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TeleStrategies® **17TH ANNUAL**
COMMUNICATIONS TAXATION 2016

MAY 16-18, 2016 • ARIZONA BILTMORE, PHOENIX

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About TeleStrategies' Communications Taxation Conference:

TeleStrategies' 17th Annual Communications Taxation Conference brings together the nation's top tax professionals to address the challenging and amazingly complex domain of communications taxation. The program provides comprehensive coverage of all aspects of telecom tax, including:

- Key state and local tax trends, rulings and case studies
- Transaction taxes — compliance, mapping, rating, tax on tax
- USF, pre-paid, E-911 and other key FCC mandates
- Taxing next-generation/IP services: cloud, web conferencing, M2M, content/apps, SDN, subsidized transport
- Audit defense — strategy, audit preparation and recovery
- Exemption management
- USF/USAC audit survival, 499A filings
- Sourcing, nexus, jurisdiction mapping
- FCC policy directions
- Sales and excise tax management
- Billing integration, interfaces, quality assurance, internal controls
- Best practices in managing a tax department
- Industry-specific updates (wireline, wireless, content, ISPs, cable)
- Latest in tax automation / software
- International considerations
- And more!

Whether you are new to communications taxes, or an industry veteran, you will learn how to lower your tax bill, streamline tax operations, pro actively prepare for audits, better defend your company's audit position, leverage case studies/precedent to lower your tax liabilities, and, most importantly, network with your peers to learn from other's experiences.

Please don't hesitate to contact me for any reason about the program.

Sincerely,
 Dr. Matthew Lucas, Program Chair

Case Studies and Discussions led by:
AT&T • CenturyLink
Level 3 Communications • Sprint
Telus • Verizon and others!!

3RD ANNUAL GOLF TOURNAMENT
MONDAY, MAY 16
4:15 - 8 PM
 Free to attendees, all-inclusive
 Sponsored by Compliance Solutions



Agenda

TUESDAY MAY 17

**7:15 AM EXHIBITS AND REGISTRATION OPEN
CONTINENTAL BREAKFAST
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8:00 AM WELCOME TO COMMUNICATIONS TAXATION 2016

Conference Opening Remarks

Dr. Matthew Lucas, Vice President, TeleStrategies

8:15 - 9:30 AM EXECUTIVE KEYNOTE PANEL

Tax Challenges 2016: What's New Facing Communications Providers

Our hands-on executive panelists will present a fresh perspective on the challenges facing today's telecom tax professionals and managers. Topics covered include: managing new and contradictory regulations and taxes; Internet-based product confusion; state/local tax strategies; keeping up with the new end evolving technologies/services; managing ever-changing industry partnerships and bundled service delivery models; bracing for an economic downturn/contraction; and more.

Brian Goldstein, US Communications State and Local Tax Leader, PwC

Industry Executives (Invited)

9:30 - 10:00 AM NETWORKING AND EXHIBITS

10:00 - 11:00 AM CONFERENCE SESSIONS BLOCK 1

Three Lawyers and an Auditor Walk into a USF Panel

With its uniquely arcane and sometimes conflicting rules, universal service contribution is no laughing matter. Our three experts will kick off this interactive session by discussing the top five audit pitfalls, the challenge of FCC inaction on USF appeals, and questions that FCC guidance or Form 499-A instructions address but don't resolve. The panel will provide an overview of the current state of play in federal USF contribution issues, including how the FCC's Open Internet Order could completely change the USF contribution system and how recent FCC enforcement activities are shaping audit defense strategies. The session will then be open for your questions.

