



MASTERCLASS SERIES



14. 9. 2021, 17:00 (CEST)

AUTOMATED CROSS-BORDER E-COMMERCE PROCESSES: THE CASE OF INTERNATIONAL VAT COMPLIANCE



Petra Dobrocka
Chief Commercial Officer
at byrd



Courtney Pullen
Country Manager UK
at Taxdoo

byrd

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 **TAXDOO**

**AUTOMATED CROSS-BORDER
E-COMMERCE PROCESSES - THE
CASE OF INTERNATIONAL VAT
COMPLIANCE**



Courtney Pullen

Country Manager UK at Taxdoo

Courtney Pullen has many years of experience in international sales and e-commerce. As a Country Manager UK at Taxdoo, she brings online retailers and tax consultants closer to European-wide VAT compliance in e-commerce and gives an insight into Taxdoo's services.



Petra Dobrocka

Chief Commercial Officer at byrd

Petra is co-founder at byrd and has 10+ years of startup experience, with a strong focus on logistics. At byrd she is responsible for commercial topics, mainly relating to Marketing, Strategic Partnerships and Sales.

About Taxdoo

Taxdoo is the leading VAT solution for e-commerce companies. It has never been easier for merchants to sell their products across borders. However, in turn, they quickly become liable for VAT in foreign countries – the administrative costs and risks associated with this are an increasing burden for them and slow down international trade.

Taxdoo makes VAT compliance easy, affordable, and safe. All required data is retrieved automatically through connectors to marketplaces, shops, and ERP systems. A scalable algorithm calculates all relevant figures on a daily basis, which are then filed by our own international network of tax advisors.

www.taxdoo.com



About byrd

We are a tech-driven third-party logistics and fulfillment company that provides scalable fulfillment services for e-commerce businesses and fast-growing d2c (direct-to-consumer) brands. From warehousing, pick and packing, delivery, and returns management, we take care of the whole fulfillment process for online shops. We aim to become the #1 European e-commerce fulfillment provider, by enabling our customers to access our pan-European fulfillment network and manage their whole fulfillment with our cloud-based all-in-one tool.

www.getbyrd.com



AGENDA

1. CHALLENGES OF CROSS-BORDER SALES AND FULFILLMENT
2. ONE-STOP-SHOP: HOW IT WORKS
3. AUTOMATING VAT COMPLIANCE PROCESSES
4. ASK ME ANYTHING
5. Q&A

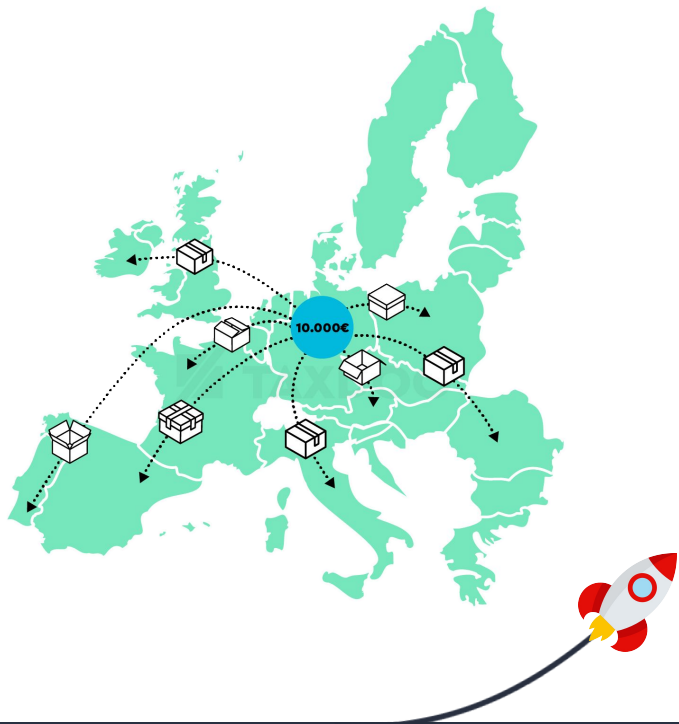
CHALLENGES OF CROSS-BORDER SALES

Courtney Pullen
Country Manager UK at Taxdoo



NEW VAT REGULATIONS FOR CROSS-BORDER B2C SALES:

- Elimination of distance selling thresholds - EU-wide €10,000 threshold
- Difficult to keep track of cross-border B2C-sales
- Parallel compliance structures: local VAT returns vs. OSS
- Determining correct tax rates for all EU-countries

