, state-specific

Types of certificates

80E-230 (7-02)
GENERAL RESALE CERTIFICATE

STATE OF CALIFORNIA
Customer # [] BOARD OF EQUALIZATION

California Resale Certificate

I HEREBY CERTIFY:

1. I hold valid seller's permit number: _____
2. I am engaged in the business of selling the following type of tangible personal property:

3. This certificate is for the purchase from _____ of the item(s) I have listed in paragraph 5 below. [Vendor's name]
4. I will resell the item(s) listed in paragraph 5 which I am purchasing under this resale certificate in the form of tangible personal property in the regular course of my business operations, and I will do so prior to making any use of the item(s) other than demonstration and display while holding the item(s) for sale in the regular course of my business. I understand that if I use the item(s) purchased under this certificate in any manner other than as just described, I will owe use tax based on each item's purchase price or as otherwise provided by law.
5. Description of property to be purchased for resale: _____

RESALE CERTIFICATES

Merchandise intended for resale

Tangible personal property
purchase to lease or rent

Taxable services performed on
tangible personal property in
resale inventory

New York State Department of Taxation and Finance – Audit Division
New York State and Local Sales and Use Tax

Direct Payment Permit

This permit constitutes authority to make direct payment of sales and use tax to the **Department of Taxation and Finance** in lieu of payment to the vendor.

This permit may be revoked for failure to comply with conditions under which it is issued, or for other reasons constituting misuse of the authority granted under the permit.

Orange & Rockland Utilities, Inc.
4 Irving Place Room 715S
New York, NY

Identification number	13-1727729C
Permit number	DP 101
Effective date	4/25/79

Maria Scarpese
Authorizing Signature

AU-297 (12/97) Not Transferable

OTHER TYPES

Direct Pay Permits

Manufacturing Exemptions
Agricultural Cards/Exemptions
State Issued Letters

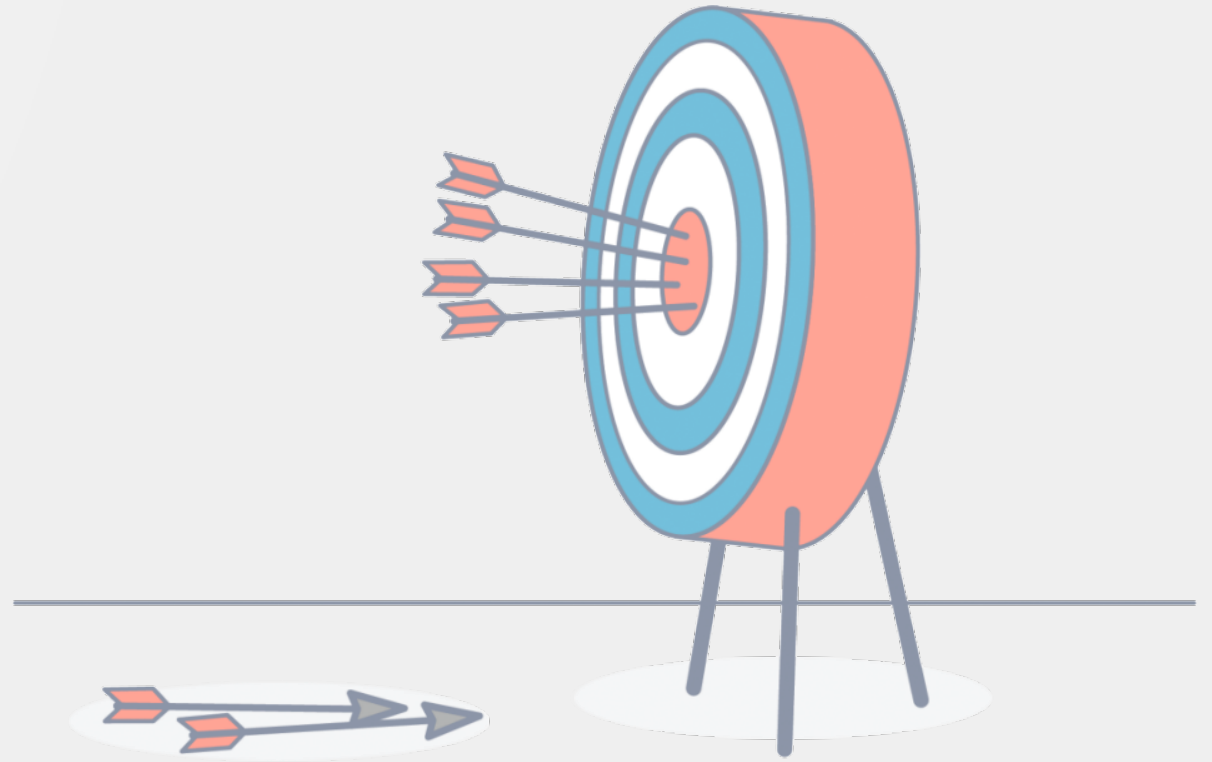
Why is exemption
management so difficult
to manage?