Steve Augustino, Partner, Kelley, Drye & Warren LLP

Danielle Frappier, Partner, Davis Wright Tremaine

Carl R. Geppert, Partner, Telecommunications Industry Leader, KPMG LLP

C. Douglas Jarrett, Partner, Keller and Heckman LLP

Resales, Exemptions and Bundled Transactions: An Update on Current Sales Tax Issues for the Telecommunications Industry

Telecoms continue to face many challenges in the world of sales and use tax compliance. Whether it is the complexity of the products and services they offer or state and local governments need to raise revenue – or both – telecoms have numerous sales

and use tax issues to confront. Three of those are resales, exemptions and bundled transactions. This session will take a deep dive into those topics and explore issues such as exempt customers, differences among the states in the sale for resale exclusion, and the approaches that states use to tax bundled transactions.

David Hughes, Partner, Horwood Marcus & Berk (Chicago)

Jonathan Perl, Telecom Compliance Associates

**11:00 - 11:15 AM NETWORKING AND EXHIBITS
BEVERAGE SERVICE
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11:15 - 12:15 PM CONFERENCE SESSION BLOCK 2

Industry Best Practices for Tax & Surcharge Presentation on the Invoice, Bundled Charge Issues, Customer Data Protection and Privacy Compliance

Indirect tax professionals faced with managing the challenges of compliance and audits often have little time left to oversee the actual presentment of taxes and surcharges on customer bills. However, ignoring what you collect and how it came to be there is a path that can only make matters worse. Just what exactly are you allowed to put on the customer's bill in the first place? How can you unbundle charges for the purpose of revenue reporting and/or taxation? This session will look at these issues plus the FCC's truth-in-billing rules, including the rules governing USF pass-through charges, customer proprietary network information (CPNI) requirements, the FCC's new "proprietary information" obligations along with how to comply/mitigate risks with overlapping FCC and FTC requirements.

Toby Bargar, Senior Tax Research Consultant - Telecom Business Unit, Avalara

Rick Heller, Director, SALT Telecommunications & Cloud Services, Deloitte Tax LLP

Brita Strandberg, Partner, Harris, Wiltshire & Grannis LLP

Corporate Income Tax Issues for Telecom Entities

This session addresses the top-level federal and state income tax considerations specific to the telecom industry. The speakers will first look at certain states that have specific telecom company statutes and/or recent tax decisions to ensure that the correct returns are being filed and reporting is in accordance with these statutes; secondly, provide a top-level understanding of the differences between federal and state tax bases and describe documentation that you need to ensure compliance with state DOR audits; assess trends in apportionment methods at the state levels to assist you in keeping up with the state tax changes; and, finally, will provide an open forum for attendees' experience in dealing with these issues in audits. This session is suitable both as an industry primer, as well as an update for veterans.

Stephen Davis, CPA, Partner, Lammert & Davis CPA

Mark Lammert, CPA, President & CEO, Compliance Solutions, Inc.

**12:15 - 1:30 PM LUNCH
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1:30 - 2:30 PM CONFERENCE SESSION BLOCK 3

Audit Defense Strategy

Carriers spend an inordinate amount of time and money defending prior positions in the face of auditors armed with 20-20 hindsight. Meanwhile, the same jurisdictions are facing budget crises never before seen, thereby making audit recovery their first priority. This session presents views from seasoned veterans regarding current audit issues and industry trends, as well as pragmatic perspectives on audit defense best practices and success strategies.

Audra Mitchell, *State Tax Counsel, Sprint Nextel*

Kathy Saxton, *Multistate Tax Service, Deloitte Tax LLP*

Kiran Seshigiri, *Director of Tax Systems and Billing, CenturyLink*

Toni Stimmler, *Senior Manager, Audit & Appeals, Level 3 Communications*

Wires or Wireless, Don't get Tangled by Unclaimed Property

Most communications companies have unclaimed property resulting from normal business operations. Yet, few companies are aware that noncompliance of unclaimed property can have significant ramifications for the accuracy of the company's financial reporting. Every state has an unclaimed property law to which compliance is mandatory. Further, facing budget deficits, states have aggressively expanded their enforcement of their unclaimed property laws as a means of increasing revenue. This session will provide practical information for defining unclaimed property, discussing who must comply, addressing the consequences of noncompliance and suggested proactive measures to achieve full compliance, including an in depth discussion of unclaimed property related to rebates, gift cards, stored value cards, customer credits, and more.