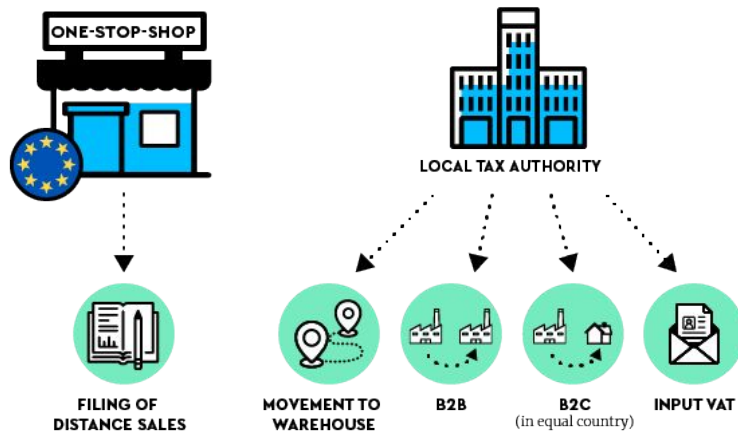


CHALLENGES OF CROSS-BORDER FULFILLMENT

Courtney Pullen
Country Manager UK at Taxdoo



- All cross-border B2C sales must be declared centrally via the OSS.
- When using foreign warehouses, you become VAT liable locally.
- Intra-community movements of goods, B2B and local B2C sales must be declared locally, not via the OSS.
- Therefore, you need a digital solution for the automatic evaluation and filtering of your transaction data.

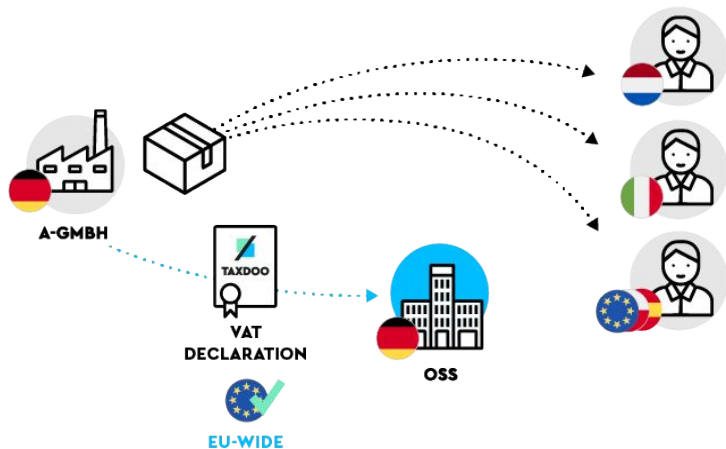


ONE STOP SHOP: HOW IT WORKS

Courtney Pullen
Country Manager UK at Taxdoo

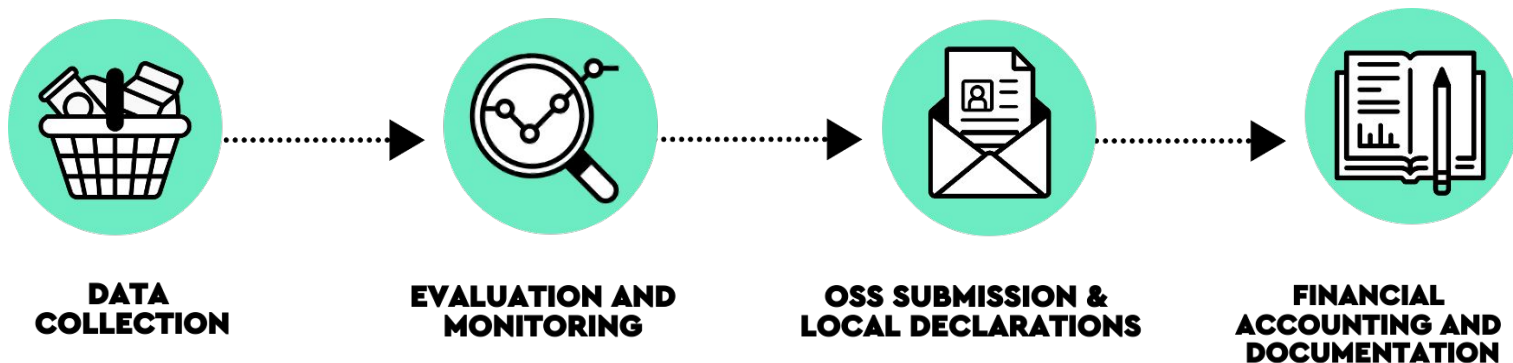


- Only one clearing office; i.e., no more bank transfers to numerous EU states
- VAT returns are submitted quarterly via the local OSS
- The payment deadline is one month after the end of the reporting period
- No more obligations to issue invoices
- Corrections can be made within a future VAT return, by stating the period that has to be corrected



