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# Digitalization of Tax Profession

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## Contents

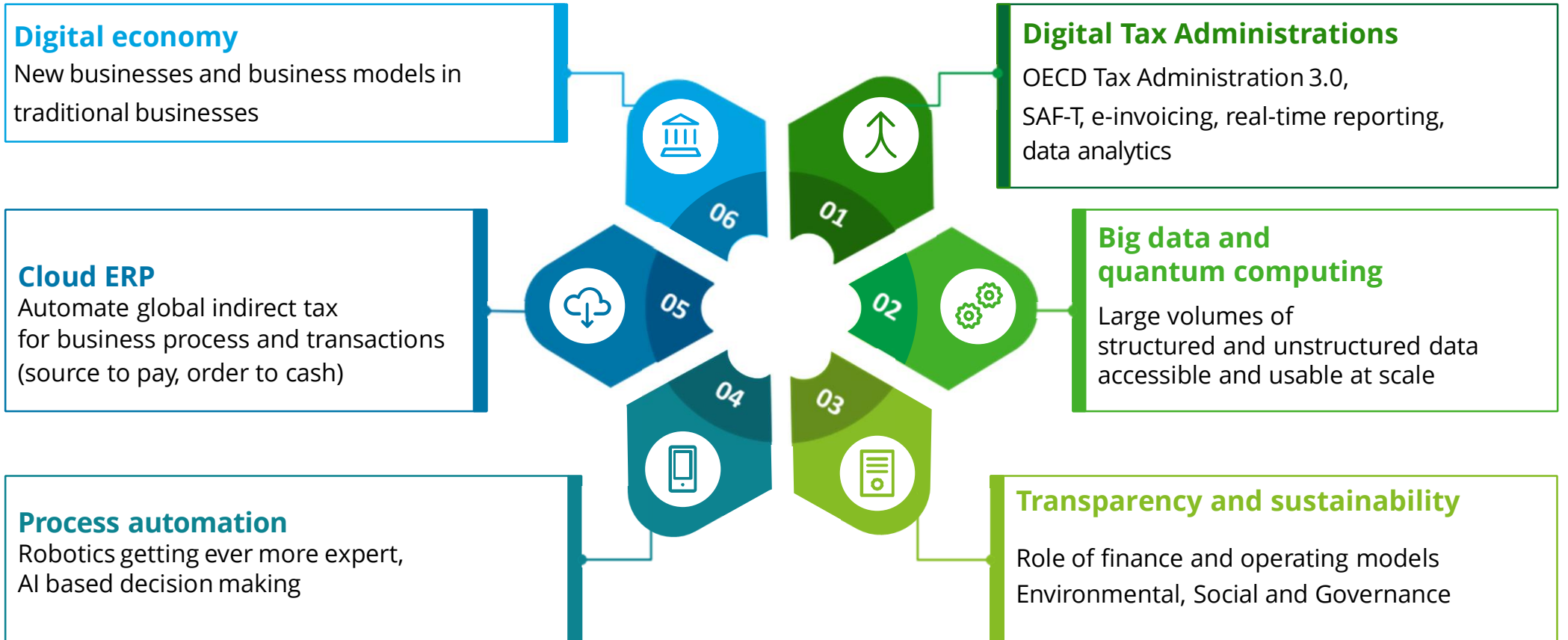
1. WHAT DO WE MEAN BY DIGITILIZATION OF TAX
2. GLOBAL TRENDS DRIVING THE DIGITALIZATION OF TAX (PROFESSION)
3. HOW MULTINATIONAL ENTERPRISES ARE RESPONDING TO THE GLOBAL TRENDS
4. HOW DOES THE DIGITALIZATION OF TAX IMPACT MY DAY - PRACTICAL IMPLEMENTATIONS

The background is an abstract composition of various geometric and organic forms. It features a prominent golden wireframe structure on the right side, resembling a complex polyhedron or a network of interconnected lines. Several golden spheres are scattered throughout the scene, some in sharp focus and others blurred, creating a sense of depth. The overall color palette is dominated by light blue and teal tones, with bright highlights and soft shadows that give the elements a three-dimensional appearance. The lighting is soft and diffused, contributing to a clean, modern aesthetic.

GLOBAL TRENDS

# Trends in shaping tax

Disruptive trends which will define the future of tax



# Trends in shaping tax

## Digital economy

### Digital economy

New businesses and business models in traditional businesses

Increased demand for tax functions to add more strategic value – must be realized faster as companies accelerate business model transformation

### Digital Tax Administrations

OECD Tax Administration 3.0, SAF-T, e-invoicing, real-time reporting, data analytics

### Transparency and sustainability

Role of finance and operating models  
Environmental, Social and Governance





# Trends in shaping tax

Disruptive trends which will define the future of tax

## Digital economy

New businesses and business models in traditional businesses



## Digital Tax Administrations

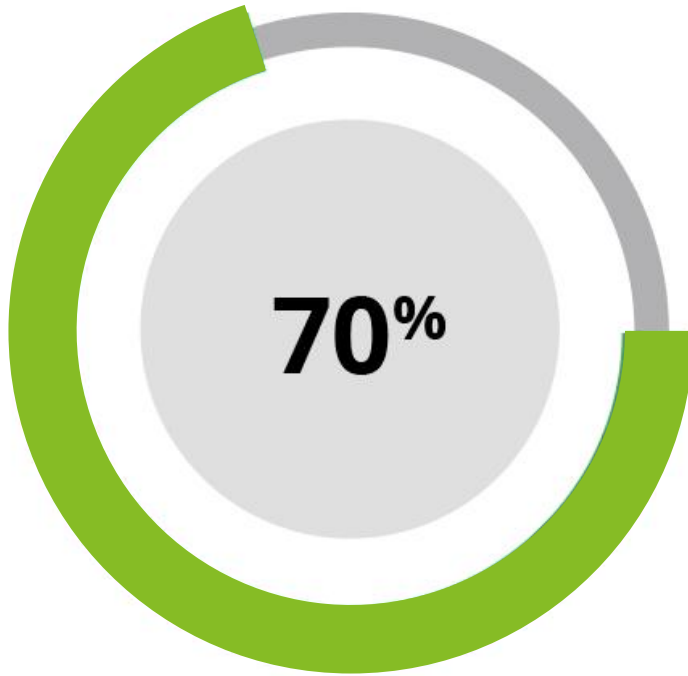
OECD Tax Administration 3.0, SAF-T, e-invoicing, real-time reporting, data analytics

The rapid shift toward digital tax administration requiring significant investments into real time reporting / e-invoicing / additional reporting capabilities

In the lack of real global standard, the investment needs are often country-specific, somewhat unpredictable and definitely hard to evaluate

Tax authorities still have different processes, methodologies and objectives.

# Pressure from the public and regulators



Based on Deloitte's global surveys 70% of tax leaders predict that **revenue authorities** will have **more direct access** to their IT systems within the next **3-5 years**.

Tax leaders surveyed note these as the likely outcomes over the next **3-5 years from tax authorities'** move toward **digital filing and reporting**.\*

*(% of respondents believing the indicated outcomes to be "somewhat likely" or "extremely likely")*

Our in-house tax team will need to spend more time focusing on ensuring systems are configured correctly in compliance risk management processes

75%

Tax authorities increasingly focus on issue-oriented audits instead of broad scope audits

75%

Deeper integration with authorities' systems and processes, with more direct access to our systems by tax authorities

70%

Proliferation of different standards across regions and markets

61%



# Trends in shaping tax

Disruptive trends which will define the future of tax

## Digital economy

New businesses and business models in traditional businesses

Various tax transparency initiatives and requirements, such as:

- Mandatory: public ETR and CbC, DAC6, Pillar 2...
- Voluntarily but virtually non-avoidable: investors' expectations and certain industry standards for reporting

Again adding complexity and demanding more time, effort and money from companies subject to the rules

## Digital Tax Administrations

OECD Tax Administration 3.0, SAF-T, e-invoicing, real-time reporting, data analytics

## Transparency and sustainability

Role of finance and operating models  
Environmental, Social and Governance



# Trends in shaping tax

Disruptive trends which will define the future of tax

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OECD Tax Administration 3.0,  
SAF-T, e-invoicing, real-time reporting,  
data analytics

Increased demand + flat  
budgets

=

Problem

## Transparency and sustainability

Role of finance and operating models  
Environmental, Social and Governance

# Confidence in the age of transparency

In this digital age where many facets of life are technology-enabled, information and data are available on demand for both ease of doing business and for scrutiny. This new era of transparency is uncomfortable for many organizations.

## Tax leaders find themselves in a paradox.

With tax authorities having direct access to companies' IT systems, tax teams will need complete **confidence in the data** authorities will be viewing.

They will need **technology investments by their department, finance, and IT to provide access to transactional data further upstream**, closer to where it is generated.

## A final point on the strategic role of tax...

Tax transformation will not only address the transparency imperative, but it should provide the ability to **access, understand, report, analyze, and draw insights from across the organization**.

## Momentum behind the case for transformation.

The rapid shift toward **digital tax administration** coupled with organizations' move to **NextGen ERP platforms** is creating momentum, and a clear business case for the necessity of investment in tax transformation.

Tax leaders need to think holistically about **people, process, data, and technology** as they move forward...

and still be tax leaders.

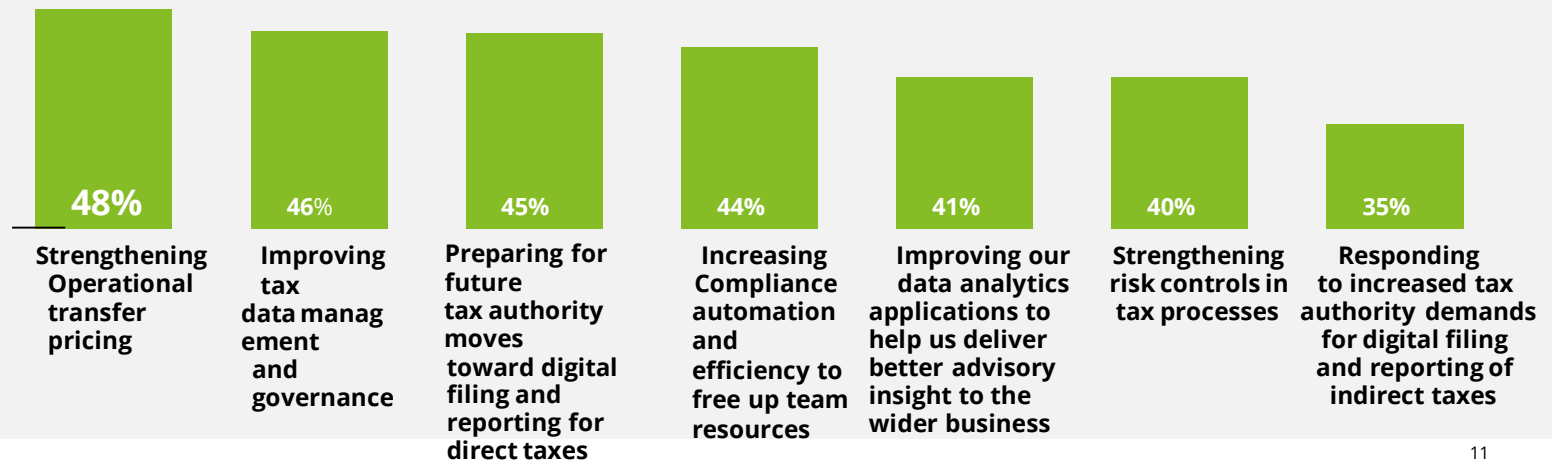
# Drivers of Tax technology investment

Tax leaders surveyed rank strengthening **operational transfer pricing**, improving **tax data management and governance** and preparing for **future digital tax administration requirements** for direct tax as three of the **biggest drivers of tax technology investment** over the medium term.\*



Tax and finance leaders surveyed say these are the **main drivers of tax technology investment** over the next **3-5 years.\***

*(% of respondents ranking each factor among their top three drivers of investment)*



In response tax leaders are looking at new resourcing models and further leverage technologies to automate processes and get their houses in order.