REASON 1:

Lack of awareness

“ Most of my sales are exempt, so I don't have to worry about sales tax...”

Exemption certificate management isn't about collecting tax but **proving why you didn't**. Sales tax may need to be collected as you move to sell directly to end users



REASON 2:

Customer management

- Customers feel burdened by providing accurate documentation on time
- It's presented as a billing issue because charges aren't done correctly
- Front-line employees need a smooth collection process to earn customer trust



REASON 3:

Internal Management



The Exemption Certificate Challenge

Internal Management

1

Employees find it difficult to collect them

2


Employees are not trained to validate them properly

3

Certificate retrieval is time consuming and hard

4

A single missing certificate could cost much more than the taxes you failed to collect

 **Form ST-5
Sales Tax Exempt
Purchaser Certificate** Rev. 6/09
**Massachusetts
Department of
Revenue**

Part 1. Exempt taxpayer information. To be completed by exempt government or 501(c)(3) organization.

Name
3M

Address
123 Main Street

City Alpha State MN Zip 99999

Exemption number
11111

Issue Date 01/01/2014 Date of expiration of certificate 01/01/2015

Certification is hereby made that the organization named above is an exempt purchaser under Massachusetts General Laws, Chapter 64H, sections 6(d) or 6(e). All purchases of tangible personal property or services by this organization are exempt from taxation under said chapter to the extent that such property or services are used in the conduct of the business of the purchaser. Any abuse or misuse of this certificate by any tax-exempt organization or any unauthorized use of this certificate by any individual constitutes a serious violation and will lead to revocation.

Signature [Signature] Title Sales Engineer Date 01/22/2014

Warning: Willful misuse of this certificate may result in criminal tax evasion sanctions of up to one year in prison and \$10,000 (\$50,000 for corporations) in fines.

Part 2. Agent information. To be completed by agent of exempt government or 501(c)(3) organization.

Name of agent's organization _____

Address _____

City _____ State _____ Zip _____

Agent's name _____

Address _____

City _____ State _____ Zip _____

I certify that in making this purchase, I am acting as an agent for the exempt organization named above (select one):

Government organization (local public school, city/town government, state agency, etc.).
Attach Form ST-2, if available. If Form ST-2 is not available, enter exemption number, if known: _____

501(c)(3) organization (parochial school, Scout troop, etc.). Form ST-2 must be attached.

Signature _____ Title _____ Date _____

Part 3. Vendor information

Vendor's name
Multi State Manufacturing dba MS Distribution

Check applicable box:

Single purchase certificate (attach detailed receipts or complete Part 4, on reverse)

Blanket certificate

Signature of Authorized Purchaser _____ First name last jason warren Title Janitor Date 01/31/2014

Exemption Certificate No. 191700

Quantity	Description	Exemption Certificate No.	Cost
			\$
			\$
			\$
			\$
			\$
			\$
			\$
			\$
			\$
			\$
			\$
			\$
			\$
			\$
			\$
			\$
			\$
			\$
			\$
			\$
			\$
			\$
			\$
			\$
			\$
			\$

Exemption Certificate No. 51111

City Code 51111

Postal number _____

Zip code 60609

pt government organization, the able, the exemption number the purchases are by purchased into Part 4. behalf of the exempt gov- i to the Form ST-5 a copy IT-2 if available. If it is not on number of the exempt

5 its presented to them by andors must not honor a

ificates of Exemption that

at (617) 887-6367 if they option which is presented

to purchase any goods or services by presenting a Certificate, please contact: Massachusetts Department of Revenue, Customer Service Bureau, 200 Arlington Street, Chelsea, MA 02150; (617) 887-6367.

