



STATES OF AFFAIR

A PUBLICATION OF MILES CONSULTING

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Dear readers:

Happy fall! We hope you're embracing the change of seasons as we head into the 4th quarter of the year. At Miles Consulting, we've been reflecting, connecting, and planning—both as a team and with our clients.

Earlier this month, our whole team came together in person for our first on-site gathering in quite some time. Even though we've been mostly remote since before the pandemic, there's something special about stepping away from Zoom to share a meal and spend time together face-to-face. We dove into the Everything DiSC assessment, learning more about each other's work styles and personalities—and discovering plenty of “ah-ha” moments along the way. Next time we're chatting with you, feel free to ask whether we're D's, I's, S's, or C's—and we might even guess your style too!

On the client side, we've also been having lots of conversations lately about the balance between sales tax software solutions and the value that a consulting firm brings. For SaaS and AI companies especially, the unique compliance issues make that combination even more important. We pulled together our thoughts into a new blog, “How SaaS Companies Can Solve Sales Tax Compliance: A 6-Step Framework That Works.” If checking your nexus and exposure has been sitting on your to-do list all year, now is a great time to tackle it before year-end.

Miles Consulting is once again a sponsor and supporter of the American Cancer Society's Making Strides Against Breast Cancer walk on October 5th in San Jose. We're sponsoring the VIPink tent - recognizing those who raise the most in donations. In her fundraising efforts over the last 25+ years, Monika has raised over \$300,000. [Click here](#) to see where we are this year and to join the fight!

Finally, don't miss our latest content below—including articles on Arkansas vs. Oklahoma sales tax requirements, insights on software compliance,



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and a warm welcome to McKenna Aymard, the newest member of our MCG family.

Fondly,
Monika & Bill



HOW SaaS COMPANIES CAN SOLVE SALES TAX COMPLIANCE: A 6-STEP FRAMEWORK THAT WORKS

You've already started thinking about sales tax compliance. Maybe you've registered in a few states. Maybe you've even bought tax automation software.



But if you're like most SaaS companies we work with, you're still unsure: Are we doing this right? What's missing? And what happens if we've overlooked something important?

The truth is, many SaaS finance leaders, especially CFOs, Controllers, and Heads of Finance, are unintentionally non-compliant. Not because they've ignored the rules, but because the rules are confusing, tax software is limited, and guidance is often vague or incomplete.

To read more about how SaaS companies can solve sales tax compliance: a 6-step framework that works, [click here](#).

Before you Buy Sales Tax Software: What Every SaaS and Tech Company Needs to Know

At Miles Consulting Group, our mission is to ensure that our SaaS and technology clients are fully

informed about their sales tax obligations and the risks that arise when nexus is created.



There's no doubt that automated tax software solutions can be extremely valuable when implemented, integrated, and managed correctly. But software is not always the simple, streamlined solution it appears to be.

When used too early or in the wrong way, it can create more issues than it solves.

To read more about what SaaS and tech companies need to know before buying sales tax software, [click here](#).

MILES CONSULTING WELCOMES MCKENNA AYMARD

With just over four years of experience in the tax industry, she started her career in tax at a tax resolution and compliance start-up. She then spent two and a half years in the multistate tax practice at a



Big 4 professional services firm. Most of her role involved doing indirect tax consulting, and in state compliance, where she dealt with complicated tax issues and honed in on legal research and writing skills. She went to Liberty University for both her Bachelors in Political Science and Masters in Business Administration. She also went to Loyola Law School in downtown Los Angeles. She is passionate about serving team and client needs, specifically in sales and use tax, where she gets to use both her accounting and legal skill sets.

Outside of work, she enjoys running marathons, indoor cycling, Yelp reviewing, and family nature walks with her dog and husband.

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

OKLAHOMA & ARKANSAS AND SALES TAX- SaaS, SOFTWARE AND OTHER

This month, we continue our blog series with a contrast of a couple of states in the southern plains— Oklahoma and Arkansas – specifically their treatment of technology items for sales tax purposes.



To read more about the tax landscape in Oklahoma and Arkansas, [click here](#).

Networking:

[NAWBO-SV](#)

Join us on Tuesday, October 7 from 5 pm to 6:45 pm for a virtual event called NAWBO Journeys. In this virtual interactive event, you'll hear exciting business story-telling and relationship building stories from NAWBO members. 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:

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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