Samantha Petersen, *Tax Managing Director, KPMG*

Sales and Excise Tax: Developments in State Taxation of Digital and 'Cloud' Products and On-line Services

Once again there were significant developments in the taxation of digital and cloud products and on-line services over the past year. In this ever-changing field of taxation, state departments of revenue continue to aggressively pursue the taxation of various digital products and on-line services under the guise of existing taxes imposed on software, or telecommunications services and/or new categories of taxable services. In addition to discussing recent developments in the various ways in which states seek to tax digital and cloud products and on-line services, this session will address the key issues and arguments service providers should be aware of to defend against attempts to subject such products and services to both new and existing taxes. This presentation will also evaluate the latest developments in physical and attributional nexus, as well as the diverse sourcing rules adopted by the states.

R. Gregory Roberts, *Partner, Morrison & Foerster LLP*

Rebecca M. Ulich-Balinskas, *Associate, Morrison & Foerster LLP*

2:30 - 2:45 PM NETWORKING AND EXHIBITS

2:45 - 3:45 PM CONFERENCE SESSION BLOCK 4

What's Next in Taxation?

The world is innovating at a relentless pace. Social media, cloud computing, enterprise IT, cars, UAVs, homes, TVs and just about any device consuming power are all calling for unprecedented coverage and capacity from our communications networks. The

goal of this session will be to help you make sense of the key innovations, technologies and gadgets that are impacting the communications industry. The panel will focus on the advances in network technologies that enable these markets; the evolving and often complex business models between industry segments; and address the impact both on today's tax department and into the future.

Joe Greco, *Vice President, Transaction, Property and Regulatory, Verizon*

Dr. Matthew Lucas, *Vice President, TeleStrategies*

Jim Nason, *Tax Managing Partner, Telecommunications, Deloitte Tax LLP*

Line Based Taxation - How Complicated is it?

The technology and infrastructure of telecommunications has come a long way since the invention of the copper wire. Not only is it difficult for a government body to understand the different line types in an effort to raise revenue, but technology continues to morph. In this session we will review how different jurisdictions have chosen either to simplify the descriptions of technology for ease in revenue collection, specifically address the technology in an effort to design creative taxation, or generalized laws to accommodate the changing landscape. Topics covered include:

- Review what the laws say, what they mean, and why jurisdictions are challenged by changes in technology.
- Examine what a telecommunications provider needs to know about their products in order to calculate taxes and fees correctly.
- Discuss the evolution of technology and services, in an effort to plan for possible reactions by tax jurisdictions.

Dale Varga - *Senior Tax Research Analyst, Vertex Inc*
Additional Panelists

Creating a Great Tax Department - People (Part 1 of 2)

This two-part presentation is for new and experienced telecom tax professionals, giving a walk-through of the "life cycle" of a telecom tax department — specifically covering the principle areas of transaction taxes. Part One of this session will focus on the most important part of your tax department - your people. The characteristics to look for in hiring great tax professionals, the characteristics to encourage in developing great people, how to get the most out of yourself and your people, and tips on creating a great work environment.

CEO and founder of two tax companies - both of which were voted "The 2016 - 100 Best Places to Work in Oregon" - will share how these two tax companies transformed from "tax shops" to two of the best places to work on the west coast.

Shon Holyfield, *CEO and Founder of TTR, Inc. and TTCG, LLC*

Courtney Cherry, *Director of Tax Policy & Research, TTR, Inc.*

Diane Seidule, *Managing Partner, Transaction Tax Consulting Group, LLC*

Robert Banagay, *Partner, Transaction Tax Consulting Group, LLC*

3:45 - 4:00 PM NETWORKING AND EXHIBITS

4:00 - 5:00 PM CONFERENCE SESSION BLOCK 5

A Look Ahead - Forecasting Trends in State Tax Litigation for Communications Companies

This panel will preview a number of cases that are making their way through the appeals process and discuss how those cases create issues and opportunities for communications companies.