They are:

- ▶ **Focusing on data** quality, automating processes, and rethinking operating models.
- ▶ **Leveraging the momentum of NextGen ERP** and finance transformation projects to provide the means necessary to address data quality issues and ultimately allow for transparency.
- ▶ **Creating the business case for investment in the tax department** using the OECD's Pillars 1 and 2 and the move toward digital tax administration.

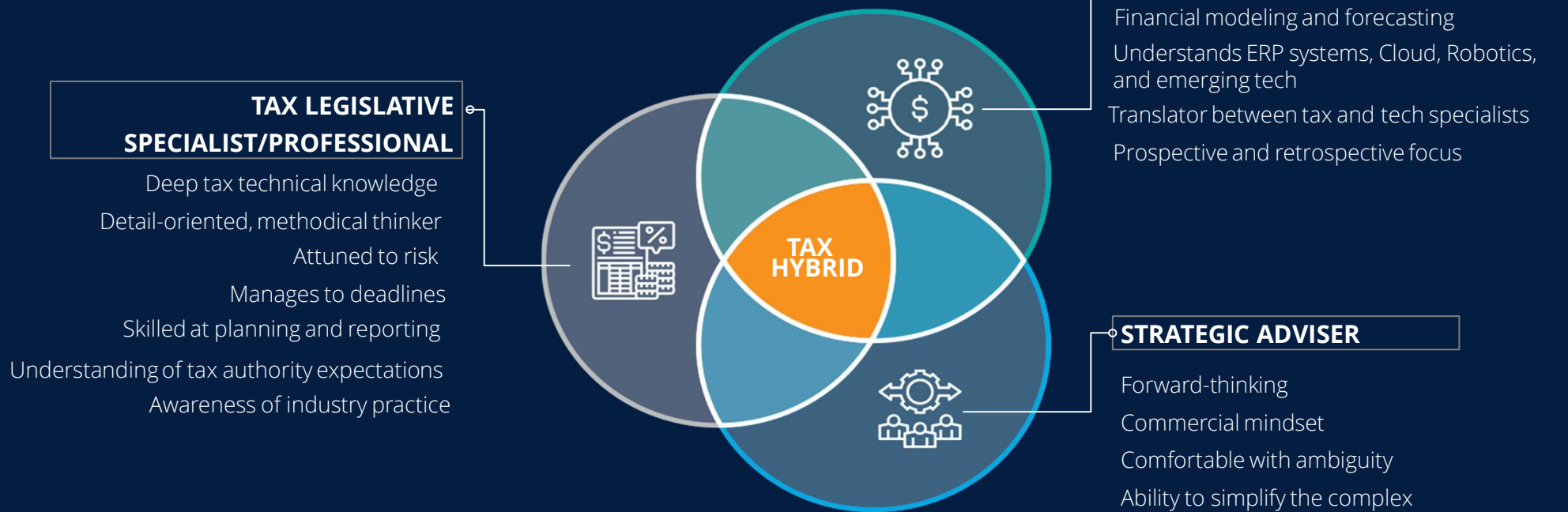


# Requirements for tax talent

# The hybrid tax professional

Developing more tax hybrid professionals means tax and finance leaders need to think differently when it comes to recruiting and professional development.

## The hybrid tax professional



In reality, tax hybrid professionals do not truly exist with all these skills as core strengths. Professionals will have some blend of these skills and will aspire to grow in areas where they need to develop.



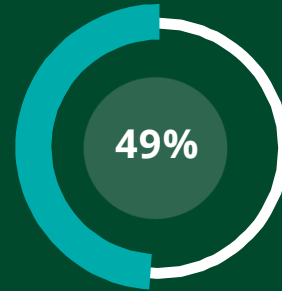
## The adviser

“ The competency change required to become a successful business partner involves an increasing focus on communication and the ability to influence people. It will require people to have a holistic, commercial view of transactions, rather than a purely tax-specific view of them. ”

**Anna Elphick**, VP of Tax, **Unilever**

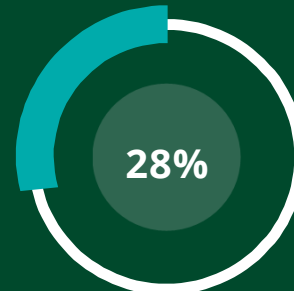


### Demonstrating additional value



Percent of tax leaders who are **highly effective** at scenario modeling to support decision making who expect to increase headcount over the few years.

VS.



Percent of tax leaders who are **ineffective** at delivering scenario modeling who expect to increase headcount over the next few years.

## Some tax leaders are creating power pairings

*“You need to go and hire [the data and technology specialists], but it will take time for them to become productive. And the best thing to do, in my view, is to partner them with business analysts who understand banking and the business lines, because it’s when they start to talk the same language that you get the real lift.”*

**Global Head of Tax at a global bank**

Power pairings



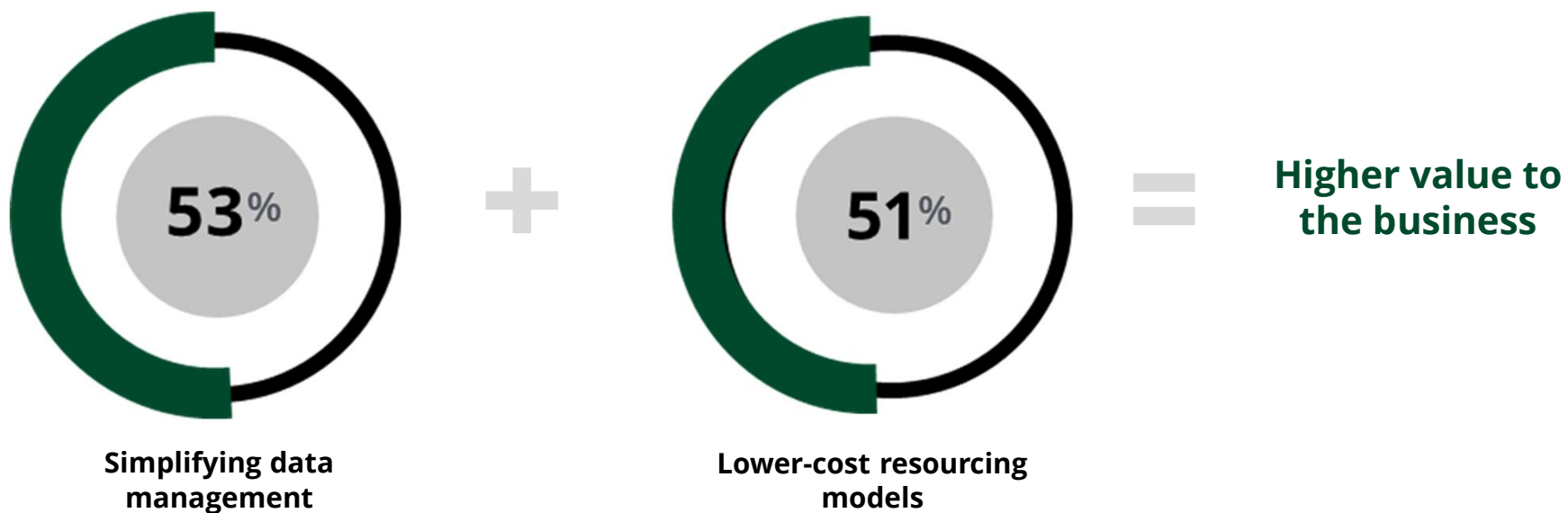
### Examples of pairings that work:

1. Internal technology specialists with business analysts or others in finance.
2. In-house tax specialists with tax-technology specialists from consulting firms experienced in technology transformation.
3. Junior staff with analytics and software licenses. They are digital natives who frequently have been introduced to data analytics and other technologies in university programs. They bring more value when given the tools and opportunity.

# Resourcing models



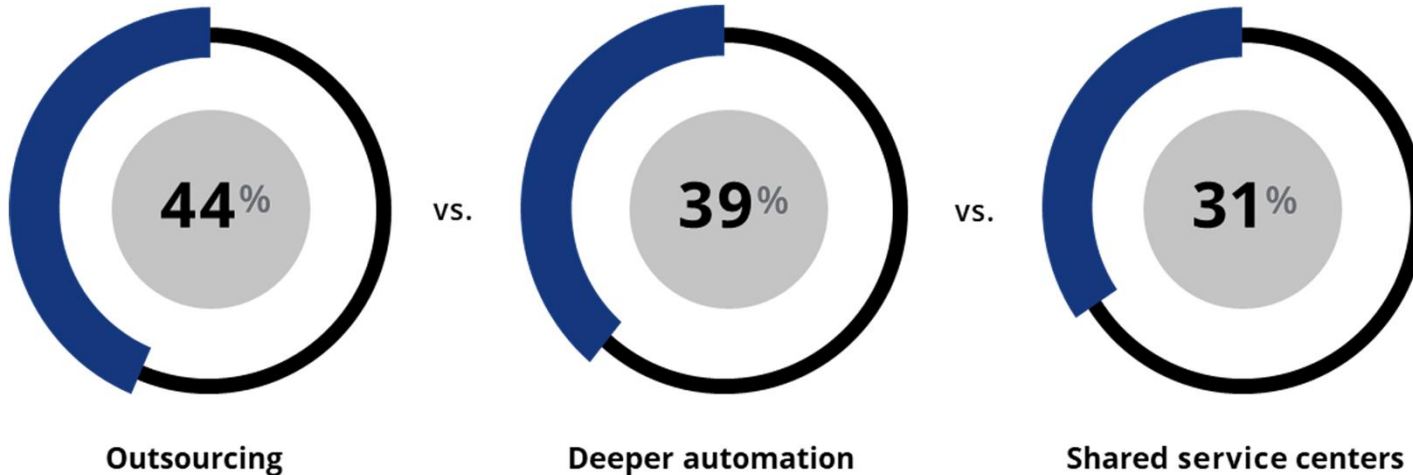
Tax leaders are prioritizing **data simplification** and **lower-cost resourcing** as a foundation for their future vision



Top priorities over the next two years for respondents who resource compliance and reporting activities primarily in group tax to become more proactive in delivering strategic insights to the business.

# CFOs are beating the outsourcing drum the loudest

**C-suite respondents see outsourcing as the most important strategy for a lower-cost resourcing model.**



Alternatively, (47%) of tax leaders said migrating more activities into the finance group and other internal teams will be the most important solution.



# Meeting digital tax filing and reporting requirements

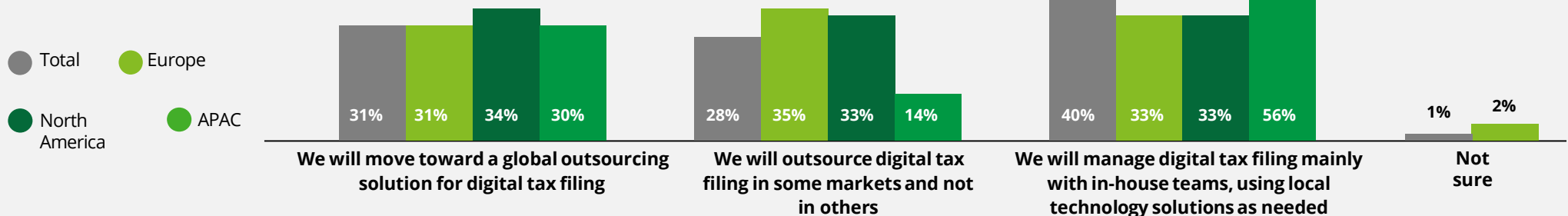
**Four-fifths** of the surveyed tax leaders agree their function is evolving toward **a model which combines outsourcing, in-sourcing, and co-sourcing** of tax operations, with the precise contours determined by the specific process and geographic location.

