

THOMSON REUTERS

ONESOURCE™



ONESOURCE Determination Implementation Partner Program

Expand your business while providing a best in class
sales tax solution to customers

Become a ONESOURCE Determination Implementation Partner

Expand your business while providing a best in class sales tax solution to customers

Partnering with Thomson Reuters means partnering for success. Differentiate your company by adding a new solution to accelerate customer and sales growth. Empower yourself with exceptional training to solve your customers' tax needs through easy-to-implement, innovative tax technology.

By becoming a ONESOURCE Determination Implementation Partner, you can provide a best in class, cost-effective solution to customers while expanding your own business and increasing revenue. Our partner program produces quantifiable results while giving your business a competitive edge.

ONESOURCE Determination

Determining correct sales and use tax, VAT and GST is more challenging than ever before. On top of this, many companies are dealing with staffing challenges and outdated or manual tax management processes. Help your customers automate the calculation of sales and use tax, VAT, and GST with ONESOURCE Determination – backed by the trusted expertise of Thomson Reuters. From address validation to recording transaction history, ONESOURCE Determination makes it easy for customers to get tax right the first time every time.

What you get with the ONESOURCE Determination Implementation Partner Program



Differentiate through expertise

Grow your business through expert-led training.



Build a thriving practice

Turn the complexity of tax into a new opportunity for your business.



Lead through innovation

Help customers transform their business through cutting-edge technology.



Increase your bottom line

Receive between 15% – 25% on an initial sale and up to 12% on renewals.

Partnership levels

We offer three levels of partnership with varying benefits. Choose the level that best fits the needs of your business.



Benefits

	Registered	Silver	Gold
Access to Thomson Reuters ONESOURCE Determination partner portal	✓	✓	✓
Web based sales training	✓	✓	✓
ONESOURCE product collateral	✓	✓	✓
Access to ONESOURCE technical documentation	✓	✓	✓
ONESOURCE technical training curriculum	✓	✓	✓
Use of Thomson Reuters partner logos	✓	✓	✓
Thomson Reuters customer case studies	✓	✓	✓
Implementation support via ticket system		✓	✓
Implementation support (SLA)		✓	✓
Listing on TRTA.com website		✓	✓
Eligibility for promos		✓	✓
Joint marketing campaigns		✓	✓
Participation in joint case studies		✓	✓
Co-branded ONESOURCE product collateral			✓
Direct access to Thomson Reuters professional services team			✓
Sponsorship of events and joint marketing events			✓
Dedicated partner manager			✓
Joint webinars to prospects			✓
Customized sales training			✓



Requirements

Registered	Silver	Gold
Integration technical course completion	Integration technical course completion	Integration technical course completion
Implementation principles technical course completion	Implementation principles technical course completion	Implementation principles technical course completion
No influenced revenue commitments	Drive \$150,000 in ONESOURCE License Revenue Annually	Drive \$250,000 in ONESOURCE License Revenue Annually
No renewal commitments	Achieve 90% renewals on ONESOURCE contracts with your customers	Achieve 98% renewals on ONESOURCE contracts with your customers
1 public-facing customer reference annually	2 public-facing customer references annually	3 public-facing customer references annually

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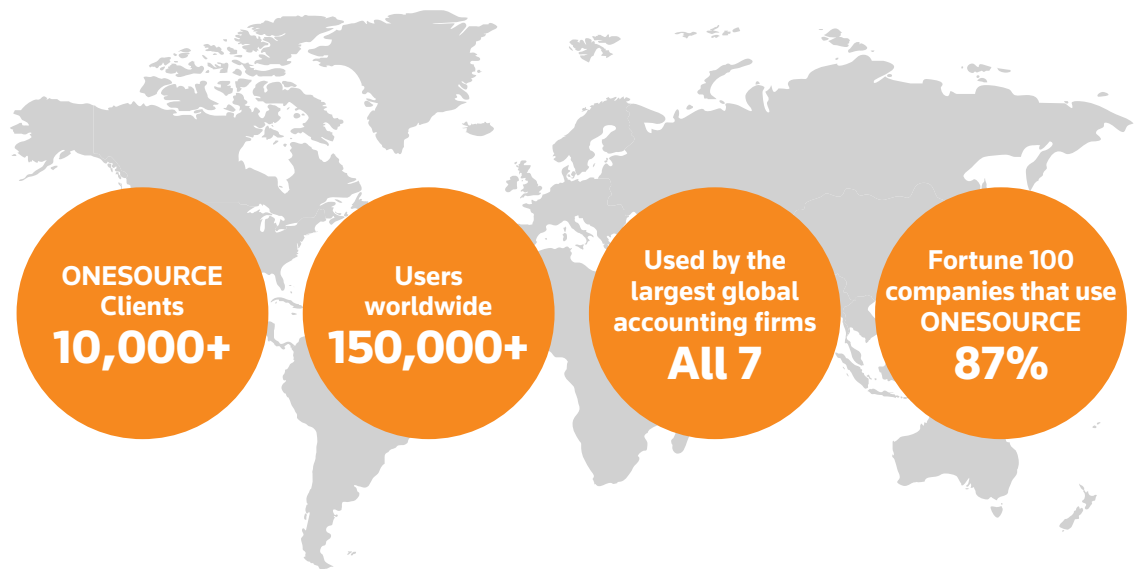
Thomson Reuters ONESOURCE is the industry's first leading corporate technology platform, facilitating global tax compliance and accounting decision-making. Supporting over 190 countries, ONESOURCE helps companies stay in compliance, avoid penalties and audits, save time, and increase efficiency through every step of the tax lifecycle, including corporate income tax, indirect tax, property tax, tax information, reporting, transfer pricing, data management, and internal processes.

For more information, visit tax.tr.com/onesource.

Thomson Reuters®

Thomson Reuters is the world's leading source of news and information for professional markets. Our customers rely on us to deliver the intelligence, technology and expertise they need to find trusted answers. The business has operated in more than 100 countries for more than 100 years. Thomson Reuters shares are listed on the Toronto and New York Stock Exchanges (symbol: TRI).

For more information, visit tr.com.



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tax.tr.com/determinationpartner