The panelists are directly involved in many of the pending matters that impact TeleStrategies attendees and will discuss steps that are being taken today to prepare for both favorable and unfavorable outcomes over the next twelve months.

Maria Biava, Associate General Counsel, State and Local Tax, Verizon
Eric Tresh, Partner, Sutherland Asbill & Brennan

Sweet Sixteen? Developments and Trends Under the Mobile Telecommunications Sourcing Act

In 2000, the United States Congress stepped in to simplify and streamline state taxation with the Mobile Telecommunications Sourcing Act (MTSA). The law replaced a patchwork of state sourcing rules with clear and consistent requirements, and it also provided for unbundling of customer charges when making taxability determinations. While undoubtedly easing telecommunications providers' tax compliance obligations, MTSA brought its own questions and ambiguities. This session will focus on interpretive issues that have arisen under MTSA, particularly regarding telecommunications classification, sourcing, and bundling. We also will consider the relevance of MTSA sourcing principles to the sourcing of cloud-based services.

Matthew C. Boch, Member, Dover Dixon Horne PLLC
Dustin Davis, Principal, Ryan LLC

Creating a Great Tax Department - Simplicity and Understanding (Part 2 of 2)

Continuing with the momentum of the lifecycle of a telecom tax department, the presenters will go over the four (4) parts of a transaction tax department: (1) Sales and billing systems, purchases and automation; (2) General ledger set up; (3) Tax return preparation (compliance); and (4) Refunds and audits. This is an excellent opportunity for new and experienced telecom tax professionals to get more out of themselves, their people, and walk away with the ability to easily communicate what gets done within their group and possibly identify areas of improvement. Session is followed by Q&A.

Shon Holyfield, CEO and Founder of TTR, Inc. and TTCG, LLC
Courtney Cherry, Director of Tax Policy & Research, TTR, Inc.
Diane Seidule, Managing Partner, Transaction Tax Consulting Group, LLC
Robert Banagay, Partner, Transaction Tax Consulting Group, LLC

5:00 PM EVENING NETWORKING RECEPTION

WEDNESDAY, MAY 18

7:15 AM EXHIBITS AND REGISTRATION OPEN

8:15 - 9:00 AM CONFERENCE SESSION BLOCK 6 TRENDS IN STATE AND LOCAL TAXATION OF NEW TECHNOLOGIES

Streaming services, cloud computing, in-vehicle telematics, infotainment services and other innovative services are both a challenge and source of confusion among states and local tax authorities. This presentation will look at (i) recent revisions, rulings, statutes and cases involving the taxability of new technological advancements in telecommunications; (ii) possible challenges to the imposition of taxes on new technologies; (iii) recent cases in the qui tam area involving telecommunications; (iv) recent consumer fraud cases; (v) a case study on a major technology company's experiences and reactions to these

developments; and (vi) ways to reduce the risk of being caught up in these recent trends.

Adam P. Beckerink, Counsel, Reed Smith LLP
Kenneth R. Levine, Counsel, Reed Smith LLP
Toni Stimmler, Senior Manager - Tax Audits & Appeals, Level 3 Communications

Ask a Lawyer! Get Straight Answers Regarding Complex and Confounding Regulatory and Telecom Tax Issues

Are you struggling to understand conflicting, unclear or uncertain FCC rules & regulations? Worried about a potential USAC Audit, FCC Enforcement Action or state Telecom Tax Audit? Questioning how your services should be treated from a tax/regulatory perspective? This is your chance to have your questions and concerns answered by Jonathan Marshlian, Managing Partner and co-chair of the Communication Taxes & Fees practice group at The CommLaw Group. Bring your questions with you. Or, if you would like a specific question answered with a specific response, please email your issues in advance to mlucas@telestrategies.com (Upon request you may remit questions confidentially, with no attribution to your company; simply indicate your preference when submitting).