Any person, group or organization purchasing on behalf of exempt government organizations must certify that they are doing so by presenting to the vendor a properly executed Form ST-5 when making such purchases. Part

Exemption Management & the SST Program

Streamlined Sales Tax Program (SST)

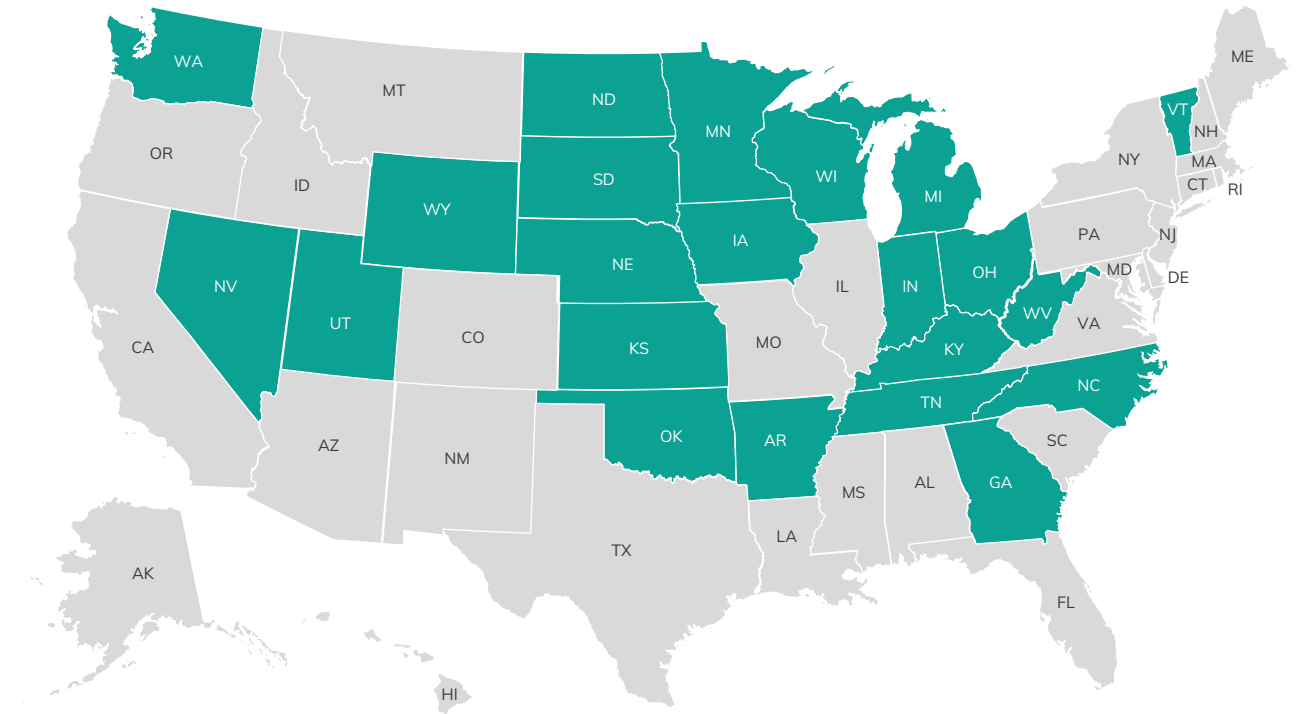
Free sales tax services for qualifying businesses

In up to **25 states**, your business may qualify for:

- Free registrations
- Free tax calculations
- Free returns preparation and filing
- Audit assistance and response
- Uniform definitions and rules
- One registration and identification

*Avalara must verify a certificate or its data is on file to exempt the buyer from sales tax

SST member states



What is Exemption Certificate Management?

