



STATES OF AFFAIR

A PUBLICATION OF MILES CONSULTING

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Dear readers:

We're thrilled to announce the launch of our brand-new interactive map graphic on the Miles Consulting website, which clearly illustrates which states tax the SaaS revenue stream for sales tax purposes. Rolling out this resource feels a lot like those childhood moments when you finally finished a big school project—meticulously coloring in each state, double-checking every detail, and then eagerly waiting to show it off to your classmates and teachers. That same sense of accomplishment and anticipation is exactly how I feel now, as we share this valuable tool with our clients and partners. This map is designed to make the complex world of sales tax compliance for SaaS companies much more approachable, offering a clear, up-to-date view of taxability by state, including local nuances. Check it out [HERE](#). We can't wait for you to explore it and see how it can support your business decisions! Drop us a line with your comments. We'd love to hear if you like it!

This month, we also welcome Alex Hartley to Miles Consulting Group! Alex joins us as a senior tax associate and is based in Colorado. Read more about him [HERE](#). We now have employees in all US time zones – except Hawaii and Alaska. So, we too, feel our clients' pain with physical nexus presence in multiple states.

Additionally, find some articles attached about Maryland's recent changes to taxing SaaS and a summary on how to navigate the California Manufacturing Partial Sales and Use Tax Exemption.

We've also been pretty active in the community the last few weeks. We recently sponsored the Sunnyvale Rotary golf tournament as well as the SMB Auxiliary for Children. The Company also sponsored a national scholarship for AFWA called "The Empowering Women Scholarship". And Miles Consulting will again sponsor and participate in the Making Strides Against Breast Cancer walk on Oct. 5th.

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Hope you enjoy the start of summer and the upcoming July 4th holiday!

Monika & Bill



DISCOVER OUR NEW SaaS SALES TAXABILITY MAP

Navigating the complexities of SaaS and sales tax across different states just got easier! We're excited to introduce our new interactive



SaaS Taxability Map, designed to help you quickly understand which states tax SaaS, where local taxes may apply, and where SaaS is exempt. Whether you're expanding your business or reassessing compliance, this user-friendly tool provides up-to-date information and state-specific details to support your decision-making. Explore the map now and call with us with any questions: [SaaS Sales Tax By State Map](#).

MARYLAND'S NEW SAAS SALES TAX: WHAT SAAS AND TECH COMPANIES NEED TO KNOW

Here at [Miles Consulting Group](#), we understand how important it is for SaaS and technology companies to stay ahead of evolving tax regulations. Maryland's new 3% sales tax on Software as a Service (SaaS) and related digital services, effective July 1, 2025, is a significant change that could impact your business in multiple ways. This article will help you understand what's changing, why it matters, and what steps you can take to stay compliant with confidence.

To read more about Maryland's new SaaS Sales Tax, [click here](#).



HOW TO NAVIGATE THE CALIFORNIA MANUFACTURING PARTIAL SALES AND USE TAX EXEMPTION

The California Manufacturing Partial Sales and Use Tax Exemption, which went into effect July 1, 2014, allows certain manufacturers and biotech



companies to exempt a portion of sales and use tax on purchases of qualified equipment used in manufacturing and R&D (research and development). While it's been around for a few years, it's still a viable benefit for companies purchasing equipment.

To read more about the California Manufacturing Partial Sales and Use Tax Exemption, [click here](#).

MILES CONSULTING WELCOMES ALEX HARTLEY

He has six years of experience in accounting with three of those years being in sales and use tax compliance and consulting. Prior to becoming an accountant, he began his career in the Hospitality Management



industry, which taught him the importance of strong communication, leadership, and teamwork. From there, he has spent time working in accounting for a safari-planning company, a venture-capital accounting firm, and with a top 25 public accounting firm. Sales tax is an exciting and complex area of tax that allows him to utilize his analytical and detail-oriented skills to help clients achieve peace of mind. Outside of work, he enjoys spending time outdoors, traveling with his wife, and spending time at home watching movies with their two cats, Kit and Sophie.

To read more about Alex, [click here](#).

Networking:**NAWBO-SV**

Join us on Wednesday, July 16 from 2 pm to 4 pm for the Beyond the Hype: AI Power Moves. You are invited to our 1 hour interactive workshop that is built for Silicon Valley's small business owners, startup founders, solo consultants, and C-suite leaders who want revenue-driven AI solutions without the tech jargon or complexity. For more information on this event, [click here](#).

To find out more about NAWBO, [click here](#).

AFWA

Monika Miles will be speaking about state tax audits at the Women Who Count Conference in Mesa, AZ from Oct. 21 to Oct. 25, 2025. For more information on the conference, [click here](#).

Stay tuned for more updates on AFWA events. For more info on AFWA, [click here](#).

Educating/Speaking:

Our blogs are frequently featured on [Tax Connections](#).

Don't forget- We do customized multi-state tax presentations for local accounting firms; invite us to do one at your firm! Stay tuned for upcoming webinars!

For more information, please call us at 408-266-2259

About Miles Consulting

Miles Consulting Group is a professional services firm specializing in multi-state tax solutions. We address state and local tax issues for our clients, including general state tax consulting, nexus & taxability reviews, audit support, voluntary disclosure agreements, and other special projects. We also specialize in SaaS and other technology industries. For more information, visit www.milesconsultinggroup.com.

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