Jonathan S. Marshlian, Managing Partner, Marshlian & Donahue, PLLC, The CommLaw Group

Managing Canadian Tax Risks for US Communications Providers

Canadian and US tax laws are fundamentally different! This session will help US communications providers understand key Canadian differences and risk factors. Topics will be geared towards providers who are already in Canada and also towards providers who are looking to enter the Canadian marketplace, including:

- Provide a practical view of the Canadian indirect tax environment (with focus on communications and technology issues)
- Walk through key differences between US and Canadian tax laws on nexus, registration and other threshold issues (and how you can leverage this understanding to better manage risk or cut costs)
- Highlight how Canadian tax administration and enforcement is different from US, with practical solutions to steer clear of danger
- Discuss key tax challenges that US companies face when doing business with Cdn companies (with solutions to navigate roadblocks with subcontractors, agents and other supply chain partners)
- Give a heads up on future tax directionality in Canada: what's changing that will impact you and strategies to be ahead of the risk curve

Brent Jay, Director, International Tax, TELUS

9:00 - 9:15 NETWORKING AND EXHIBITS

9:15 - 10:00 AM CONFERENCE SESSION BLOCK 7 Federal Legislation Policy Discussion

This session will discuss the changing statutory/ administrative/ judicial landscape effecting telecommunications companies, focusing on federal legislation. This includes updates on the Internet Tax Freedom Act, the Marketplace Fairness Act, and any other related legislative/administrative/judicial activity. We will

discuss how telecommunications companies are effected by these and other nexus expanding rules. Additionally, another regulatory change is the new revenue recognition standard in which GAAP is incorporating certain key IFRS concepts that can have a significant impact on how telecommunications recognize their revenue. This discussion will review some of the potential impact on state and local taxation.

Jennifer Jensen, Director, PwC

David Prebut, Director, PwC

Industry Guests (Invited)

Unraveling the Mystery of how to Apportion 911 Charges to SIP Trunks

With the proliferation of SIP Trunks in the VOIP space, jurisdictions and carriers are struggling with how to unbundle, allocate, and identify call paths. This session will explore how some jurisdictions have codified the parameters of how to address SIP trunks and call paths, as well as methods that carriers can use to mitigate potential risks.

Joe Solana, President, GSA

Insights into Global VAT Strategies for an Increasingly Global Communications Industry

Currently over 160 countries have a VAT regime -- the US being the only OECD country without a VAT system in place. With rates as high as 21.5% (the average rate in the EU - and rising rapidly), VAT is having a huge financial and regulatory impact on multinationals. For global communications providers, navigating the world of VAT adds yet another layer of complexity to what is already a challenging industry from a tax perspective. This session will focus on the key features of the VAT regimes in the major and complex VAT countries/territories that impact global communications providers. In addition to outlining the salient features of these VAT regimes, the presenters will look at key developments in the taxation of communications and electronic services as well as look at the main areas of risk and opportunity globally for communications providers and provide insights into how companies are addressing these areas to drive benefit for the business.

Chris Walsh, Tax Managing Director, KPMG

James Freed, Tax Managing Director, KPMG

10:00 - 10:15 NETWORKING AND EXHIBITS

10:15 - 11:00 AM CONFERENCE SESSION BLOCK 8

Applying Sales/Use Tax Manufacturing Exemptions to Telecommunications Services

While all states impose sales and use taxes on telecomm services, states are often reluctant to equally apply the exemptions to these taxable services. This session will explore the application of the manufacturing exemption to telecommunications services focusing on recent court cases challenging exemption denials. Panelists will provide a discussion of winning and losing strategies, barriers to the exemption and actions for future application and qualification for these exemptions.