*“Our vision at the moment is to outsource as much as possible in order to stay lean while benefitting from outsourcer scale and localization capabilities. I expect to see more outsourcing trends over time, as it becomes increasingly difficult to keep up with global compliance developments internally.”*

**John McSorley**  
 Head of International Tax and Transfer Pricing,  
**Arxada**

## Tax leaders say these are the most likely approaches to meeting digital tax filing and reporting requirements.

(Total and by company size)





# Advantages of outsourcing Tax operations

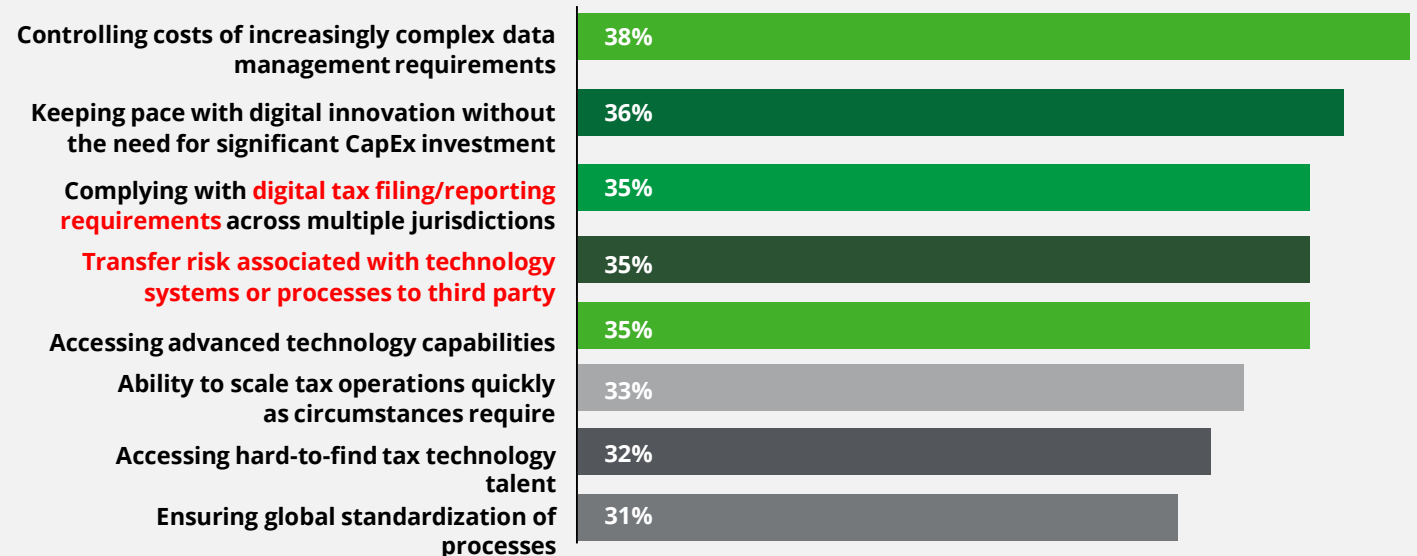
**Outsourcing relationships** will be important to accelerate technology modernization by providing access to **cutting-edge** systems that might not yet be a priority for **CapEx investment**.

“You cannot cope with this huge compliance burden in the same way as we did it before. You need technology just to meet those requirements.”

Ivo Nelissen  
Head of Tax at DSM

Tax and finance leaders say these are the **main technology advantages of outsourcing tax operations**.

(% of respondents ranking each advantage among their top three)



# HOW DOES THE DIGITALIZATION OF TAX IMPACT MY DAY?

## PRACTICAL IMPLEMENTATIONS

- Make the digitalization of tax concrete:
  - Digitalization roadmap
  - Digitalization elements and trends
- How to tackle the digitalization challenge:
  - Tax compliance tools and technologies
  - Tax data and process analytics
  - New tax enabled ERPs
  - Robotic Process Automation (RPA), Artificial intelligence (AI)
  - End-to-end tax / finance process reviews
  - Tax technologies – roadmap for the future

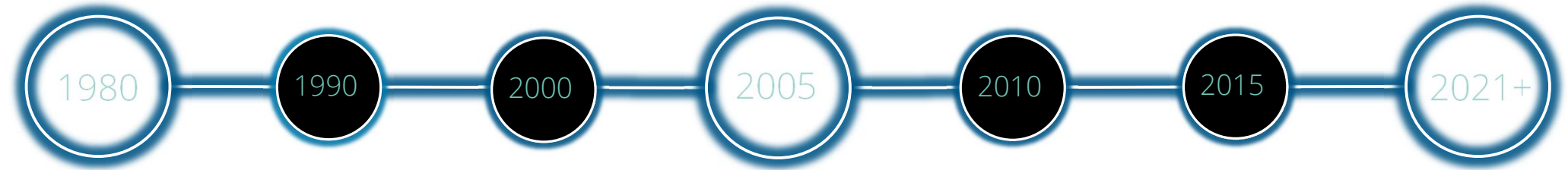




Make the digitalization of tax  
concrete:

- Digitalization roadmap
- Digitalization elements and trends

# Tax authorities' journey in Making Tax Digital



## Manual computation

- A bespoke computation of tax
- Type written
- Calculators and comptometers



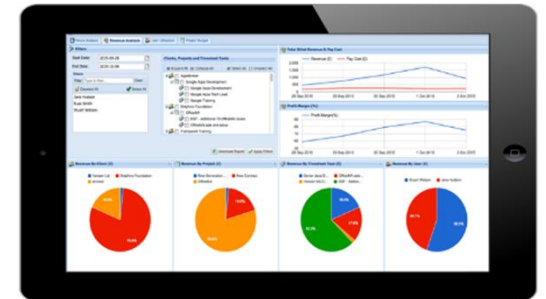
## Electronic data files

- Standardized forms
- XML and XBRL standards
- SAF-T initiatives



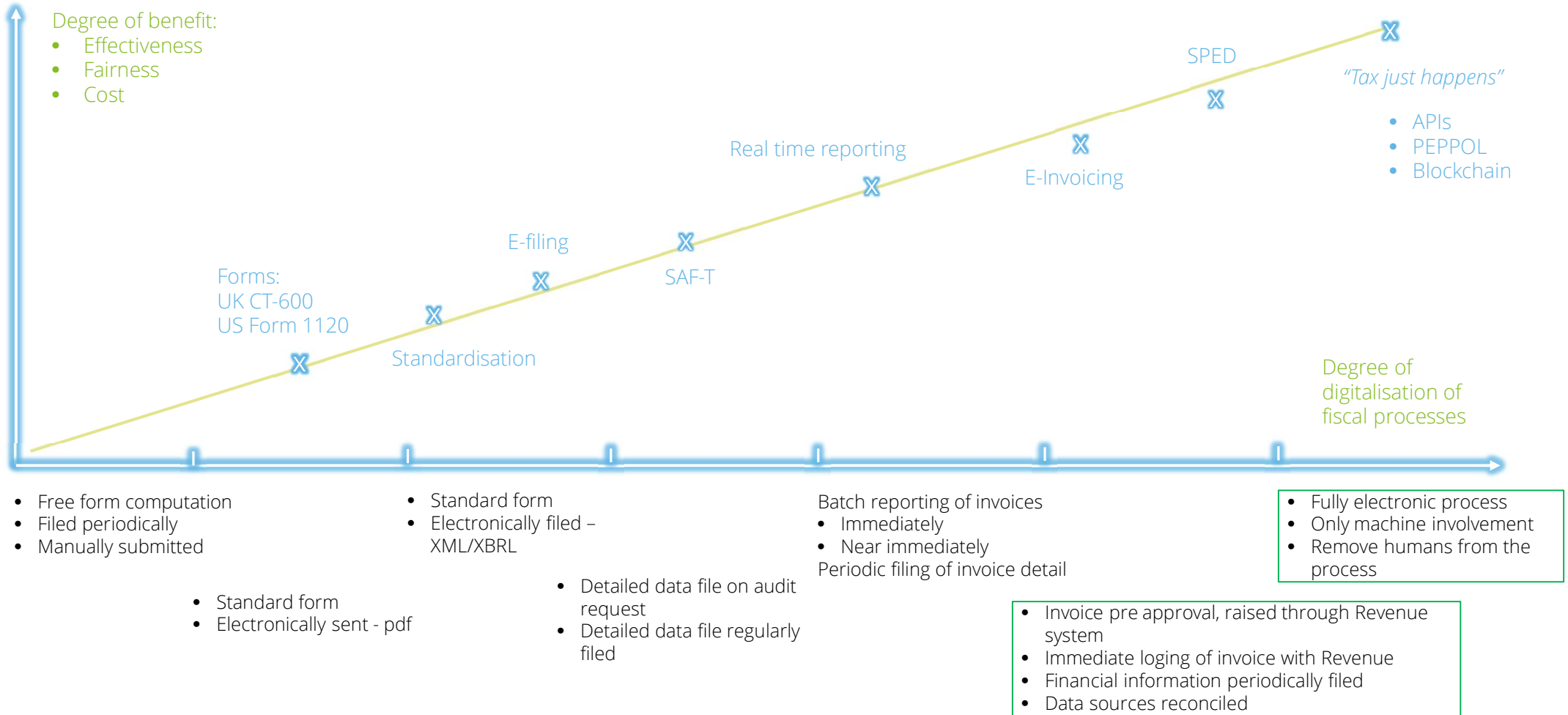
## Real time reporting

- Data filed real time
- AP, AR plus full TB
- Automated assessment



# Future trends on tax reporting

## Digitalisation of tax administrations



# Elements of the digitalization of tax

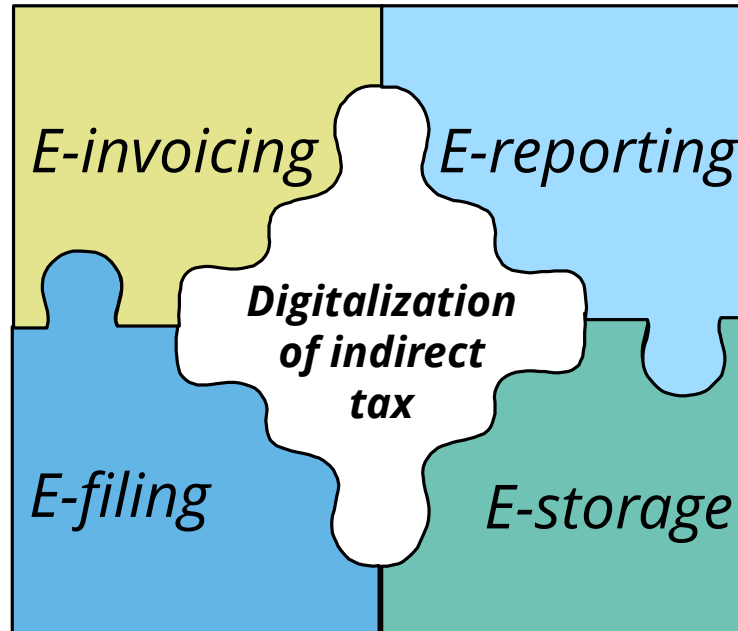
## Indirect tax leads the development

### **E-invoicing**

Refers to the process of issuing and receiving invoices in an electronic format. E-invoicing can be implemented via the clearance method or the post-audit method.

### **E-filing**

Refers to the extinction of paper filing and requirement to submit indirect tax returns electronically, usually via a portal managed by the tax authorities.



### **E-reporting**

Refers to the electronic exchange of tax relevant data with the tax authorities on an aggregate or transaction level, can be required on a periodical or upon request basis (including SAF-T).

### **E-storage**

Refers to the electronic storage of tax relevant data based on the record retention guidelines set forth in local regulations.