Exemption Certificate Management

Intelligent exemption certificate management



Shifts onus from seller to buyer



Eases need for tax expertise



Web-based automation and process centralization



Manual (paper) to automation (pixels)



Enables B2B online sales



Improves buyer experience and seller employee satisfaction



What is ECM?



ECM Pro

ECM Pro is the next-generation, best in class solution for exemption certificate collection and compliance management. Setting a new standard with a re-imagined user experience, industry-first certificate collection automation and intelligence, powerful campaign management tools, and expansive integration options.

Proof points

1

Re-imagined user experience based on simplicity – Ensuring improved compliance through proactive intelligent workflows

2

Industry-first, AI-powered automation of certificate review and validation – Saving valuable time and costs

3

Over 35 connectors, and robust open API architecture – Supporting best of breed integration solutions and key tasks from within leading ERPs

4

Deep integration with AvaTax, both in user experience and data – enabling a seamless experience with real-time updates

5

Powerful new campaign management tools, including automated renewal request and checkout flow eComm module integration – Streamlining the certificate collection process

How we do it



Online shopping cart



Web portal / e-commerce



In-store POS / kiosk



Mail, email, phone



Tablet / sales force

- Real-time certificate completion for e-commerce checkout
- Point-of-sale and mobile device for sales associates in-store and field sales
- Online web portal for customers

How we are different

Automate your exemption certificate management process to collect, validate, store, and renew compliance documents in the cloud — securely and at scale



Collection done your way

Collect and validate new sales tax exemption certificates in-store, online, or in the field. Submit information through a secure web portal, or send pre-filled certificate requests to scan, fax, or email.



Turn paper to pixels

Existing certificates can be digitized through a powerful one-step validation, mapping, and certificate intake process.