Seth Kaufman, General Attorney, AT&T

June Summers Haas, Partner, Honigman Miller Schwartz & Cohn

The New FCC Enforcement Bureau: One Year Later

Following up on last year's well-received session, this presentation will provide an update on the brave new world of FCC enforcement. How has the "new sheriff in town" further changed enforcement in the past year? What is happening with FCC and Congressional criticism of the enforcement process? This year's session is guaranteed to give you a fulsome view of a process you don't want to view up close.

Steve Augustino, Partner, Kelley, Drye & Warren LLP

Local Taxes - Managing Your Burden

Local transaction taxes continue to be a concern for all types of communications providers as localities increase audit activity and attempt to apply often vague local ordinances to new, complex service offerings. Ordinances governing local taxation are typically less developed than similar state provisions, creating significant compliance risk for providers at the local level. This session will cover specific examples of local challenges related to the taxability and sourcing of both sales and purchases made by communications service providers. The session will also focus on application of exemptions, audit risks, and the refund claim process. It will also explore the latest trends such as qui tam and class action suits related to local taxes. The roundtable speakers will share best practices and strategies with respect to these local transaction tax challenges.

Megan Mahony, Executive Director, National Tax - Indirect Tax

Consulting State & Local, Ernst & Young LLP

Natalie Haynes, Senior Manager, Ernst & Young LLP

11:00 - 11:15 NETWORKING AND EXHIBITS

BEVERAGE SERVICE SPONSORED BY

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11:15 - 12:00 PM CONFERENCE SESSION BLOCK 9

Internet Delivery Methods

Today's society is continuing to deliver more and more content and services over the Internet, and states are taking notice. This session will discuss how states are addressing new business models including the use of platforms to bring customers and providers together, the increased volume of content being delivered over the Internet, and the challenges with gaming and virtual currencies.

Jennifer Jensen, Director, PwC

Industry Guests (Invited)

A Geospatial Approach for Managing Dynamic Tax Jurisdiction Challenges

In 2015 over 120 new special tax districts were enacted and over 4,000 municipal boundary changes occurred. Keeping up with these numerous tax jurisdiction changes can be a daunting challenge for the telecommunications tax professional, who must have a defensible process for sale & use and telecom tax compliance at the ready. Inaccurate jurisdictional assignments due to imprecise, outdated location information is often a main source of sales & use/telco tax calculation errors. The presentation will show how tax professionals can leverage geospatial data, such as parcel boundaries, building footprints, and updated tax boundaries, to more accurately determine tax jurisdictions and ultimately mitigate potential issues prior to an audit.

Hans Dumke, Director of Geospatial Operations, CoreLogic

Additional breakout session to be announced

12:00 PM CONFERENCE SESSIONS CONCLUDE



TUTORIAL 1: MONDAY, MAY 16

9:00 AM - 4:00 PM (FULL DAY, 6.5 HOURS CPE)

Understanding Communications Taxation

Jim Nason, Tax Managing Partner, Telecommunications,
Deloitte Tax LLP
With the Deloitte Tax Telecommunications Team

A mainstay of the TeleStrategies' Communications Taxation event, this intense introductory seminar continues to be refreshed and updated to cover not only the basics of our current tax system for communications service providers, but a deeper dive into key tax considerations associated with "cutting edge" services and applications. This is a must for people new to the communications space or those that want a refresher of Communications Tax 101+. The first part of the program continues to be focused on the core aspects of telecom taxation with the afternoon taking on the more challenging issues facing today's communications tax professional.

