



GLOBAL VAT MANAGEMENT AND
ADVICE UNDER ONE UMBRELLA

CLEAR, PRACTICAL, COST EFFECTIVE SUPPORT



Who are Essentia?

We are specialists in global VAT management. We help businesses to manage their worldwide compliance and cost burden with respect to VAT and similar taxes, effectively and ethically. For some of our clients this can take the form outsourcing VAT related functions to us; for others we provide the advice, training and resource support necessary to deal with VAT in-house.

Why use us?

Essentia offer a broad spread of services under one umbrella that can be tailored to the client's specific needs. We provide effective solutions that enable already over stretched VAT professionals to manage everything from the preparation and timely submission of VAT declarations through to focused staff training, structuring and resourcing of the in house VAT function. The ultimate aim of this holistic approach is to ensure a more efficient, transparent and manageable VAT functionality.

Our Unique Global One Stop Shop Solution

We view VAT in terms of costs and obligations to be effectively managed. If you come to us for advice we will tell you what we think, in a manner that is clear and simple. We will never charge you for advice you can't understand because we think that's not good advice.

Our key role is to help businesses deal with their VAT obligations in the most effective way, as well as reduce their costs where it is reasonably possible to do so within the law. To do this effectively we guard our good reputation with the fiscal authorities with whom we deal.

We do not advise on aggressive VAT avoidance and we do not sell 'schemes'. Nor do we assist in defending any criminal or civil cases where dishonesty has been involved. There are other advisors who fill those spaces, we respect their skills and leave this field to them.

Key services covered



VAT Registration, VAT Return EC Sales, Intrastat Filing

It's increasingly common in the globalized world that businesses find themselves dealing with a number of new or existing VAT registrations across a range of jurisdictions. Managing these can be technically complex, time consuming and can involve unpredictable costs for a business.

Essentia offers a complete VAT registration, VAT return as well as EC sales and Intrastat filing service on a multi-country basis for businesses wishing to outsource some or all of their VAT compliance obligations. This enables clients to tap into our VAT expertise and local

authority relationships in a highly cost-effective manner and focus their own staff on adding value in other areas. Our VAT processes have also been designed so that they are friendly toward corporate governance rules such as SOX, JSOX and the UK SAO provisions; we can provide packaged documentation in support of these requirements as and when required. Our clients vary from major multinationals or blue-chip companies to small and medium sized organizations that have cross border VAT requirements, offering a cost effective and efficient 'one stop shop solution'.

Fiscal Representation

Doing business in certain countries will require you to appoint a local fiscal representative that is jointly liable for all the VAT owed by your company to the local authorities. A common example of this arises with non EU companies supplying goods or services within the EU. Essentia offers fiscal representation to ensure your business is compliant with local VAT laws and can carry out all the necessary VAT obligations on your behalf.

Essentia's service offering include:

- VAT registration is swiftly obtained from the local VAT authorities.
- We can advise you on complying with local VAT laws.
- We will make sure all the necessary VAT returns are filed with the local VAT authorities.
- We also handle all inspections and enquiries from the local VAT offices on your behalf.

Import VAT

When foreign businesses import goods into the EU or other jurisdictions, there is a legal requirement to pay local import VAT and customs duties on most goods. As a result, importation of goods into a foreign country can create a number of tax issues:

- How to recover the VAT incurred and not turn it into a bottom line cost.
- How to minimize customs and excise duty costs.
- How to achieve cost minimization priorities in a way that does not slow down or interfere with the smooth transit of goods through customs borders.

Essentia can assist with this in a number of ways:

- Identifying optimal importation regimes.
- Reviewing tariff classifications.
- Implementing inward processing relief (IPR) and outward processing relief (OPR) schemes.
- Applying VAT deferment schemes on your behalf.
- VAT registration and compliance where necessary.
- Fiscal representation.

VAT Recovery Services

As businesses increasingly trade cross-border they increasingly encounter foreign VAT costs. These may be single big ticket items (for instance a business undertaking a foreign installation contract that is hit by VAT on sub-contractors' fees) or smaller things (such as salespersons' hotel, travel and subsistence costs) that add up over time. Many businesses simply accept this foreign VAT as a cost – it is estimated that billions of Euros are lost each year this way. However, in many jurisdictions there do exist mechanisms for foreign companies to recover these costs. The rules vary from state to state so the actual lodging of these claims can be quite onerous, but Essentia can either equip you with the skills to do this in-house or can take the whole process off your hands on an outsourced basis. Our fees are normally based on VAT successfully recovered, so you have nothing to lose. Many are also aware that it is possible in certain instances to claim this VAT back but many neglect to do so simply because it is too difficult as well as time consuming.

Typical instances where businesses can incur large amounts of VAT include:

- International events, exhibitions and conferences.
- Travel and entertainment expenses.
- Supply and install contracts.
- Purchase and resale of goods in another jurisdictions.
- Print and sell deals in the publishing industry.
- Tooling deals in the auto industry.

Essentia VAT reclaim services include:

- Onsite audit services to determine which invoices offer the chance of VAT recovery.
- Full VAT reclaim processing and submission service.
- Ongoing support and advice to maximize your claim advice and support if you would prefer to run the process in-house.

VAT Training

While systems and processes are, of course, important, the true foundation of good VAT compliance and management in any organization is knowledge. However, in properly equipping staff with the knowledge and skills they need a business can face a number of challenges:

VAT impacts different parts of the business in very different ways – an AP team may need knowledge that is focused on invoice requirements and tax recovery rules; an AR team may need knowledge on the liabilities and rates to apply; a sales team may need to know how it impacts pricing and whether there are any hidden VAT costs in vouchers, gifts or special offers; a financial controller will need a strategic over view of all those things.

Multinational businesses need to equip staff with knowledge relevant to the jurisdictions in which they operate.

Training needs to take account of the culture and background of staff – for instance the approach necessary for a European accountant who has spent their entire career in a VAT environment may be quite different to that for a US one for whom VAT may be entirely new.

Staff movement and promotion means that good training is an ongoing process, not a one-off task.

Training should leave a legacy of materials and tools so that its benefit continues to be felt long after a course ends.

At Essentia, we have extensive experience of delivering properly focused training across a wide range of functions, jurisdictions and cultures. We do not believe in giving standardized presentations full of information that you don't need. A typical training project would consist of:

Working with you to define the people who require training and their exact needs.

Preparing a presentation that is focused, lively and wherever possible uses 'live' examples from your business.

Making sure that trainees go away equipped with tools to apply their new knowledge on a daily basis. Often, we find it helpful to place training in the context of our other services. For instance, we have found that a very useful approach for shared service centres can be to perform a review of processes first, followed by training that then focuses on the issues that come to light and functions as a 'surgery' to which staff can bring their problems, not just a dry classroom lecture.



Why outsource to Essentia?



It is vital that you choose a suitable partner with the relevant expertise to complement your business requirements. Essentia are perfectly placed to offer you clear practical and cost effective support.

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