AUTOMATING VAT PROCESSES & PARALLEL COMPLIANCE STRUCTURES

Courtney Pullen
Country Manager UK at Taxdoo



ANNA

ASK ME ANYTHING

Courtney Pullen
Country Manager UK at Taxdoo



Petra Dobrocka
Co-Founder and CCO at byrd



1. When do I need to report via the OSS?
2. When do I need to report via the IOSS?
3. Do I have to declare sales with the tax rate of the destination country?
4. How can I determine the tax rate of my products in another country, e.g. Bulgaria?
5. I have a warehouse in Poland - when do I need to declare my sales in Poland?
6. What do you mean when you say there is no obligation to issue invoices, surely my customers want an invoice for their purchase?
7. What happens with returns? How do I file them on the tax returns?
 - a. What happens if the return goes back to a foreign warehouse? (e.g. German client buys from a Polish warehouse and the return goes back to a German warehouse)? Where & When to report?
8. We ship to UK can we use the IOSS here?



Q&A

CONTACT



Courtney Pullen



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UPCOMING...



MASTERCLASS SERIES



21. 9. 2021, 17:00 (CEST)

EVERYTHING YOU NEED TO KNOW ABOUT SUSTAINABLE PACKAGING FOR THE PEAK SEASON



byrd

x



Packhelp



Magda Sowierszenko
Head of Communications
at Packhelp



Sinem Yazici
Strategy & Partnerships
Lead at byrd

Everything you need to know about sustainable packaging for the peak season

Date: 21. 09. 2021 at 17:00 (CEST)

Sustainability is one of the hot topics in e-commerce. This megatrend is here to stay. Besides the product itself, sustainable packaging is the most visible aspect of greener e-commerce. It is the customer's initial physical touchpoint with the product and is now often considered an extension of the product itself. As for climate-neutral shipping, more and more online shoppers are willing to pay a little extra to have a sustainable packaging solution, and various studies show that sustainable packaging increases the chances of initial and recurring purchases.

THANK YOU

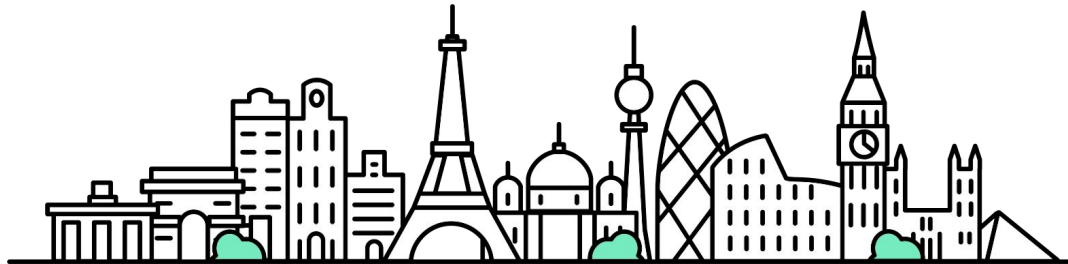
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ARCHIVE