I. Overview of Communications Taxation

- Taxation of basic local, long distance, wireless, and video services
- General taxes including gross receipts, sales, and telecommunications-specific taxes

II. Sourcing and Apportioning Transaction Taxes

- Understanding the Goldberg rule when it applies and when it doesn't
- State's position and formulas on interstate services

III. Wireless Taxation including Prepaid

- Sourcing of wireless services and the challenges
- Tax issues specific to wireless service providers as well as the applicability of various taxes and surcharges

IV. Exempt Customers, Sales for Resale and Taxation

- Understanding gross receipt taxes and telecommunications sale for resale exclusions and exempt customers
- Key differences among the states regarding resale taxation

V. Internet and Emerging Services Taxation

- Taxation of Internet access and new/emerging services
- Differences in taxation of telephone, data, TV and other related services
- Taxation of transport vs. content services vs. digital media

VI. Bundled Services Taxation

- What services are being bundled, how are they taxed and what are the challenges to existing tax models?
- What approaches are the states using to tax these bundles? Is there an answer to: what constitutes "books and records"?

VII. Current Trends and Developments in the Taxation of Telecommunications

- What are the big issues taking center stage in administrative decisions and the courts?
- What is on the mind of tax policymakers in state and local jurisdictions?

VIII. Telecommunications Services: An Operational Tutorial

- Become more conversant with how telecommunications services are delivered.
- What a telecommunications professional needs to know to "talk the talk"!

IX. Regulation, Fees, Surcharges and Other Charges (When a Tax is Not a Tax)

- Basic understanding of regulatory issues, concerns and changes facing the communications company
- Overview of regulatory mandates and related fees (911, USF, and more)

X. Transaction Tax System/Process Fundamentals

- Hear what you need to know in implementing/upgrading an automated transaction tax solution
- Common pitfalls and opportunities



TUTORIAL 2: MONDAY, MAY 16

1:00 - 4:00 PM (HALF DAY, 3 HOURS CPE)

Taxation Issues for Communications Companies

PwC Tax Telecommunications Team

1:00 - 2:45

Federal Universal Service Fund (FUSF)

This session will provide an introduction to FUSF and explore updates. We will look at FUSF assessability, compliance and return mechanics, the audit process, recent FCC orders, and significant pitfalls and traps. In addition, we will be covering FUSF issues in M&A due diligence deals and other significant risk areas.

Arti Deliaj, Director, PwC

Other Panelists (Invited)

2:45 - 3:00 - BREAK

3:00 - 4:00

Top Ten Audit Issues by Telecommunications Tax Departments

This session will discuss the top 10 audit issues that a telecommunications tax department can face. These issues include outdated billing systems, characterization challenges, corresponding with auditors, managing large assessments, documenting amounts reported on returns, exemption certificates, resource limitations, senior management understanding your role, FAS 5, and statutory/regulatory/judicial changes. We will offer practical solutions, along with actual examples from our experiences (as well as the audience's experiences), as to how these issues can be addressed. One area of focus for this year will be how we have utilized technology in our approaches and how effective such automation and technology can be when addressing these issues.

David Prebut, Director, PwC

Dawn Scott, Director, PwC

4:00 PM - Q&A

3RD ANNUAL GOLF TOURNAMENT

MONDAY, MAY 16

4:15 - 8 PM

Sponsored by Compliance Solutions

Free to attendees, all-inclusive

Kick off the conference in grand style at The Adobe Course of the Arizona Biltmore Golf Club, adjacent to the Arizona Biltmore Hotel and Resort. Join your fellow conference attendees for a fun round of golf followed by Dinner at The Adobe Restaurant (on-site at the Arizona Biltmore Hotel and Resort). There is no cost to participate. Green Fees, Golf Clubs, Golf Shoes and post-golf Dinner at The Adobe Restaurant are all provided at no cost to attendees by Compliance Solutions.

Reservations required. Indicate your participation during online registration, or contact Wes Johnson at wes@csilongwood.com by March 15th.



Stately and grand, the Adobe Course was built in 1928 out of the vision and desire of chewing gum magnate William Wrigley, Jr. He persuaded Riviera and Bel-Air Country Club architect, William Bell, to design what was one of the first courses in Phoenix. Little wonder that it became an Arizona Classic.

