



STATES OF AFFAIR

A PUBLICATION OF MILES CONSULTING

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- Nexus and Sales Tax: Does Your SaaS Company Have Obligations in Other States?
- Who is Actually Responsible for Sales Tax Taxability Analysis at Your SaaS Company?
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Dear Readers:

Welcome to this month's Miles Consulting Group newsletter, your essential briefing on SaaS growth and sales tax compliance. As we wrap up Q1 and find ourselves well into 2026, now is the perfect time to review your multi-state obligations and ensure nothing slips through the cracks. With the U.S. SaaS market on track for the mid-200-billion-dollar range and over 17,000 companies competing for a piece of the pie, understanding nexus and sales tax requirements is mission critical whether you are a domestic market leader or an international entrant.

In this issue we explore whether your SaaS company has sales tax obligations beyond your home state, unpack who within your organization should own the taxability analysis as your offerings evolve with AI-powered features and add-on services, and turn our state spotlight to two of New England's most distinctive markets, Vermont versus Maine, and their differing treatment of technology transactions. Discover why cloud-based services became taxable in Vermont as of July 1, 2024, while Maine generally exempts SaaS when nothing is downloaded, and learn how these contrasts can affect your invoicing, compliance strategy, and bottom-line revenue.

We also share details on the NAWBO-SV Corporate Partner Luncheon on April 23 and highlights from Monika's recent ABA-IPT Conference panel in New Orleans, where she spoke on "Steering Automation with a Firm Hand: Crafting Strategy, Selection, and Oversight in True New Orleans Style."

There is still time to sharpen your compliance strategy for Q2, whether that means scheduling a tailored multi-state tax presentation for your firm or revisiting your existing processes. Read on to stay ahead of the curve.

Fondly,
Monika & Bill

Address: 3150 Almaden
Expressway, Suite 110
San Jose, CA 95118

Phone: 408.266.2259

Email:
info@milesconsultinggroup.com

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NEXUS AND SALES TAX: DOES YOUR SAAS COMPANY HAVE OBLIGATIONS IN OTHER STATES

Looking to grow your SaaS business beyond state lines? As your customer base expands, your sales tax obligations can quietly multiply,



and many companies only discover their nexus responsibilities when enforcement arrives. In our article “Nexus and Sales Tax: Does Your SaaS Company Have Obligations in Other States?” you will learn how economic thresholds, remote workers, and bundled services can create unexpected nexus, why having nexus does not always mean you owe tax on every product, and what steps to take if you suspect unaddressed exposure.

Ready to find out where your company stands and avoid surprises down the road? Continue reading the full article [here](#).

WHO IS ACTUALLY RESPONSIBLE FOR SALES TAX TAXABILITY ANALYSIS AT YOUR SAAS COMPANY?

Expanding your SaaS footprint means more than landing new customers. It means navigating a patchwork of state sales tax



rules that can expose your business and leadership to unexpected risks. Who in your organization truly owns the taxability analysis that determines what you must collect, where you must register, and how to defend your position?

In our article “Who Is Actually Responsible for Sales Tax Taxability Analysis at Your SaaS Company?” we uncover the common blind spots that leave mid-market tech firms exposed, from blurred finance and legal boundaries to misconfigured billing platforms, and explain how to assign clear ownership of your sales tax analysis before an audit catches you off guard.

Ready to eliminate ambiguity and safeguard your revenue? Continue reading [here](#).

NORTHEAST SALES TAX SPOTLIGHT: VERMONT VS MAINE ON TECHNOLOGY ITEMS

Discover why your SaaS, software, and digital goods might face a very different sales tax fate in Vermont versus Maine. From Vermont's new cloud computing levy to Maine's download-only tax rule, understanding these state-by-state quirks can protect your revenue and keep you compliant. Click [here](#) to dive into the details.



Have questions? Our team at Miles Consulting Group is ready to guide you! Reach out at info@milesconsultinggroup.com.

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 spoke at the ABA-IPT Conference on Wednesday, March 18 in New Orleans. She was 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 www.milesconsultinggroup.com.

Miles Consulting Group Inc. | 3150 Almaden Expressway Suite 110 | San Jose, CA 95118 US

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