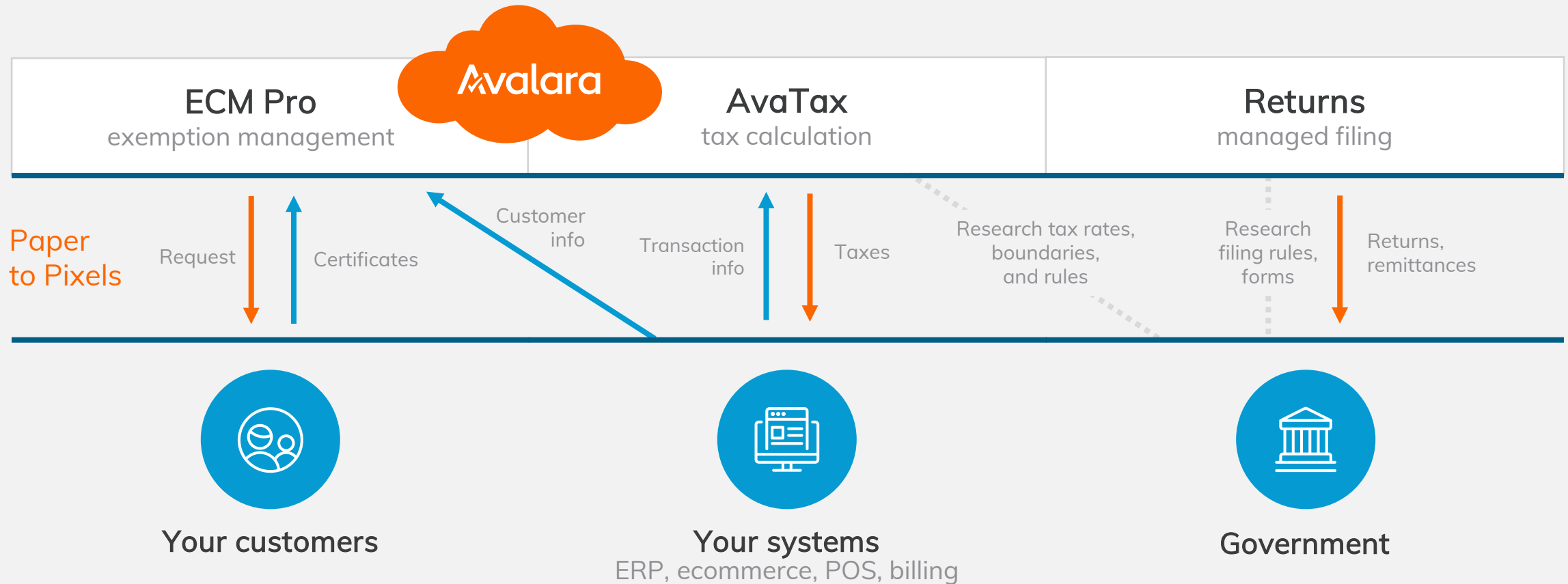
Stay in touch with customers

With a comprehensive customer mailing module, it's easier than ever to contact customers about issues such as by sending renewal requests before exemption certificates expire.

How does it work
with AvaTax?

Avalara Sales Tax Suite

Best Practice: End-to-end sales tax automation



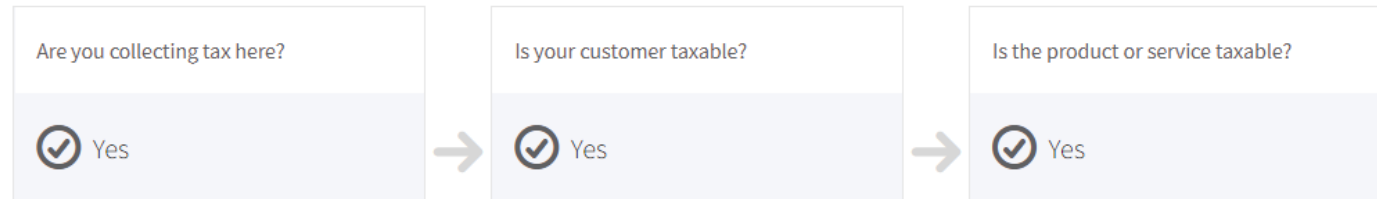
How it works with AvaTax

TAX CODE PF050305
ENTITY USE CODE None

SHIP FROM 1243 OLD ROUTE 17 FERNDALE, NY 12734-5422 US
SHIP TO 2136 BELLAIRE AVE RALEIGH, NC 27608-1806 US

Sales

[Review this calculation >](#)



JURISDICTION	TAX NAME	ADDRESS	RATE	EXEMPT	NON-TAXABLE	TAXABLE	TAXES/FEES
North Carolina State	NC STATE TAX	Destination	0.047500	0.00	0.00	100.00	4.75
Wake County	NC COUNTY TAX	Destination	0.020000	0.00	0.00	100.00	2.00
Wake Co Tr Special	NC SPECIAL TAX	Destination	0.005000	0.00	0.00	100.00	0.50
Total			0.072500				7.25



CertExpress

Create and send
free tax compliance
documents



We made it easy to **find, complete, and send** the right tax compliance document for your situation.

CertExpress contains over **1,000 unique, and state-specific exemption certificate forms in digital format** and enables certificates to be completed electronically and auto-validated.

With CertExpress, you can find confidence in:

1. Presenting the right form (for the right reason) to the buyer
2. Controlling all required fields, such as:

Date format (issue, expiration, etc.)

Phone number format

Pick Lists (“select one” or “select all that apply”)

State abbreviations

Exemption reason / Type of business

Any yes/no or checkboxes

Any other required fields

Benefits of ECM

One centralized location for all exception certificates

Allows customers to view and manage their exemption certificates from their customer portal

The screenshot displays a customer portal interface. At the top, there's a navigation bar with 'THE WAREHOUSE' logo and 'Home > Tax Exemption Certificate'. A sidebar on the left lists 'Customer Account' options: Orders, Wishlist, Tax Exemption Certificates (highlighted), Account Settings, and Logout. The main content area shows a PDF viewer for 'NC-Form-TheWarehouse.pdf'. The form is titled 'NCDOR E-595E Streamlined Sales and Use Tax Agreement Certificate of Exemption' with 'Customer # cc00000001'. It includes instructions and a form with the following fields:

- 1. Check if you are attaching the Multistate Supplemental form. NC If not, enter the two-letter postal abbreviation for the state under whose laws you are claiming exemption.
- 2. Check if this certificate is for a single purchase and enter the related invoice/purchase order # _____.
- 3. Please print:
 - Name of purchaser: Eastern Tech
 - Business address: 250 Capital Blvd, Raleigh, NC 27606
 - Purchaser's tax ID number: 3455545, State of issue: NC, Country of issue: USA
 - Name of seller from whom you are purchasing, leasing, or renting: TheWarehouse Inc
 - Seller's address: 512 S Mangum Street, Suite 100, Durham, NC 27701
- 4. Type of business. Circle the number that describes your business.
 - 01 Accommodation and food services
 - 02 Agricultural, forestry, fishing, and hunting
 - 11 Transportation and warehousing
 - 12 Utilities

A 'View' button is highlighted in a red box in the bottom right corner of the form viewer. The footer of the portal includes 'DISCOVER' (About us, Terms and conditions) and 'CONNECT' (social media icons).

- ✓ Customers are able to view existing certificates and their status
- ✓ Can be applied to subsequent purchases – no need to collect a new cert every time

Collect exemption certificates in the shopping cart

Allows e-commerce retailers to embed CertExpress to collect exemption certificates right at the point of purchase

The screenshot shows a shopping cart interface with a CertExpress exemption certificate form overlaid. The form is titled "Business Information - North Carolina" and includes sections for "Business Information", "Type of Business", and "Reason for Exemption". A "Place Order" button is visible at the bottom right of the form. To the right of the form, a summary table shows the order total, shipping, tax, and a highlighted "Is this purchase tax-exempt?" checkbox.

OFFER OF THE DAY Get 10% off on orders over \$500

My Account | Contact

The Warehouse

Business Information - North Carolina

You are completing the North Carolina Streamlined Sales and Use Tax Agreement Certificate

Business Information

Select Yes if this certificate is for a single purchase

Please select one of the following...

Select an exemption number type

Please select one of the following...

Type of Business

Select your type of business

Please select one of the following...

Reason for Exemption

Select your reason for exemption

Fill Online Upload

Order	\$446.00
Shipping	\$10.00
Tax	\$31.00
Total	\$487.00

Is this purchase tax-exempt?

Place Order >

- ✓ Launch CertExpress right at the point of purchase
- ✓ Collect & store certificates in ECM
- ✓ Apply the exemption to customer's real-time transaction calculations in AvaTax

Where is the sale sourced?

Access existing exemption certificates on file or easily collect new ones in-store

Exemption Certificate Wizard

Type of Business

– Select Exemption Number Type * –

– Select Business Type * –

Reason for Exemption

– Select Exemption Reason * –

Signer Information

Name: *

Title: *

09/24/2015

All fields marked (*) are required to process your certificate.

Clear Signature

Sign your name above with your mouse and click "Create Certificate".

Start Over Create Certificate Cancel

Certificate generation powered by CertCapture.

How it works

- In-store employees can access ECM via a smartphone or tablet, or POS with internet access
- Quickly check to see if the customer has an existing certificate is on-file
- If not, they can collect it in a few clicks

Compliance Document Managed Services

Best practice: Engage Avalara SMEs to help you convert from paper to digital

Why Managed Services?

- ✓ Experts to convert your business from manual (paper) process to digital
- ✓ Subject Matter Experts in Compliance Documents / Exemption Certificates
- ✓ Allows focus on other aspects of the tax compliance project and revenue generating tasks
- ✓ Power Users
- ✓ Campaign Support (respond to buyer questions)
- ✓ Validation Rule Best Practices / Guidance



What's included?

- ✓ One Time (legacy) additions/conversion
- ✓ Certificate validation
- ✓ Tax ID Verification
- ✓ Customer campaigns (email and postal)
- ✓ A team of Subject Matter Experts
- ✓ Customized Validation Rules
- ✓ Ongoing additions and maintenance
- ✓ Reporting assistance
- ✓ Customized Validation Rules

Demo

AVATAX | PSE DEMO | S

- Overview
- Resources
- Customers
- Incoming certificates to review
- Certificate requests
- Customer certificates

Finish setting up

2/6 complete



1 Add to your profile



[Add locations for online marketplace and location-based reporting and filing](#)