# Today: Tax administrations globally investing in data capture and integration

## UK

- 'Making Tax Digital' (MTD)
- Digitization of tax submissions
- VAT only from April 2019

## Ireland

- Electronic submission of Payroll Tax Data from 2019 at time of payment

## Luxembourg

- SAF-T applicable
- OECD SAF-T based: GL, invoices, payments, customers, suppliers, tax table
- Upon request

## France

- Reduced SAF-T applicable
- Data of statutory accounting
- Upon request

## Portugal

- SAF-T applicable
- GL, supplier and customer info, tax table, invoices, product tables
- Both monthly and upon request
- B2G e-invoicing from 2019

## Spain

- Spanish SII implemented in 2017

## Austria

- SAF-T applicable
- Depends on requested information
- Upon request

## Romania

- SAF-T- not applicable
- E-audit
- RTR- mandatory for large taxpayers, optional for the rest

## Mexico:

- Mandatory digital invoicing

## Italy

- VAT reporting e-submission for invoices received and issued

## Chile

- Mandatory digital invoicing allowing prepopulated VAT return

## Czech Republic

- Comprehensive invoice details due with every tax return
- No e-audit

## Brazil

- SPED system
- Disclose full invoice details before obtaining valid invoice number
- On a regular basis

## Netherlands

- SAF-T applicable (XAF)
- Financial GL data
- Optional regime

## Norway

- SAF-T financial data

## Germany

- SAF-T applicable (GoBD)
- Depending on the scope of audit
- Upon request

## Lithuania

- SAF-T applicable (i.SAF) for VAT invoices
- Additional customs information - i.VAZ

## Kazakhstan

- SAF-T
- On a voluntary basis

## China

- Golden Tax system
- Disclose full invoice details before obtaining valid invoice number
- No SAF-T or e-audit

## Singapore

- Simplified SAF-T: IRAS Audit File (IAF)
- Upon request

## Indonesia

- E-invoice mandatory
- No SAF-T or E-audit

## Russia

- Comprehensive invoice details filed with VAT return
- E-invoicing, online digital cash registers, RFID tagging of high-value goods

## Poland

- SAF-T applicable (JPK) since 1 July 2016
- Monthly submission of VAT ledger
- Several other files upon request (bank statements, warehouse info, comprehensive GL info) upon request
- Electronic Financial Statements - 2019

## Malaysia

- With GST repealed GST audit file (GAF) is no longer applicable
- GAF may be re-introduced

## New Zealand

- Introduction of e-invoicing based on Peppol

## United Arab Emirates

- Introduction of the FAF file expected



## Angola

- Introduction of VAT with SAF-T from July 2019

## Slovenia

- Standardized file used for electronic tax data in general
- Used in tax audit and similar procedures
- Upon request

## South Africa

- 'IT14SD' reconciliation of return to ledgers for Income Tax, VAT, PAYE, and Customs

## Hungary

- Data export function on invoicing software since 1 January 2016
- Online connection established between invoicing software and the tax authorities' system as of 1 July 2017
- Submission of electronic invoice details from 1 July 2018

## Australia

- E-audit introduced recently but upon request
- No SAF-T
- Introduction of e-invoicing based on Peppol (coordinated with New Zealand)

# Digital reporting for indirect tax

## Trends in digital and real-time reporting

### Real-time reporting encroaching on finance functions

#### Examples:

- **Spanish SII reporting:** electronic AP and AR invoice submission in near real-time – every few days
- **Hungary real-time upload:** electronic submission of all domestic AR 'B2B' invoices in real-time: e-Invoicing to Regulator

### e-Filing focus on driving automated process from source to file

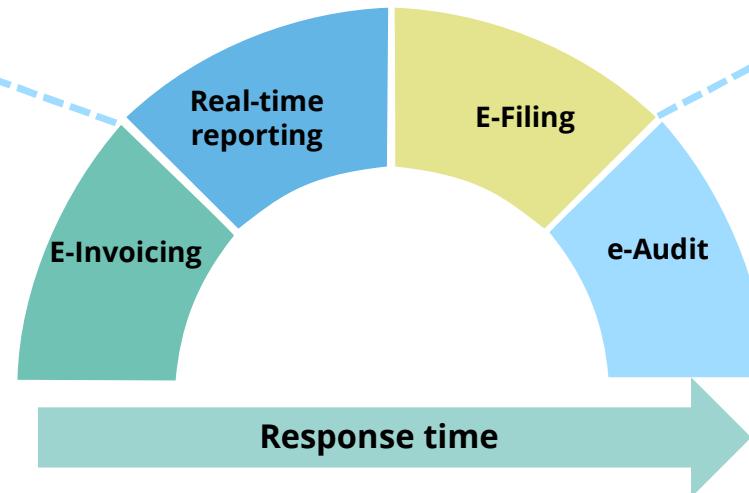
#### Examples:

- **UK MTD:** the UK's "Making Tax Digital" initiative to automate the submission of VAT reporting
- **Poland JPK:** electronic submission of book information (warehouses, finance) on a monthly process

Electronic transfer of invoice data as transactions are created and booked in accounting systems. Governments capture data as it is created

#### Examples:

- **Italian SDI:** requires real-time submission of all B2B and B2C invoicing in electronic format



E-Audit focusing on all data hosted within ERP and other systems. Slower to respond, but more comprehensive

#### Examples:

- **Norwegian SAF-T:** requires entire ERP system to be uploaded in electronic filing format. Potentially looking at entire back-up of ERP

# Future trends on tax reporting

## How should we prepare?

### Foundations

- **Data**  
investigate and improve data management
- **Technology architecture**  
review (or prepare) a tax technology architecture and future roadmap

### Applications

- **Automation (RPA)**  
reassess tax processes and automate or integrate
- **Artificial Intelligence**  
experiment and pilot tactical AI solutions

### Users

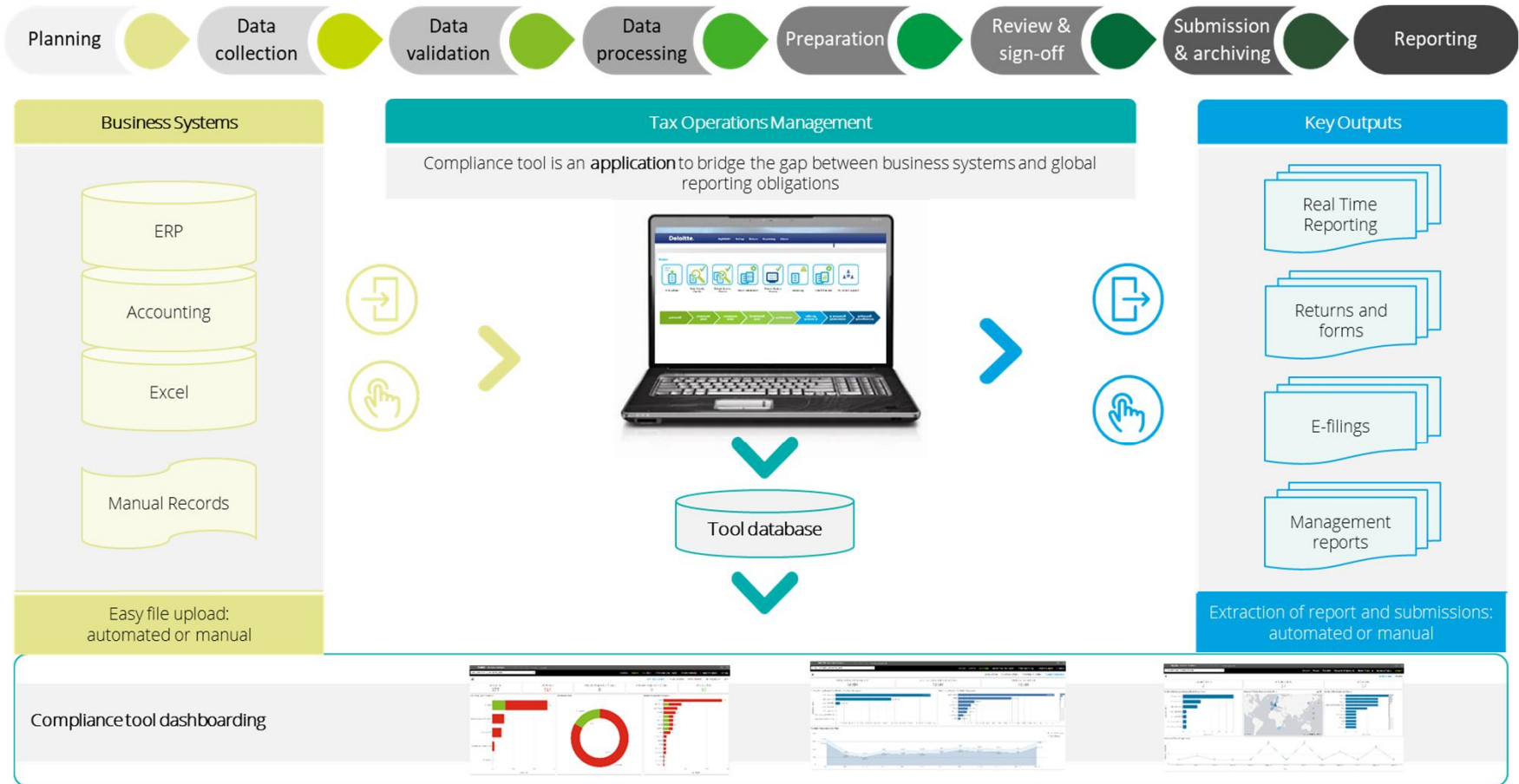
- **Knowledge management needs and solutions**  
re-consider processes to manage tax obligations
- **New ways of working**  
pilot and develop new, very different online experiences

How to tackle the challenge:

Tax compliance tools and  
technologies

# Compliance tools and technologies

Used centrally or partly/fully outsourced



# Benefits of the end-to-end compliance solutions

## Dashboarding

Interactive dashboards enable oversight of tax positions, data quality and trends. They also visualize the cash that flows through your compliance and credit positions and allows you to monitor positions throughout filing periods to control the process and make more informed decisions. Tools often include the analysis, creation, and publishing of reports.



### Tax liability

- Net tax position
- Tax position overview
- Forecasting tax position
- Tax under management



### Transactional data analysis

- AR/AP ratios
- Accounts receivable
- Accounts payable
- Business partners
- Tax codes
- Data quality checks



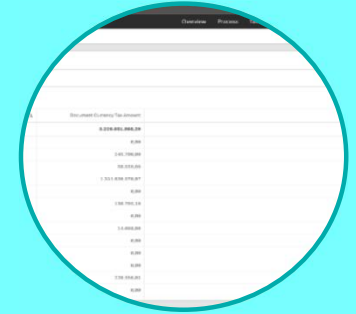
### Company

- Company set up
- Tax codes



### Threshold monitoring

- Intrastat
- ESPL



### Customized reports

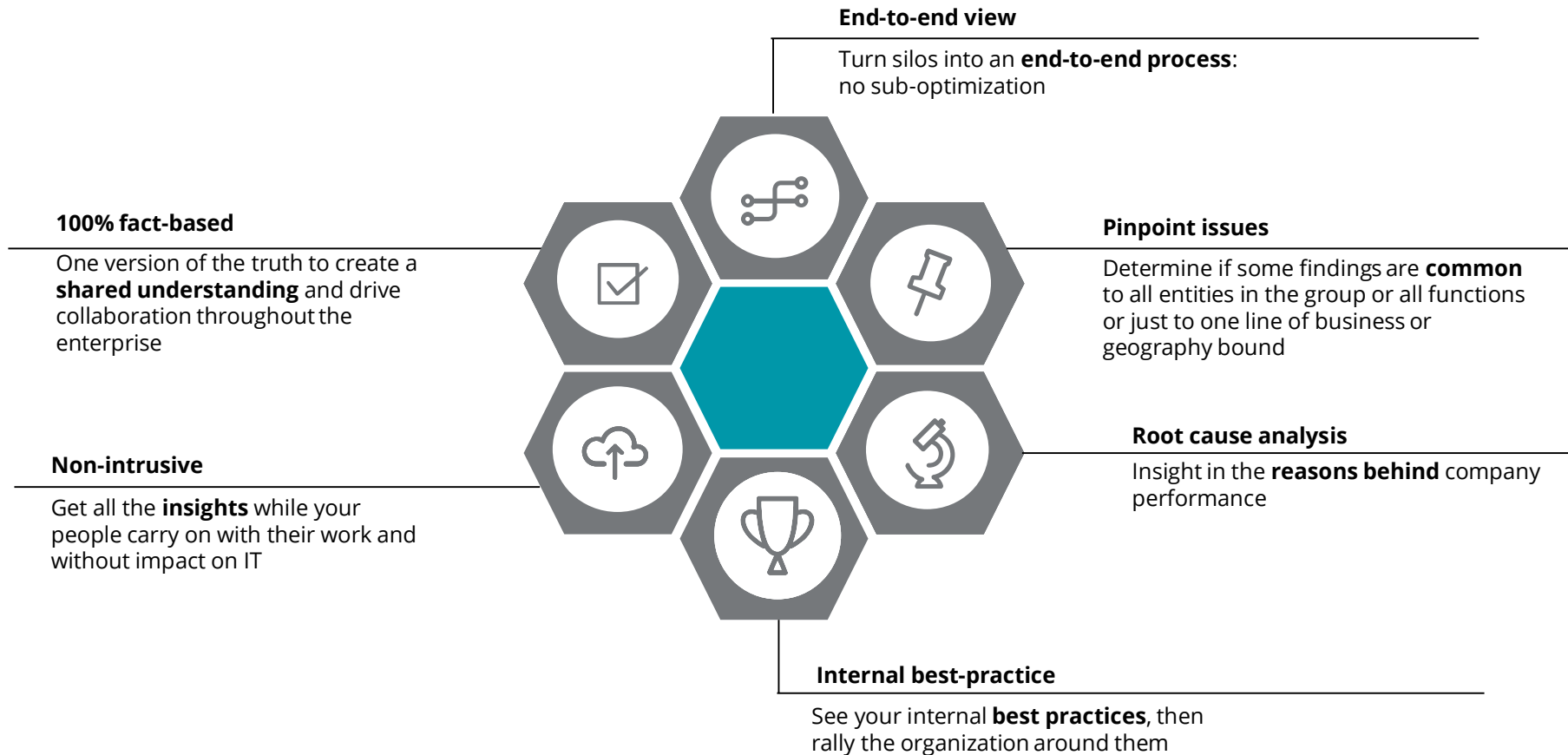
*"A complete overview to focus on what matters"*