The par 71, 6,430 yard Adobe is a true parkland course that treats its patrons to generous, sprawling fairways, while challenging them with numerous, hungry bunkers. Set against the backdrop of the picturesque Phoenix Mountain Preserve and the far-reaching southern skyline of downtown Phoenix, the Adobe provides views as breathtaking as the course itself.

This is why the Adobe Course is one of the best Phoenix golf courses in the valley.

The course is on site and within walking distance from the hotel.

For questions about the Golf Tournament, sponsored by Compliance Solutions, please contact Wes Johnson at wes@csilongwood.com

Registration and Hotel *Register by April 15th and save \$200*

Before 4/15/2016 After 4/15/2016

Tutorial and Conference	\$1,295	\$1,495
Conference Only	\$995	\$1,195
Tutorial Only	\$495	\$695

Buy One, Get One Free Service Provider Offer: To be eligible for the special rate, you, and the person you are registering, must be approved full-time employees of a wireless or wireline phone company, cable MSO, ISP or VoIP provider. Pay for one and the second person can attend for free.

Conference Location:

Arizona Biltmore Hotel
400 E Missouri Ave
Phoenix, AZ 85016



A WALDORF ASTORIA RESORT

Mention that you are with the TeleStrategies Communications Taxation group (code TS16) to receive the discount rate of \$249 per night. (Note that this rate includes the \$29/night resort fee.) To make your reservation, call 602.954.2554 and use group code TS16.

Registration

Online: www.telestrategies.com • Phone: 703-734-7050

Attendees: Attendance at this conference is open to tax professionals employed by communications service providers, tax software and research vendors and those companies advising communications service providers (consultants, attorneys, and accountants). We respectfully request that employees and contractors to state and local governments and contract auditors NOT attend.

CPE Credits



TeleStrategies Inc. is registered with the National Association of State Boards of accountancy (NASBA) as a sponsor of continuing professional education on the National Registry of CPE Sponsors. State boards of accountancy have final authority on the acceptance of individual courses for CPE credit. Complaints regarding registered sponsors may be addressed to the National Registry of CPE Sponsors, 150 Fourth Avenue North, Suite 700, Nashville, TN 37219-2417. Web site: www.nasba.org

Credits available: 17.5*

Method of presentation: Group-Live

Advance preparation: None

Program level: Basic

Prerequisites: None

For more information regarding administrative policies such as complaint resolution, please call TeleStrategies at 703-734-7050.

** The two-day conference offers 11 hours of CPE. Deloitte pre-conference offers 6.5 hours of CPE. PwC pre-conference offers 3 hours of CPE. Attendees must sign in and sign out to receive CPE credit.*

CLE Credits



TeleStrategies, Inc. received CLE approval in 2015 in Georgia, Illinois, Kansas, Pennsylvania, Texas, Virginia and Washington State CLE is available in 17 other states using reciprocity agreements with these existing approvals. If you would like CLE credits in a state not listed, please send an email to jtowndsend@telestrategies.com.

About the Lead Sponsor



Compliance Solutions provides complete end to end tax & regulatory services to the telecom industry from telecom tax rating to telecom transaction & corporate income tax preparation to FCC/State regulatory compliance to audit support services. Compliance Solutions provides the most comprehensive tax solutions for the best overall value such as transaction tax preparation & filing services, tax exemption management services for wholesale carriers, consulting services for tax mapping projects and a wide range of tax rating services. Compliance Solutions' corporate income tax services are turnkey solutions for the simple to the very complex entity structure. Founded in 2002, the Compliance Solutions' team brings value to clients through years of experience in telecom & taxation, outstanding services and customer support to hundreds of clients, and by providing best of class solutions to challenging tax & regulatory issues. For more information about Compliance Solutions, please visit www.csilongwood.com.

About the Associate Sponsors



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