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ISM Launches Sales Tax Connector for Sage SalesLogix CRM and AvaTax

The New SalesLogix AvaTax Connector links popular sales tax calculation engine with Sage SalesLogix CRM at the original point of quote and order entry.

Portland, OR – August 22, 2012 – Information Systems Management (ISM) http://www.goism.com, a business software provider specializing in Sage SalesLogix customer relationship management (CRM) and Sage ERP applications, has developed and released a new **SalesLogix AvaTax Connector**. The bridge technology connects the cloud-based AvaTax sales tax calculation engine with Sage SalesLogix CRM to provide real-time sales tax calculation and compliance.

Having recently joined the Avalara Development Partner program, the first order of business for the team at ISM was to connect AvaTax with the front-office. Stuart Blumenthal with ISM says the arrival of CRM-based sales tax calculation is the result of both market and technological evolution. "Now that CRM is a mature technology, more order processing and other business transactions are taking place in the front office. The SalesLogix AvaTax Connector allows users to calculate sales tax when and where the transaction actually originates – which, for many of our clients, is in their CRM system."

Sage SalesLogix CRM helps companies manage the customer experience across multiple departments, from sales and lead generation to service and support. AvaTax provides cloud-based services for automated sales tax calculation, management, and compliance. While AvaTax has long been available for popular accounting and ERP systems, this marks the first integration widely available for Sage SalesLogix CRM.

Perhaps best of all, Blumenthal points out that the new SalesLogix AvaTax Connector is available for free download by current Sage SalesLogix CRM customers. The new connector also features the following:

- Sales reps can include accurate sales tax estimates when sending quotes.
- AvaTax address validation helps maintain accuracy of customer address information in CRM and automatically synchronizes with and updates the accounting or ERP database.
- Orders processed in Sage SalesLogix CRM will automatically transfer accurate sales tax data into the accounting or ERP software.

Developed by ISM and distributed by Avalara, the SalesLogix AvaTax Connector is free to current and active Sage SalesLogix CRM customers. To learn more or download your copy of the connector, go to:
http://www.avalara.com/accounting/sage-saleslogix

With offices in Portland, San Diego, Phoenix, Northern California, and Virginia, ISM provides accounting and ERP software, implementation, training, and support for Sage 100 ERP (formerly Sage ERP MAS 90 and 200), Sage 300 ERP (formerly Sage ERP Accpac), Sage 500 ERP (formerly Sage ERP MAS 500), Sage ERP X3, and Sage CRM Solutions. The company is also a multiple recipient of numerous national awards for its work as a Sage Authorized Partner.

Visit http://www.goism.com for more information about the company or the ERP and technology solutions they provide.

About Information Systems Management (ISM)

ISM began as a small business with one vision in mind: "Simple answers to difficult questions." Their goal was to convert complex technology into tangible business value so their clients get more work accomplished using fewer resources. Keeping that same vision in mind, today ISM has grown to become one of the top Sage resellers and business technology providers in the country.

Their diverse professional staff is uniquely qualified to support all major areas of business technology including Customer Relationship Management (CRM), Accounting, and operations (ERP), and Human Resource Management and Payroll (HRMS). They also implement the most widely used business and accounting software applications on the market including Sage ERP Accpac, Sage ERP MAS 90, Sage ERP MAS 500, Sage CRM, Sage CRM SalesLogix, ACT! by Sage, and Sage FAS Fixed Assets.

Visit http://www.goism.com to learn more about ISM.