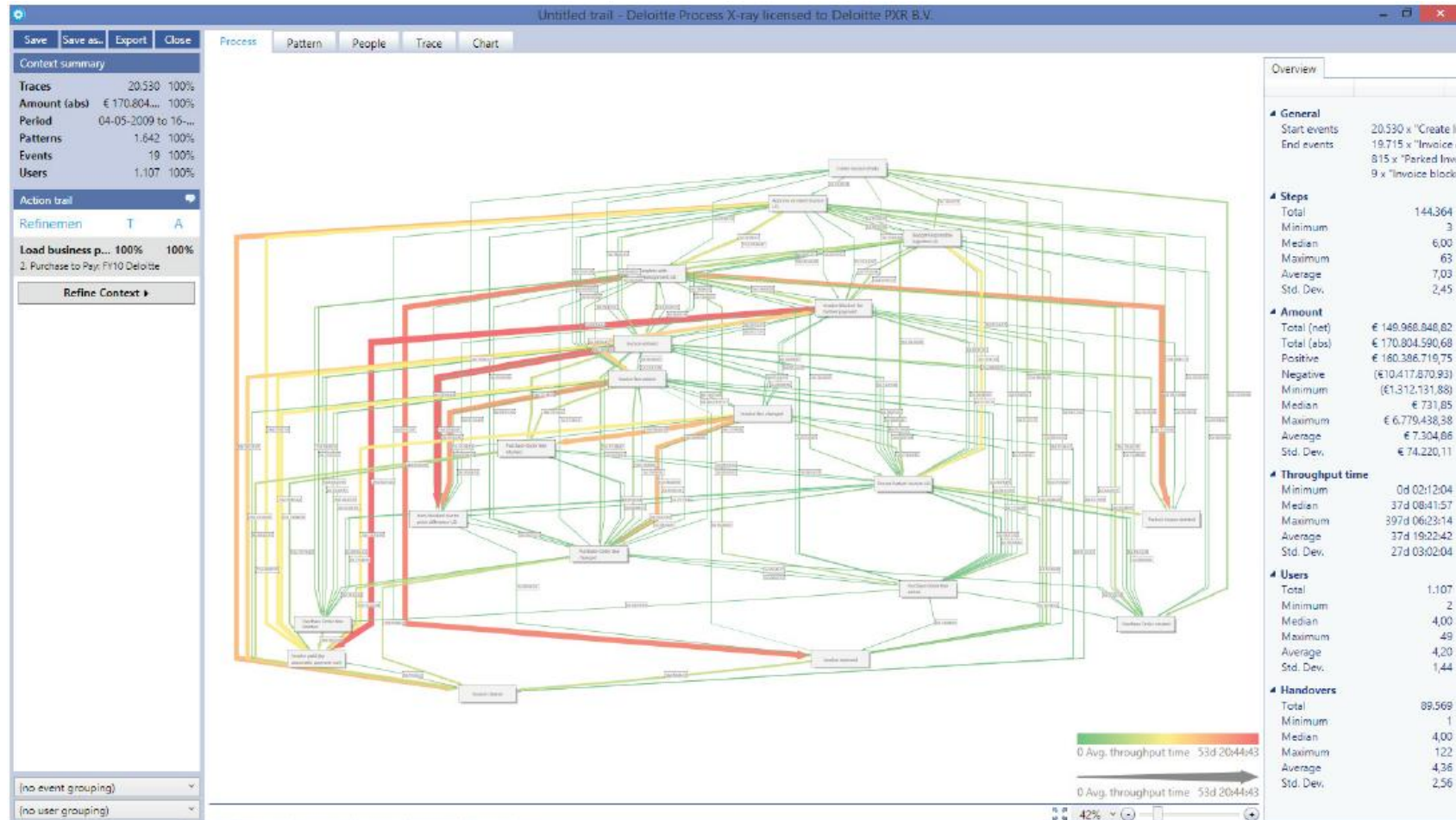
How to tackle the challenge:  
Tax data and process analytics

# What is Process Analytics

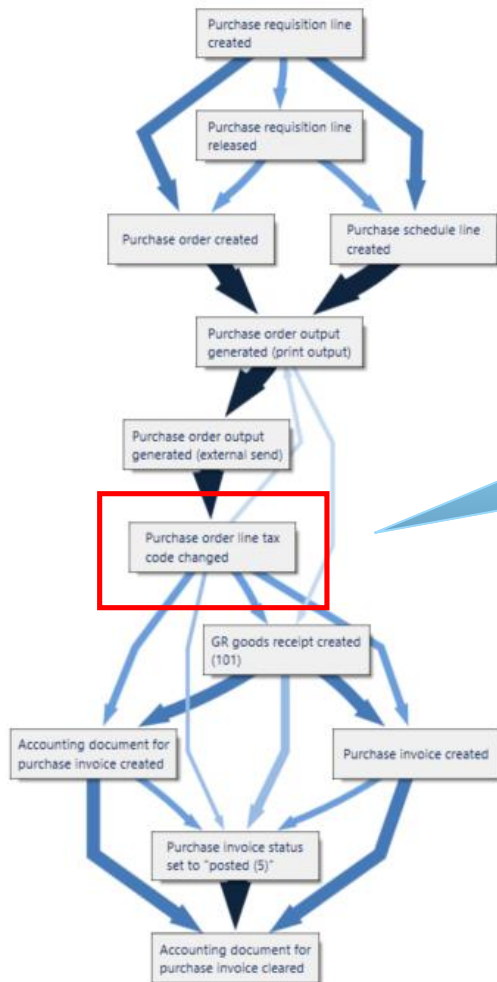
Review your processes to identify the gaps, errors and improvements needed



# Process analytics in action – Illustrative example of finance process (P2P) review



# Process analytics in action –Simplified process example of the P2P process review



Change of VAT Code after PO creation

## Potential root causes:

- Missing or incorrect master data?
- Lack of automation?
- Wrong VAT assigned in the first place?
- Lack of knowledge / guidance / internal rules?

## How we can use process analytics? Answer following questions:

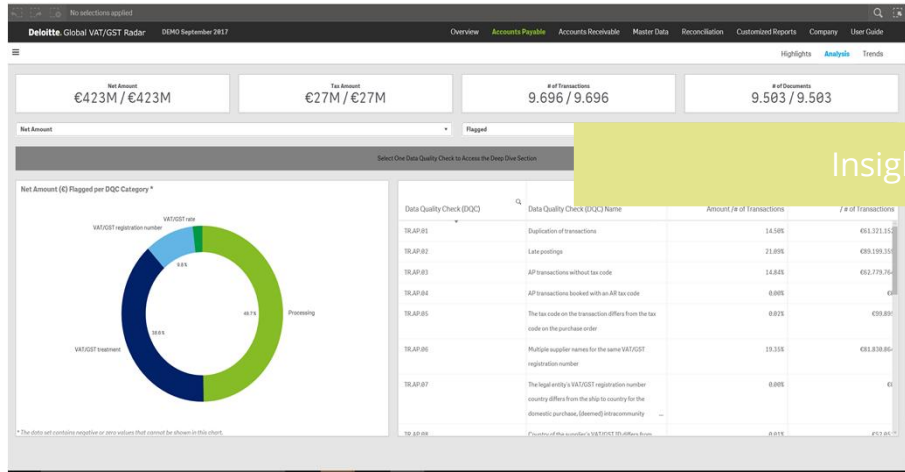
- Who are the persons creating PO's with incorrect VAT code?
- What are the risky order types?
- Any specific vendor or purchase categories at risk?

## Potential corrective actions

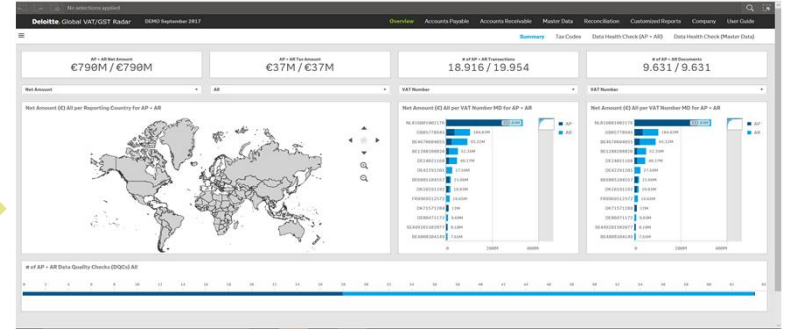
- Introduce / increase automation for VAT determination
- Provide guidance for people incorrectly assigning VAT codes
- Fix problems in Master Data