AUTOMATED CROSS-BORDER E-COMMERCE PROCESSES - THE CASE OF INTERNATIONAL VAT COMPLIANCE

BYRD MASTERCLASS

Courtney Pullen
Taxdoo GmbH



AGENDA



Challenges of
cross-border sales and
fulfilment



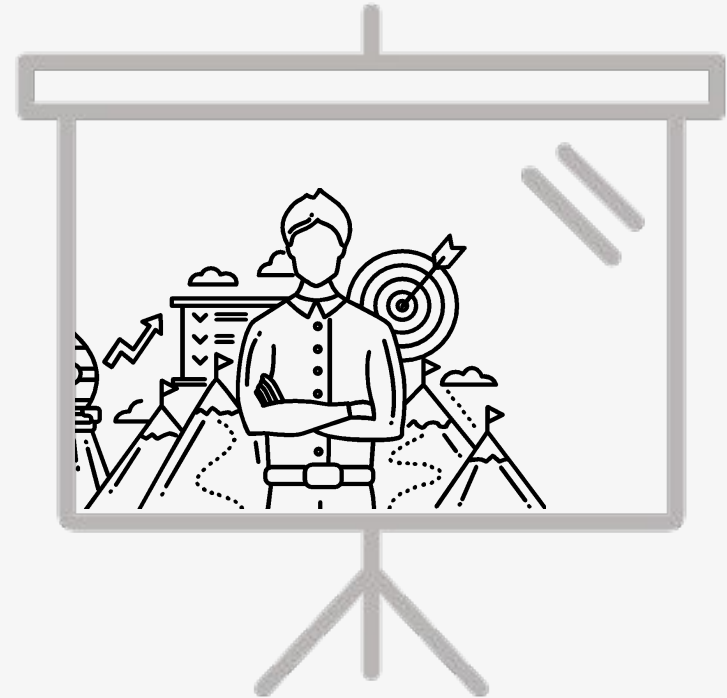
One Stop Shop: How it
works



Automating VAT
compliance processes



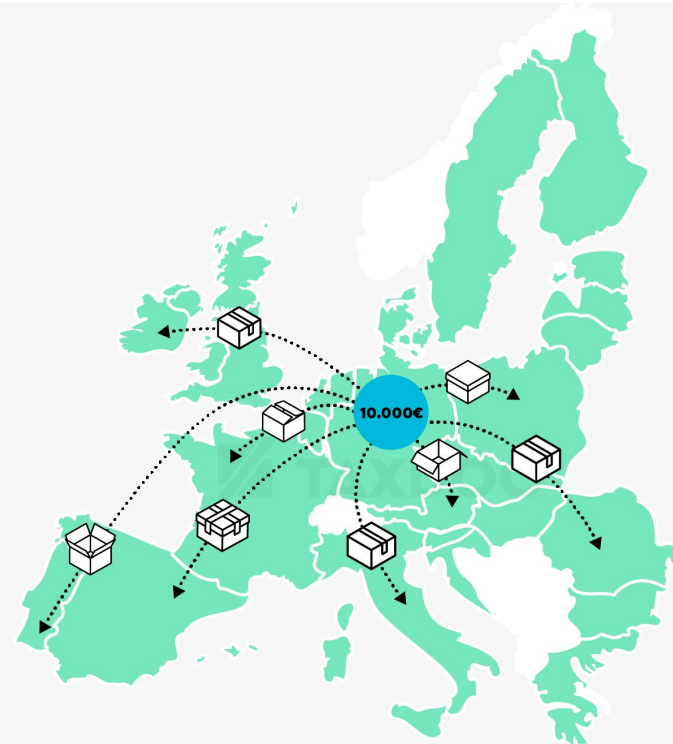
Ask me anything



CHALLENGES OF CROSS-BORDERS SALES

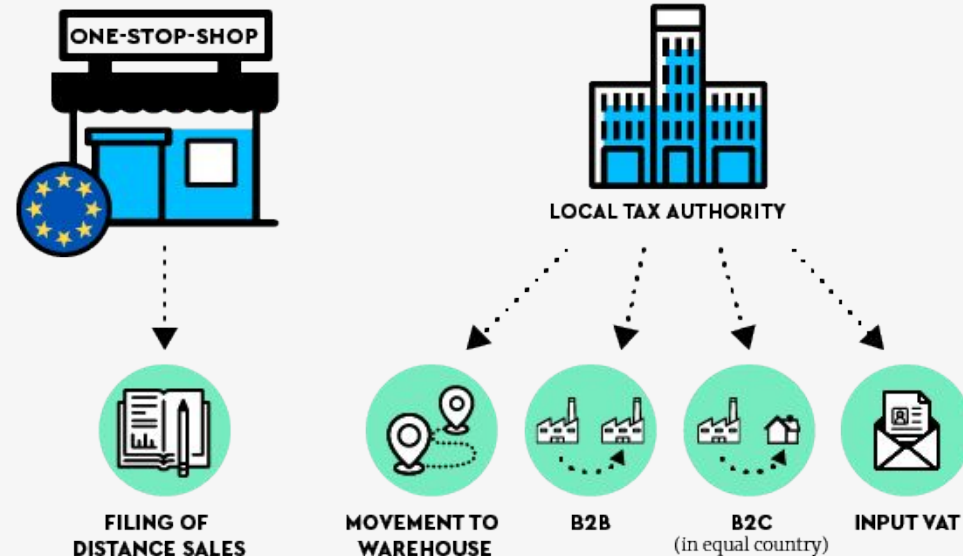
NEW VAT REGULATIONS FOR CROSS-BORDER B2C SALES:

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- **Parallel compliance structures:** local VAT returns vs. OSS
- **Determining correct tax rates for all EU-countries**



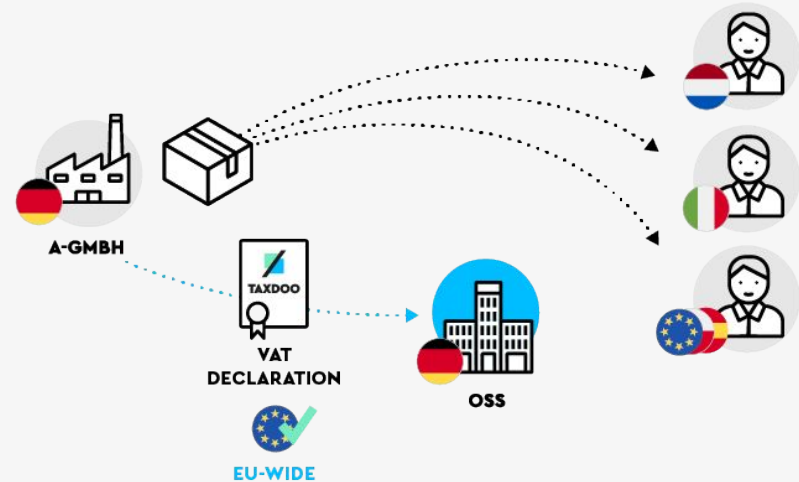
CHALLENGES OF CROSS-BORDER FULFILMENT

- All cross-border B2C sales must be **declared centrally via the OSS**.
- When using foreign warehouses, you become **VAT liable locally**.
- Intra-community movements of goods, B2B and local B2C sales must be **declared locally**, not via the OSS.
- Therefore, you need a **digital solution** for the automatic evaluation and filtering of your transaction data.

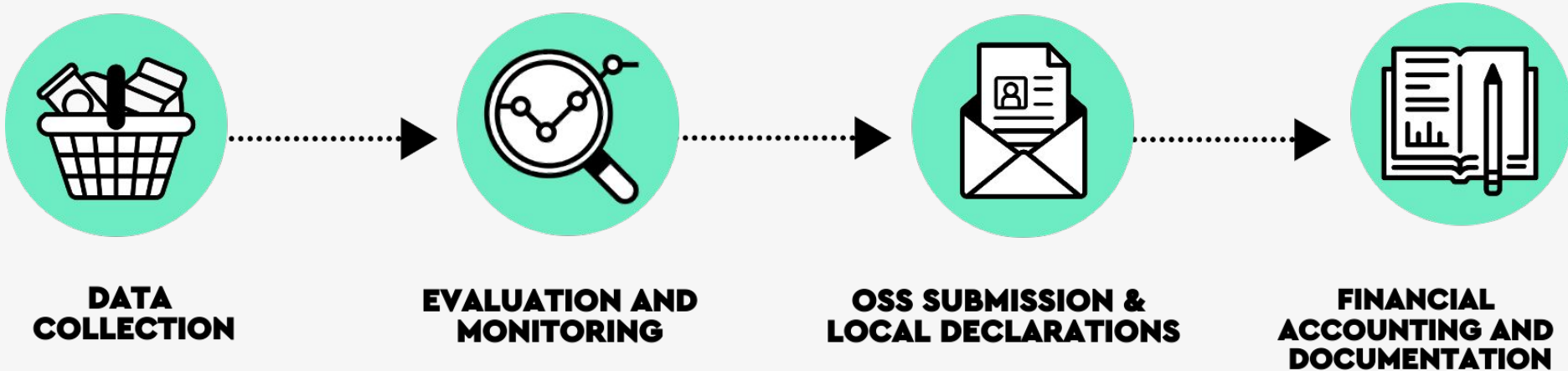


ONE STOP SHOP: HOW IT WORKS

- Only **one clearing office**; i.e., no more **bank transfers to numerous EU states**
- VAT returns are submitted **quarterly** via the local OSS
- The payment deadline is **one month after the end of the reporting period**
- No more obligations to issue invoices
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Automating VAT Processes & Parallel Compliance Structures



ASK ME ANYTHING

1. When do I need to report via the OSS?
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3. Do I have to declare sales with the tax rate of the destination country?
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