[Add a user and set permissions](#)

Done adding to my company profile

2 Connect to AvaTax

Tasks



Certificates expiring
within 30 days

14



Incoming certificates to
review

76



Customers missing
certificates

198

Favorites



Add a customer



View all customers



Add a certificate



Request certificates from
customers



View all certificates



ECM Reports

Resources



Avalara tax answers



Tax laws



Exempt entities



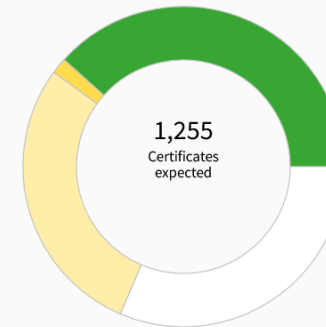
Certificate library

Insights

Compliance overview ?

You have **38%** of the certificates you need from customers

Expected	Valid	Needed
1,255 certificates	487 certificates	768 certificates



- Valid certificates (487)
- Invalid certificates (10)
- Certificates expired (361) ?
- Missing certificates (397)

Exemption certificate 1838

Certificate History

Customers

[Add a customer](#)

New Cust Sept 22 2022 : 9222022 X

Region covered by this certificate

Florida X

Reason for the exemption

Resale X

Effective

10/11/2022

Florida taxpayer ID

Expiration [Reset to default](#)

12/31/2022

Limit this exemption to one document or purchase order

Select a status

Certificate status

Valid

Save

Cancel

[Delete this certificate](#)

[+ Add a comment](#)

Form reader

Image scan results

No issues found

[Verified by Avalara](#)

Details

The certificate appears to be complete and valid

[Replace certificate](#)



[Split certificate](#)

[Attach a file](#)



2022 Florida Annual Resale Certificate for Sales Tax

DR-13
R. 10/21

This Certificate Expires on December 31, 2022

Business Name and Location Address

Certificate Number

AVALARA INC
512 S MANGUM ST STE 100
DURHAM, NC 27701-3973

78-8015087723-4

By extending this certificate or the certificate number to a selling dealer to make eligible purchases of taxable property or services exempt from sales tax and discretionary sales surtax, the person or business named above certifies that the taxable property or services purchased or rented will be resold or re-rented for one or more of the following purposes:

- Resale as tangible personal property
- Re-rental as tangible personal property

Certificates

[ECM reports](#)

Search by customer name, customer code, or certificate ID

Show only active certificates

Filters

Saved searches

[Certificate details](#)

Certificate status

Regions covered by this certificate

Reason for exemption

Single use purchase order or invoice number

Certificate IDs

Certificate ID <input type="button" value="↑"/>	Customer name	Customer code	Region	Exemption reason	Effective	Expiration	Status
1889	Smith Industries	23232	Georgia	Resale	10/4/2022	12/31/9999	<input type="button" value="Valid"/> <input type="button" value="..."/>
1888	Smith Industries	23232	Georgia	Resale	10/4/2022	12/31/9999	<input type="button" value="Valid"/> <input type="button" value="..."/>
1887	Smith Industries	23232	Indiana	Resale	10/4/2022	12/31/9999	<input type="button" value="Valid"/> <input type="button" value="..."/>
1884	Will's Widgets	1131975	Arizona	Resale	9/29/2022	11/30/2022	<input type="button" value="Valid"/> <input type="button" value="..."/>
1883	DAVE'S MARATHON PRODUCTS	DAVESMARATHONPRODUCTS	Florida	Resale	9/28/2022	12/31/2022	<input type="button" value="Valid"/> <input type="button" value="..."/>
1882	Will's Widgets	1131975	Arizona	Resale	9/28/2022	11/1/2022	<input type="button" value="Valid"/> <input type="button" value="..."/>
1849	Will's Widgets	1131975	Arizona	Resale	9/26/2022	10/31/2022	<input type="button" value="Valid"/> <input type="button" value="..."/>
1839	Will's Widgets	1131975	South	Resale	9/23/2022	12/31/9999	<input type="button" value="Valid"/> <input type="button" value="..."/>

Q&A

Thanks for Joining Us



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