# VAT Analytics

Insight into history, focus on the current, develop and forecast to future

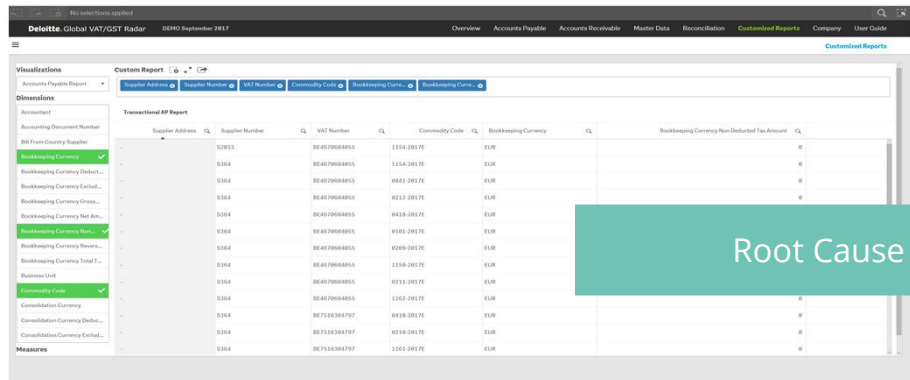


Insight

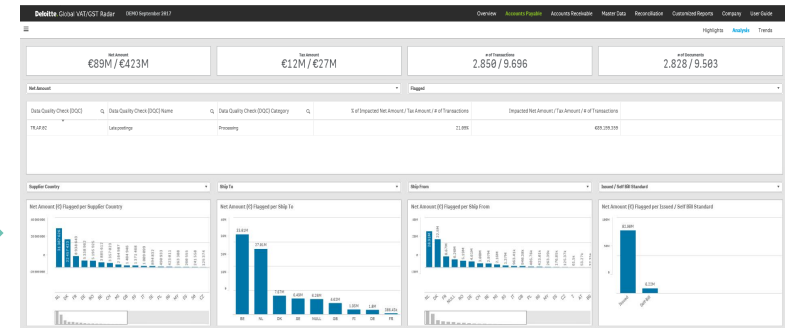


Risk & Opportunity

Customized Reports



Root Cause analysis

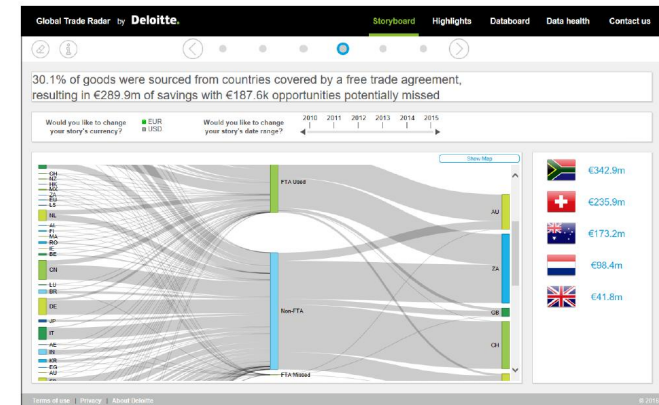
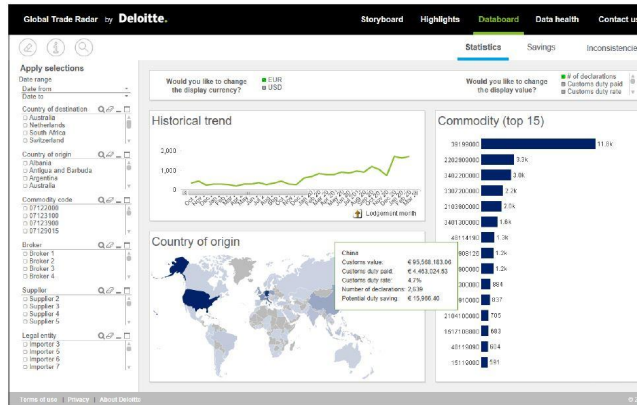
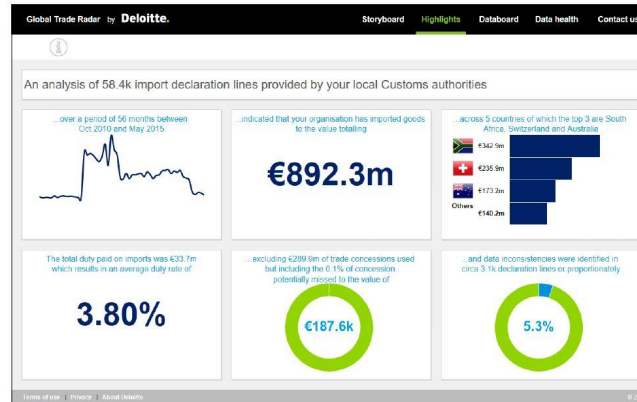


# Customs Analytics

## Control the compliance and cost of your international trade

### Customs Analytics tool typically

- analyzes organization's import data downloaded (where possible) **directly from customs authorities/brokers**
- provides a multi-jurisdictional **import profile summary** and **identifies compliance risks**, all in one place
- Identifies customs duty refund/savings **opportunities and risks** through series of informative and interactive reports
- Highlights** the instances of inconsistent declarations made to customs, customs brokers used and maps the supply chain







How to tackle the challenge:

Robotic Process Automation  
(RPA)

Artificial Intelligence (AI)

# Robotic Process Automation

Standardize, automate, multiply, control – and let the machine learn

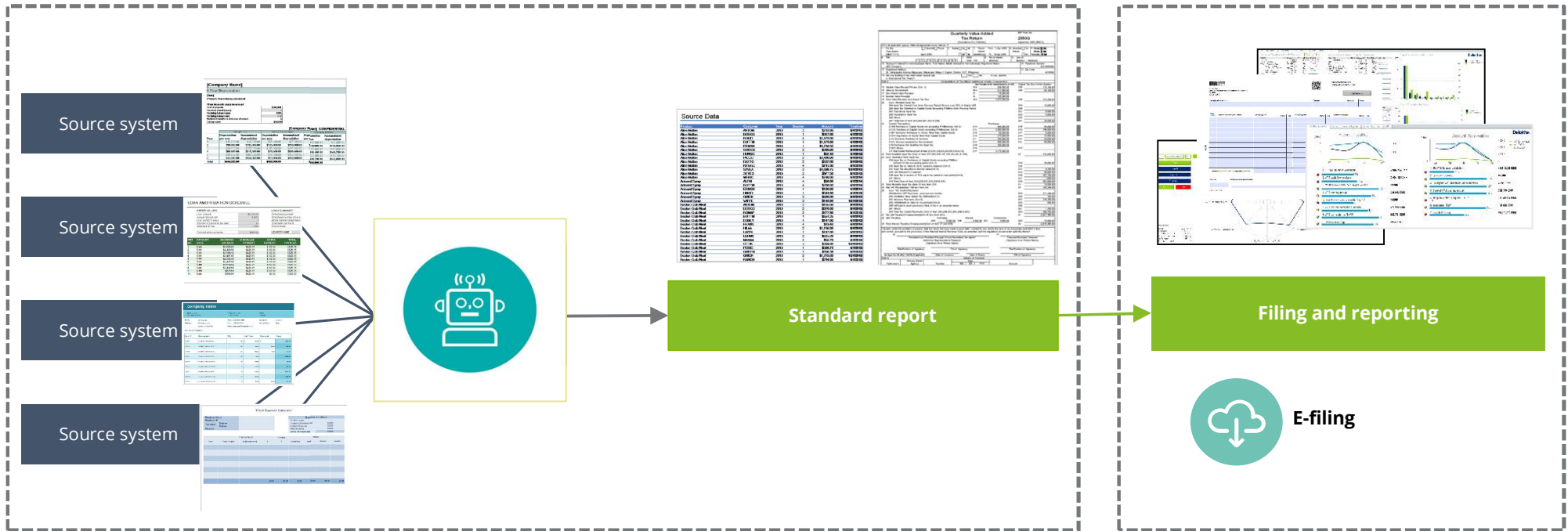


## Your benefits with RPA

- Non-stop service (24/7) even at peak times
- Reduced throughput times (up to 80%)
- Cost reduction of 30% to 60% per process
- Improved controls, compliance and quality
- Scalability of the resources
- Monitoring, control and audit trail (Certified Taxable Person)
- Know-how transfer partly unnecessary

**+ Artificial intelligence**

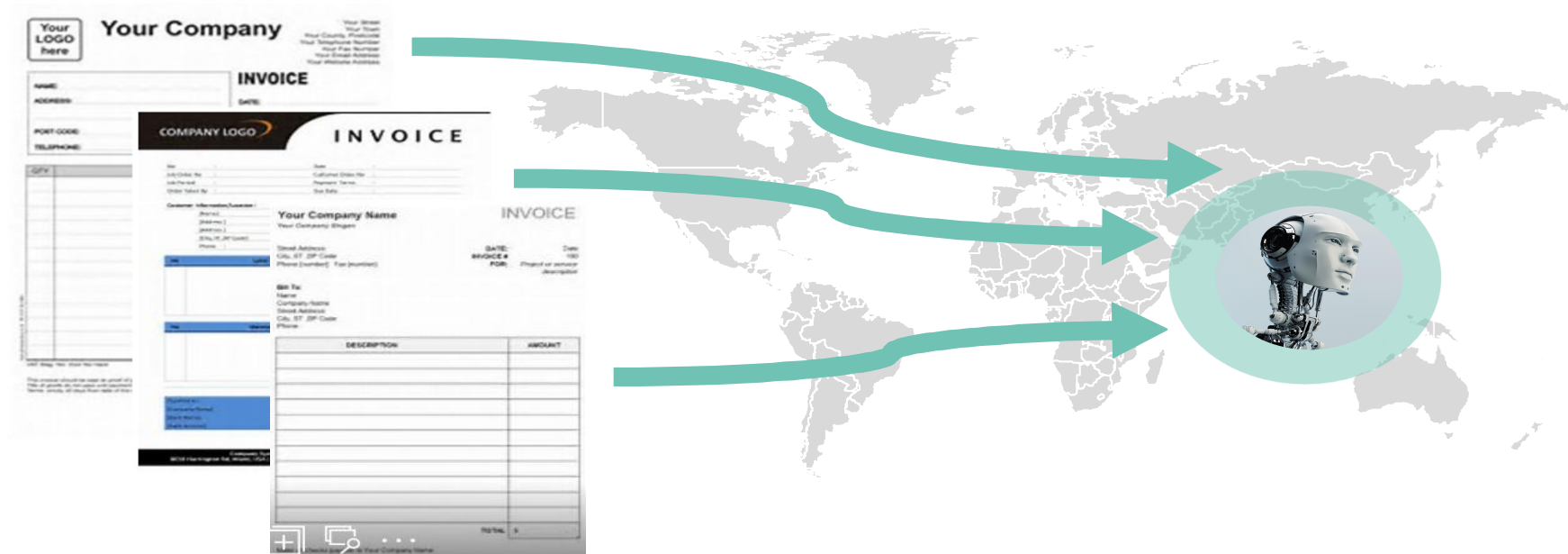
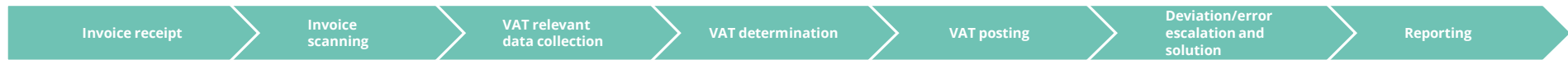
# Case 1: RPA in VAT data collection, editing and delivery



## Case 2: VATBot (RPA for VAT determination)



# Case 3: RPA in (purchase) invoice processing

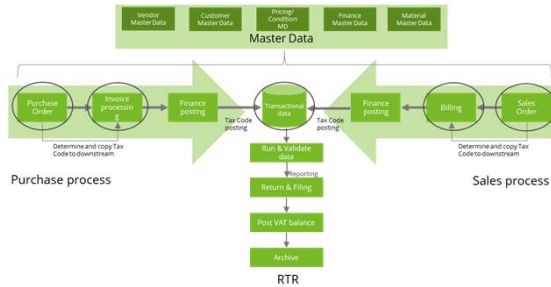


How to tackle the challenge:  
Process development



# Review and development of a TAX end-to-end process

## All the angles covered



**Governance and regulations** – Setting the scene, review of existing governance model, policies, strategy and vision in the light of future trends and regulation of tax.

**People** – Analysis of persons / organisations / teams performing tax related tasks, outsourced services and intervening into tax E2E processes.



**Roadmap** – Roadmap with priorities to visualize the implementation journey of the future tax E2E processes

**Metrics** – Ways to measure the performance in various steps of E2E tax processes – internal and external KPIs

**Technology and data** – Existing technologies and possibilities to expand on these with insight into new ERP solutions as well as an overview on tax relevant data in E2E processes

