



STATES OF AFFAIR

A PUBLICATION OF MILES CONSULTING

In This Issue:

- Sale Tax Compliance for Foreign SaaS and Tech Companies Scaling in the US: Your Strategic Guide
- How To Assess Sales Tax on Your SaaS Add-Ons: Implementation, Training, AI Features, and More
- Kansas & Nebraska and Sales Tax- SaaS, Software and Other

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Dear Readers:

Tax season is in full force, and for many businesses that means juggling deadlines while also trying to keep pace with tax laws that don't stand still. Between continued state by state shifts in economic nexus, evolving guidance on digital products and services, and new interpretations around sourcing and exemptions, it's never been more important to step back and make sure your approach is both compliant and strategic.

In this month's newsletter, we start with a practical guide for foreign SaaS and technology companies scaling in the U.S., with a focus on the sales tax obligations that can arise sooner than expected and how to address them before exposure grows. We then take a closer look at a topic we're seeing more and more often: how to assess sales tax on SaaS add ons, including implementation, training, support, and emerging AI driven features that may be treated differently depending on the state.

We also continue our state comparison series with a look at Kansas and Nebraska and their treatment of software, SaaS, and other technology items for sales tax purposes, an important read if you're expanding into the Great Plains or serving customers there. Whether you're assessing nexus, revisiting product taxability, or preparing for an audit, our team is here to help you navigate the changes with clarity and confidence.

Fondly,
Monika & Bill





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SALES TAX COMPLIANCE FOR FOREIGN SAAS AND TECH COMPANIES SCALING IN THE US: YOUR STRATEGIC GUIDE

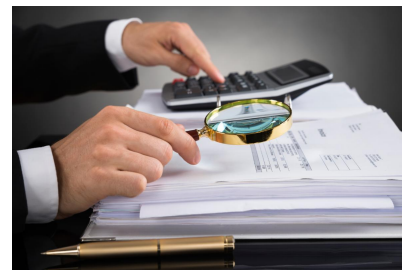
The US SaaS market represents roughly 50% of global SaaS revenue and is forecast to reach the mid-\$200 billion range by the early 2030's. With over 17,000 SaaS companies operating in the US alone and the average company now using 275 SaaS applications, the market opportunity is undeniable. For foreign SaaS, tech, and AI companies, the question isn't whether to scale in the US but how to do it successfully while understanding the regulatory requirements that come with that growth.



To read more about Sales Tax Compliance for Foreign SaaS and Tech Companies Scaling in the US, [click here](#).

HOW TO ASSESS SALES TAX ON YOUR SAAS ADD-ONS: IMPLEMENTATION, TRAINING, AI FEATURES, AND MORE

Your SaaS products or services probably look different today than they did two years ago. Many SaaS and technology companies are now adding AI capabilities to their products, including AI-powered analytics, machine learning features, or intelligent automation alongside core subscriptions. At the same time, they continue to bill separately for implementation, training, and ongoing support.



To read more about sales tax on SaaS add-ons [click here](#).

MIDWEST SALES TAX SPOTLIGHT: KANSAS VS. NEBRASKA ON

TECHNOLOGY ITEMS

This month, we continue our blog series with a contrast of Great Plains States— Kansas and Nebraska – specifically their treatment of technology items for sales tax purposes.



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

Networking:

[NAWBO-SV](#)

Join us on Thursday, April 23, from 11:30 a.m. to 1:30 p.m. for the Corporate Partner Luncheon at the DoubleTree by Hilton in Campbell, CA. Miles Consulting Group is proud to be a Corporate Sponsor of this event.

The luncheon brings together corporate decision-makers and women entrepreneurs to spark high-impact collaboration and strengthen Silicon Valley's business ecosystem. For more information on this event, [click here](#).

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

[AFWA](#)

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

Educating/Speaking:

Monika will be speaking at the ABA-IPT Conference on Wednesday, March 18 in New Orleans. She will be a panelist on a seminar titled "Steering Automation with a Firm Hand: Crafting Strategy, Selection, and Oversight in True New Orleans Style." For more information on the conference, [click here](#).

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
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