

## Member Referrals – December 2016 / January 2017

### Glass Jacobson, Washington, DC, USA

Doug White requested help from our worldwide members when he wrote: “We have a client that does on-line cyber security training and testing. They do all training and administer tests on-line and do not have any staff or agents on the ground anywhere but here in the Washington, DC area. My questions is if they are totally cloud based, would there be any income, VAT, or GST requirements in other countries outside the U.S. As for within the U.S. are there State income or sales tax issues? He received several replies.”

Doug also advised that his firm just did an inventory observation this month for one of Leaf Saltzman’s clients.

### RCBM, Carrollton, TX, USA

Oscar Mary reported on a rather unique service that had input from a few Integra members. He writes

“One of my clients is a nonprofit organization (religious congregation) with missions in 25 countries. We have developed policies and procedures manuals and administrative handbooks for the Sisters to use.

Main language is Spanish and we have also provided the English version to use in certain countries such as India, where I have been working last September. We need to make selected translations on certain topics and applications to ease the work of other Sisters, most of them old aged that just manage their mother language.

Yesterday I got from Ted Chiba a basic bilingual chart of accounts English – Japanese that will help the communities in Osaka, Japan. Now I need your help to find the English – French version to help Sisters in Cameroun and Congo. I think it will be easier to find it in Canada than through our friends in France.

If you know any source of basic accounting information in French, a kind of “Comptabilité pour les Nuls” please let me know.

I told Ted that although this is not a referral, it is a kind of assistance between member firms that should be reported. We may call this “Help your Neighbor”.

## Hunter Accountants, Bristol, UK

Mark Hunter reported on a true Integra day – Friday January 20, 2017:

10am - I receive a call from the new member in Dublin, Southern Ireland - NKC Business and Taxation Consultants Limited and speak to Philomena. She needs some help with a UK payroll and I e-mail over the appropriate quotation to her.

12pm - I arrange to meet with the Book Keeper next week, of a UK company based in Bristol recently acquired by a French Company – referral courtesy of Olivier Maurin of A&D in Paris. Thank you Olivier.

2.30pm - I meet a new client who has UK company. He signed up with us. He is Lithuanian and is returning there this coming Sunday. I gave him the details of Added Value in Lithuania, as he will need to contact them in due course.”

4pm - I pay an invoice to Bellavista in Barcelona for work that Francesc did recently for one of my Italian clients. Again, thank you Francesc.

## Gilmour Group, Vancouver, BC, Canada

Grant Gilmour requested an e-blast be sent to all USA members with the following request: “We have an enquiry from a significant online retailer in Canada asking about online retailing in the USA. I am actually unclear as to how they decided to ask us to the table but I thought it a good opportunity to reach out and ask for USA members with experience with online retailers in the US market and in particular guiding the client in choices with sales tax issues. There are brown box retail platforms like Amazon and eBay that these retailers can use for a fee and there is also a range of other outsource solutions. Do any of our members support this industry”?

Grant also replied to an unsolicited inquiry that came through our website. The simple request was “Greetings from China. Please permit me to ask you if it is possible for a foreigner from China to invest in any profitable business sector in your country or purchase shares from existing company and will it require too much government tax”?

## Levi & Levi, Montreal, QC, Canada

Phil Levi needed assistance with a forensic mandate that involved several countries and documents in foreign languages. He obtained assistance on this from Franz Schweiger

and our new member in Riyadh, Saudi Arabia - Abdullah M. Qasim. Both were extremely helpful with the assistance.

### [Lohman & Company, Phoenix, AZ, USA](#)

Jay Lohman sent the following e-blast to our North American firms: “We have an audit and tax prospect in the Technology and SaaS industry. While we serve a number of software technology companies who develop and license software we have had limited experience serving clients in the SaaS segment of the technology industry. We are looking for Integra members in the USA who have current clients in this industry (specifically in the SaaS area) to beef up our team with the knowledge and experience in this area with Integra members for our proposal.”