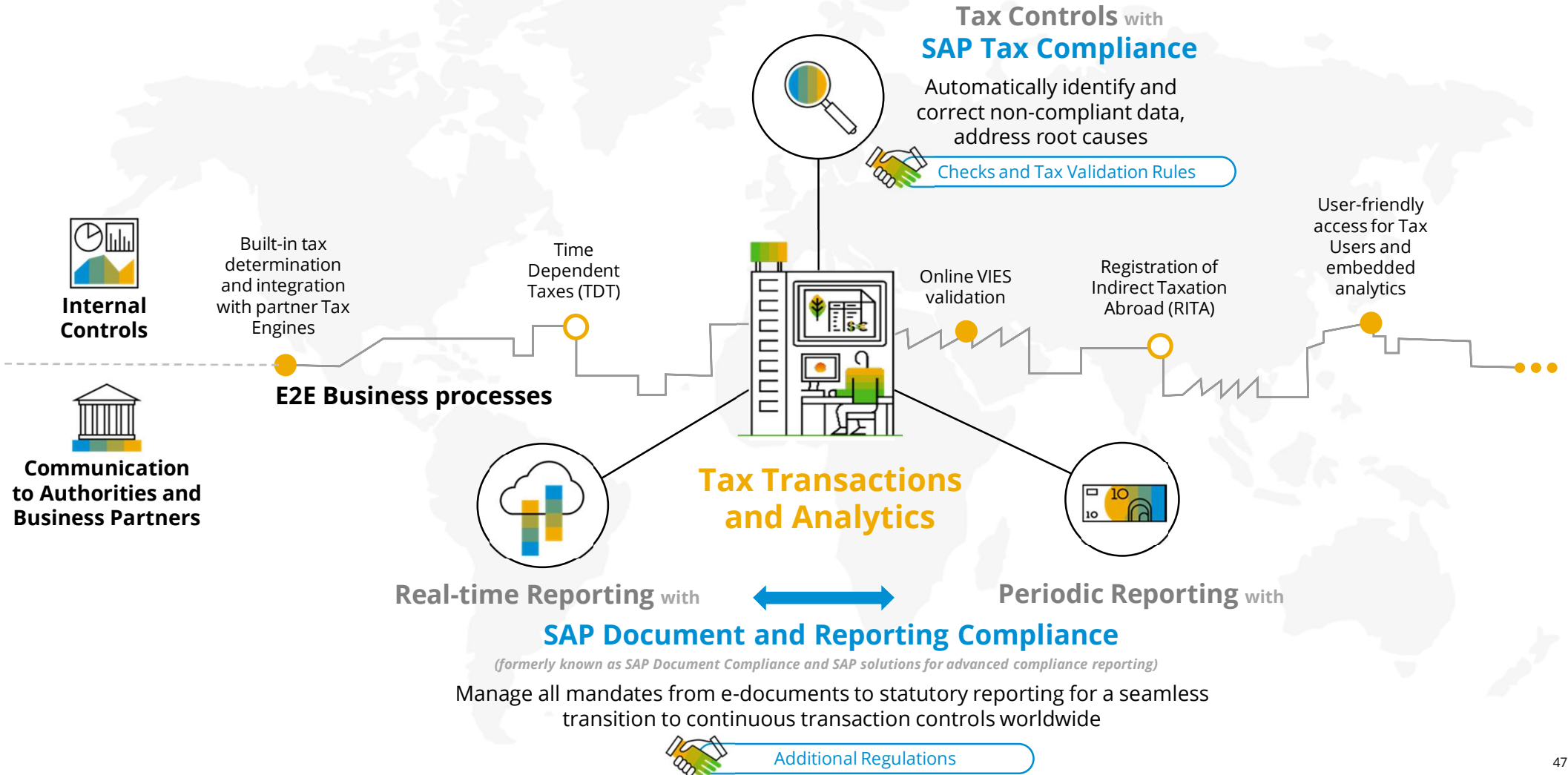
**Processes** – Review of finance and business processes with tax touchpoints and integration and continuity between the process steps

How to tackle the challenge:

New tax enabled ERPs

# S/4HANA SAP Global Tax Management solutions

## SAP's answer to tax transformation



# SAP Document and Reporting Compliance

## End-to-end process from business documents to statutory reporting



New/enhanced scenarios via design time

Automated BPs identification

Monitoring and errors handling

Activities checklist

Data analysis and review

Central strategic monitoring

Electronic docs creation

Document and Reporting Dashboard

Legal forms creation

Submission of statutory reports

End-to-end compliance

Electronic docs submission

Business doc level reconciliation

Controls and adjustments

Approval via workflow

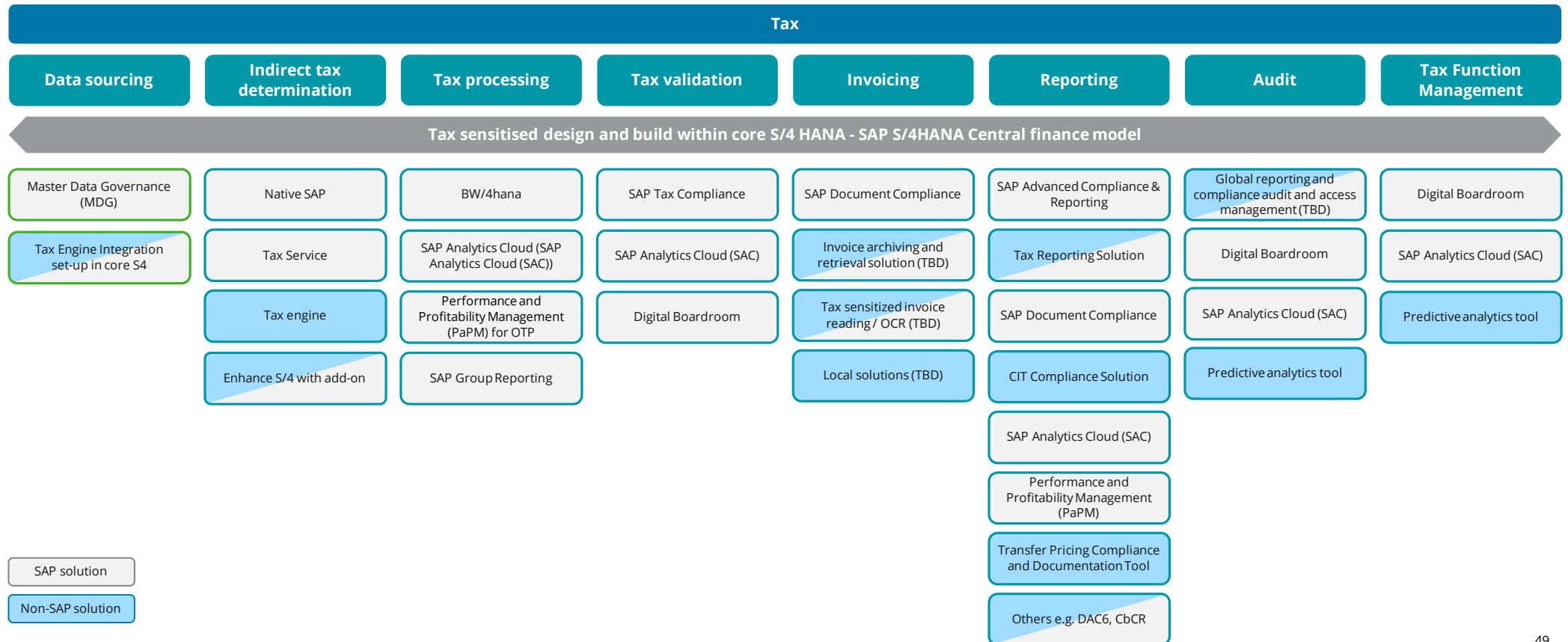
End-to-end audit trail

Continuous documents exchange

Period end/ad-hoc reporting

# Implementing SAP S/4 HANA: Technical deep dive into core components

## What are the modules applicable by tax value stream?



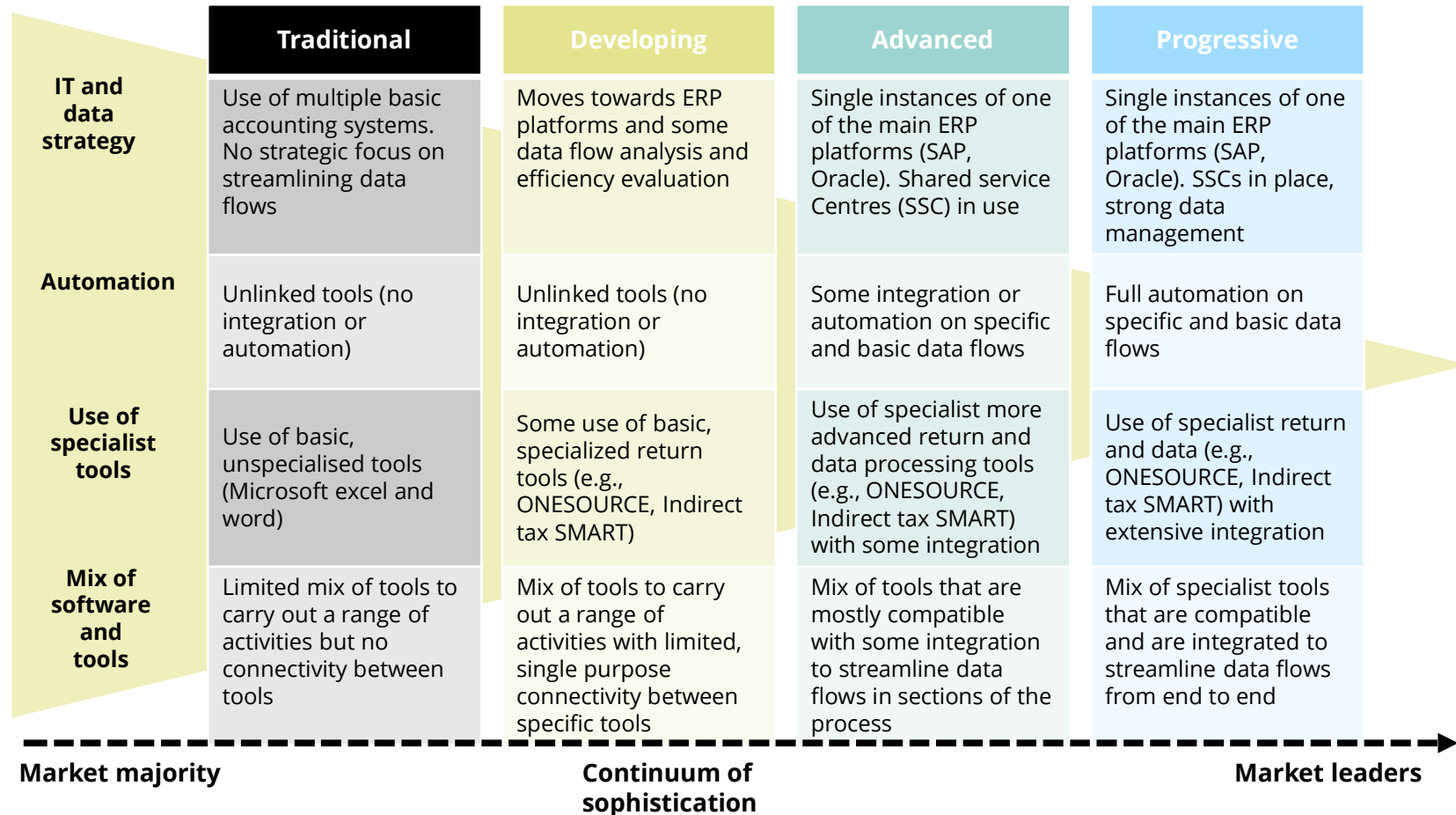
How to tackle the challenge:

