

## The two most important things to know about TELECOM COMPLIANCE:

### #1 ▶ Don't mess with the FCC!

Register and implement a compliance program before your first sale.

### #2 ▶ Don't forget about state and local taxes and regs!

Have a plan to monitor and address risk exposure that evolves as your company grows.

**Fortunately**, for those in the rapidly advancing world of communications, robust competition and low barriers to entry have driven the U.S. telecom marketplace into becoming a \$1.4 trillion dollar industry.

**Unfortunately**, in order to take advantage of this burgeoning business opportunity you, as a provider, have some hurdles to overcome. Telecom providers of all stripes and sizes, from traditional telephony to wireless and even VoIP, must contend with an archaic, complex and diverse patchwork of tax and other regulatory impositions all across the country.

So how can well-intentioned, law abiding businesses, participate in the exciting telecom industry without having every *Dollar* in revenue cost them *Two Dollars* in compliance expenses?

#### STEP 1:

- **Comply with the Federal Communications Commission's rules and regulations from Day 1.** Unlike many other authorities, the FCC is inflexible and does not bend to accommodate the "but we're a start-up and our revenue is de minimis" excuse.

#### STEP 2:

- **Know where you're exposed to other Taxes and Fees and engage in Risk Management to help you decide when, where, how and how much to pay to come into compliance in the State and Local jurisdictions where your company is deriving revenue.** Don't fly blind or you're likely to crash. Instead, let the data illuminate and help drive your compliance decisions while simultaneously managing your compliance costs. Comply based on risk.

The **Compliance Group** is proud to announce a new service designed to bring companies in compliance with FCC requirements and monitor risk as they grow.

As an authorized CCH SureTax partner, we are able to use the most comprehensive set of communications tax data to help you create a program that mitigates your risk while maximizing your budget.

The *Compliance* Group is a proud partner of CCH SureTax, the premier Telecom Tax and Fee database and software vendor. Combined with SureTax, The *Compliance* Group has created an exclusive offer that allows you to enter the market affordably and manages your expenses as you grow.

Dealing with tax and regulatory issues is complex, nothing easy is ever worth it. But, with the right team at your side, it can be done both efficiently and cost effectively while still being done right. Do not let the fear of tax and regulation stop you from capitalizing on the greatest period in our history for opportunity in the communications market.

## OUTSOURCED COMPLIANCE SOLUTION PACKAGES

	BASIC	ENTRY	GROWTH	MULTI-JURISDICTION
FCC Registration	✓	✓	✓	✓
USAC 499	✓	✓	✓	✓
D.C. Registered Agent	✓	✓	✓	✓
Subscription to Compliance & Reporting (Federal)	✓	✓	✓	✓
Tax Engine Account (For Review Only)		✓		
Risk Monitoring (Quarterly)		✓		
State SOS Registration			✓	✓
State PUC Registration			✓	✓
State DOR Registration			✓	✓
Tax Engine Account (Customer Billing)			✓	✓
Risk Monitoring (Monthly)			✓	✓
Subscription to Compliance & Reporting (Single Jurisdiction)			✓	
Subscription to Compliance & Reporting (Multi Jurisdiction)				✓
Monthly Fee (Plus Admin Costs)	\$225	\$350	\$650	Call for pricing
One Time Set Up*	\$125	\$1,250	\$1,250	Call for pricing

\* **One time Set Up** for Entry and Growing includes mapping of up to 25 products. If additional mapping is required, hourly consulting fees apply. All third party and governmental filing fees and costs are passed through.

**Administrative Costs** include items such as photocopying, postage (US Postal Service only) and applicable credit card or bank processing fees. Administrative Cost Fees are calculated at 5% of the amount/s billed and will be invoiced at the time the Fixed-Fee services are charged or during each billing cycle in which usage-based, consulting services are provided.

**Jurisdiction** for regulatory and tax compliance purposes encompasses filing reports with state-wide Public Utility Commission, Department of Revenues, e911 Public Safety Boards, and a Secretary of State and local regulatory, tax and e911 authorities in a single county and city.