Define the approach for tax technologies



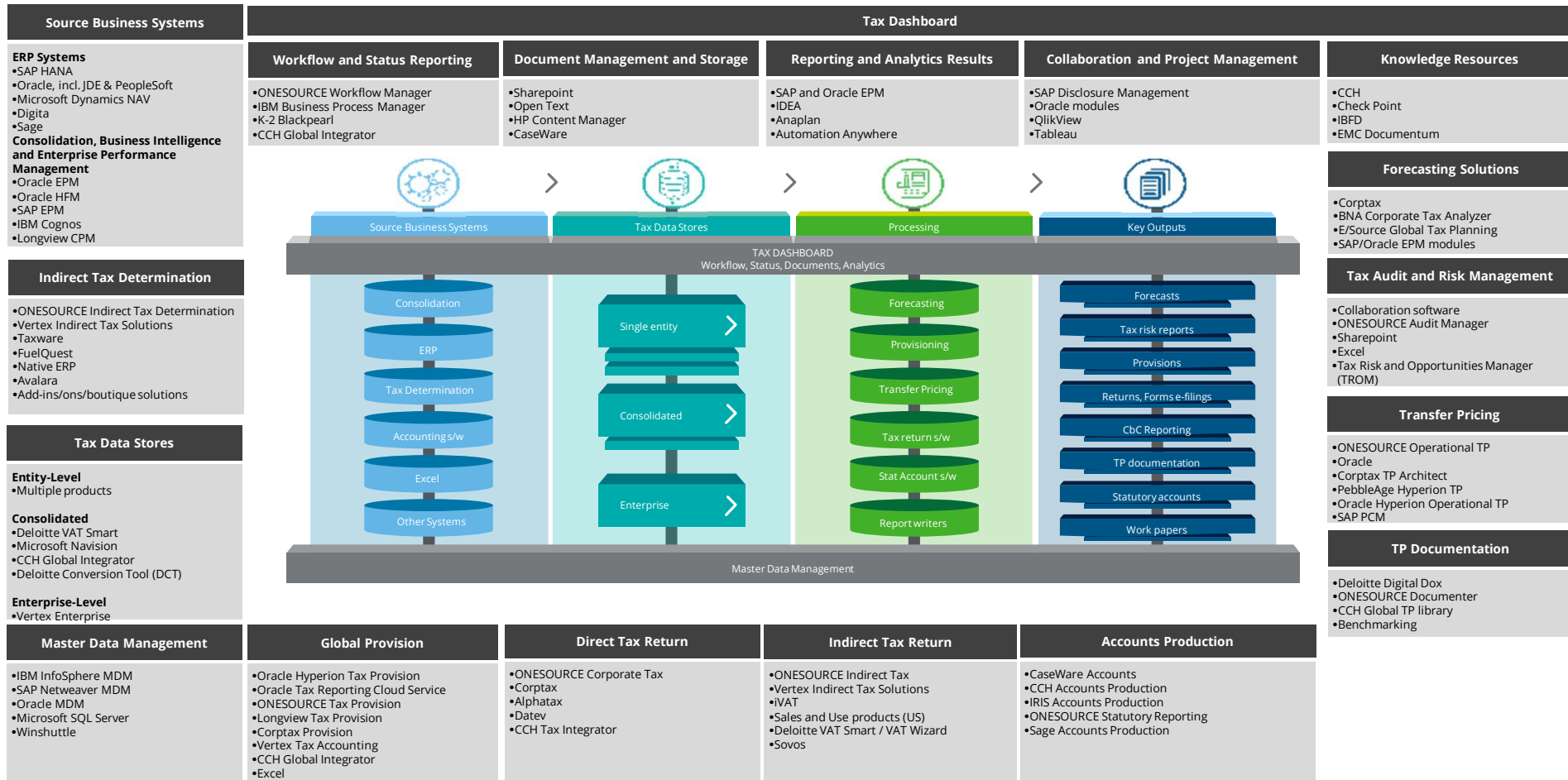
# Tax technologies

## Making best use of technology

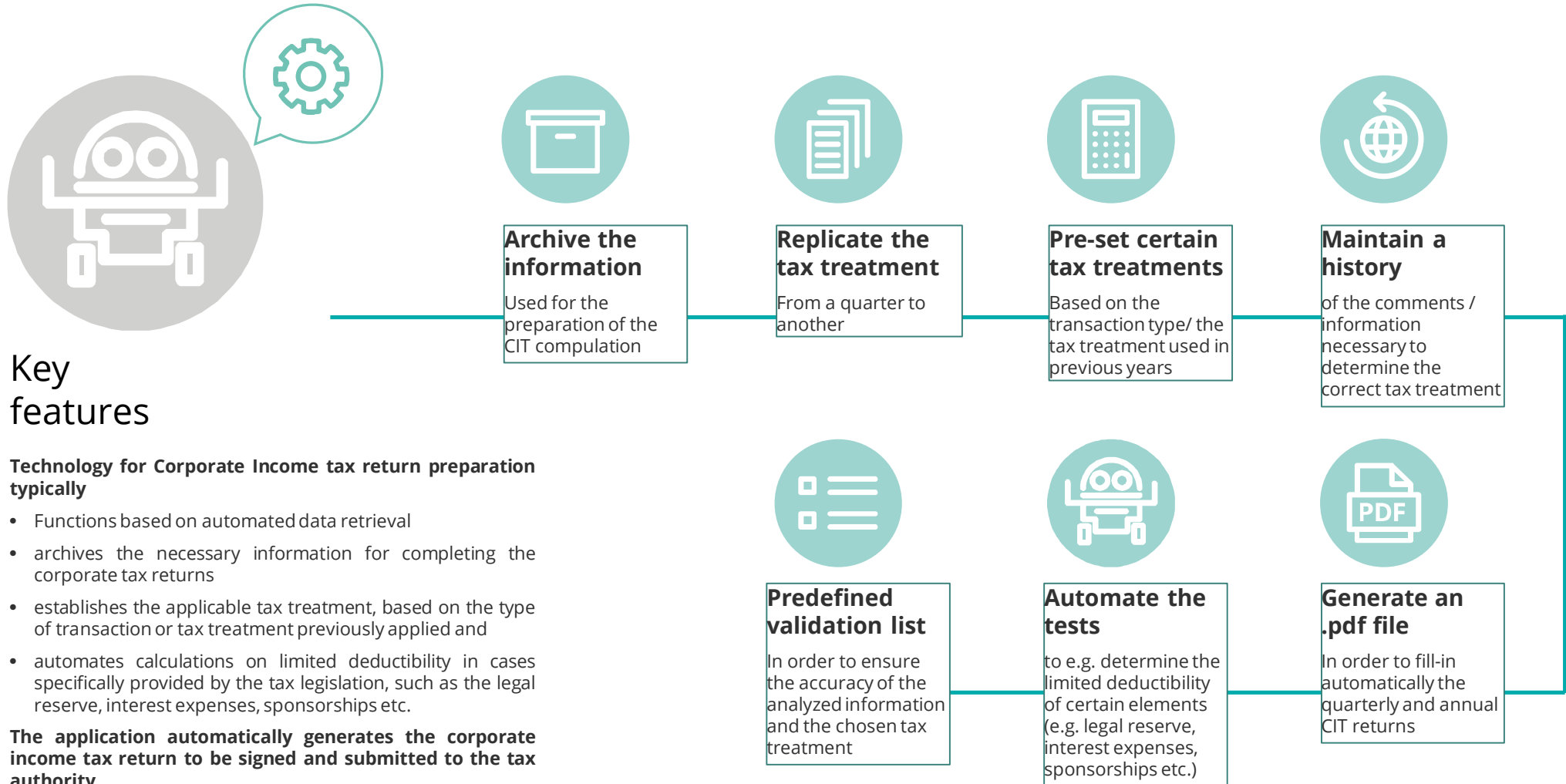


# Tax technologies

Best practice is to include tax technology as a part of wider technology framework



# Technology enabled Corporate Income Tax return process



# Tax Technology Roadmap

Plan to reach the tax technology vision for an organisation over a 3-5 year period

The roadmap should:

- Provide a **detailed plan of the journey** from current technology/processes and skills in the tax organisation to the desired state
- Develop an outline of suitable options, taking into account:
  - Broader organisational context, in particular Finance & IT plans
  - Tax department scale, capacity, processes and skills
  - Implementation effort, timelines and license cost estimates
  - Advantages and disadvantages, specifically relating to company's organisational situation
  - Acknowledge historical experiences and benchmarking recommendations
  - A description of the realistic future technology state for the areas under consideration
- Have a mix of strategic and tactical projects, with a variety of timelines and benefits to allow prioritisation based on broader organisational goals

# Tax technology roadmap

## Scope



### Governance

People  
Processes  
Systems  
Data



### Process

Direct Tax (CT + Reporting)  
Indirect Tax  
Transfer Pricing  
Employment Tax  
Tax Risk



### Regional

Europe + UK  
North America  
South America  
Asia-Pac  
Middle East & Africa



### Organisational

New ERP system  
Finance Transformation  
Standardisation  
New Operating Model  
Budget & Resource Changes

Ambition

Resources

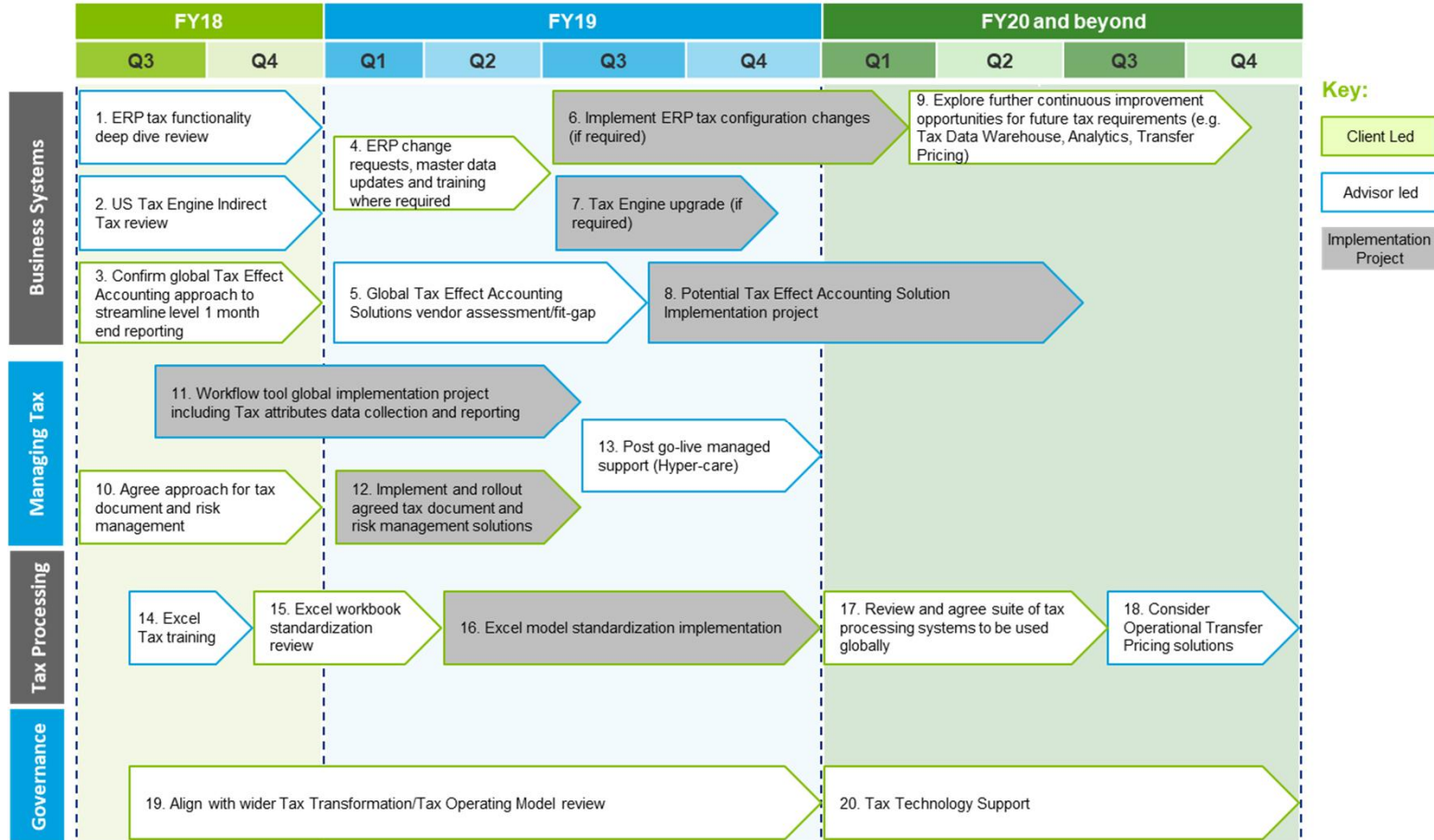
Budget

Competitors & Peers

Regulation

# Example of a tax technology roadmap

A fixed-term roadmap with concrete steps to develop the overall tax management





# Tax Technology Roadmap

## Benefits

**A Tax Technology Roadmap provides a number of key benefits to an organisation, covering areas such as planning, resourcing, efficiency and ultimately helping to achieve the organisation's vision.**



Identifies most important qualities in technology that you want to select



Roadmap sets out steps to reach the technology platform that is best suited to the business to not only support the tax function but also improve it over the coming years



Provides a realistic overarching vision to company's future technology state



Creates a detailed plan to drive towards company's tax function technology vision



Provides detailed insights on broad implementation timelines and activities that would be required to support each area of tax technology focus



Creates a prioritised list of elements for company's tax function to focus on, meaning high impact areas can be targeted in a strategic manner



A detailed roadmap allows for better and more efficient resourcing planning over fixed periods of time



## SUMMARY

# How companies are responding to the challenge of digitalization of Tax

Many MNEs are transforming their tax management with the focus on the following:

Centralization & Harmonization

Automation, tax technologies and AI

New resourcing models

Streamlining and digitalization of tax processes

Data quality improvement and analytics

\* \* \*

Tax professionals are working on all of this already today!