



**“Only Azavar has the specialized software, resources, and knowledge required to successfully review revenue and recover the maximum.”**

Mayor Gayle Smolinski, Village of Roselle, Illinois

## RECOVERING REVENUE WITH A 360 DEGREE APPROACH

Local governments often miss out on revenue opportunities from a wide variety of sources—from a few thousand dollars to multiple millions. But it can take up significant staff time and resources to track down every critical dollar.

Azavar’s immersive process offers local governments the power of a private consulting firm combined with proprietary technology solutions grounded in a customer-first philosophy. In short? We use our data and tech tools and brilliant team of experts to recover all possible funds so you can do more for your constituents. And we’re with you every step of the way, from implementation to training to collections and beyond.

### Address Data Analysis

Finding lost revenue starts with the complete and thoughtful analysis of millions of data. Using our exclusive combination of technology and expertise, Azavar examines all fee and tax areas where revenue leaks might be happening, including garbage, fuel, hotel/motel, short-term rentals, sales, telecom, and utilities. Through an advanced selection of analysis tools such as database mining, GIS analysis, and data correlation error rates and patterns, we will find and correct all revenue errors while recovering funds for your community.

### Financial Analysis

Following our electronic data analysis, we apply a financial review that matches theoretical dollar-for-dollar with actual payments. Our team examines your numbers to ensure expenses paid, gross revenue computed, and taxes received are all correct as established by contracts and ordinances. Through our financial analysis, we uncover missed, underpaid, or incorrectly paid taxes owed to your community—sometimes in the millions.

### Compliance

Our thorough review ensures your data and financial information are in line with your contracts, franchises, and ordinances. We analyze all relevant laws regarding your rights in dealing with tax remitters and collecting back revenues or credits due to you. We then inspect your agreements from a customer perspective to make sure service is delivered as expected. Along the way, we work closely with all parties to ensure compliance with the tax remitting and filing.

## Our Benefits

- Discover lost/owed revenue by analyzing data from every possible angle
- Unleash our consulting team to negotiate and collect revenues due, whether from taxpayers, utilities, and other sources
- Minimal or no time required from your staff
- Streamlined processes and relationships with service providers ensure quick and efficient reviews and tax recovery
- Receive detailed reports and findings memoranda to facilitate effective negotiations or fulfill documentation requirements
- Choose between a fee-based payment model or contingency-only, depending on your needs

## How We Work for States & Municipalities

- Review gross revenue and tax receipts to produce comprehensive reports
- Ensure compliance with laws, contracts, and franchise agreements
- Investigate tax-collection issues and recover revenue from past errors
- Recommend changes to close legislative loopholes and correct coding errors
- Recommend changes in utility/telecom service for more advantageous rates
- Analyze service addresses culled from service providers and government records to identify discrepancies
- Tap the expertise of our solutions experts, professionals with decades of experience in government, finance, and legal issues



## Fact Sheet

### Azavar History

Since our inception in 1996, we've partnered with over 400 municipalities, conducted over 5,000 revenue reviews, and recovered \$500M+ on behalf of communities. Our customers rely on us to maximize their revenue and we deliver on that promise, all at a record level of efficiency.

### Purpose

Azavar helps communities increase accountability to optimize their tax revenue and collections. Azavar's review process improves performance for government organizations by lowering expenses as part of our food and beverage, hotel/motel, sales, short-term rental, telecom, and utility tax and fee review programs.

### About Us

At Azavar, we approach reviews from a comprehensive, electronic, and programmatic perspective, analyzing millions of data per organization.

By leveraging our future-forward government technology and team of experts, we deliver an unparalleled return on investment to state and local governments across the nation.

### Our Experts

- Find all errors by thoroughly reviewing data in its entirety—not just random samplings of statistical analysis
- Utilize proprietary technology to efficiently complete reviews
- Execute an exclusive approach that maximizes findings for our clients
- Have more than 100 years of utility review experience combined
- Serve more than 400 government clients and counting

### COMPANY INFORMATION

Azavar

### FOUNDED

1996

### THE AZAVAR EXPERIENCE

- Maximizing revenue through reviews, ordinance optimization, and five-year forecasting
- Streamlining revenue compliance, monitoring, and reporting through our digitally managed and secure cloud software
- Providing exceptional customer experience every step of the way
- Supporting governments and their constituents with concierge customer service

### TEAM MEMBERS

60 and growing

### CONTACT INFORMATION

Azavar

55 E. Jackson Blvd.

Suite 2100

Chicago, IL 60604

[www.azavar.com](http://www.azavar.com)

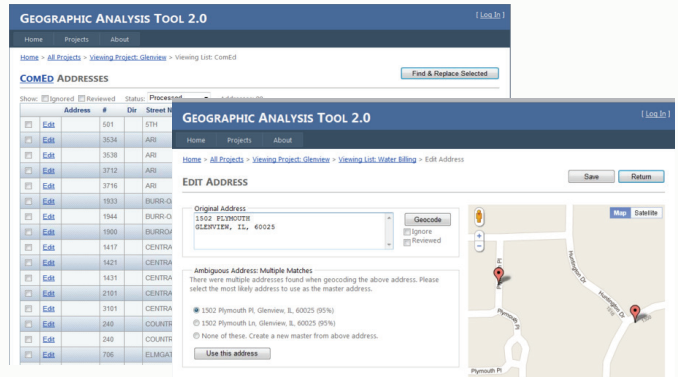
Phone: 312.583.0100

Fax: 312.583.0200

## What Is a Revenue Review as Conducted by Azavar?

Through our government-focused transactional tax and revenue reviews, you receive a comprehensive analysis of all tax receivables remitted to your organization by service providers, including but not limited to:

- Amusement Tax
- Cable Franchise Fees
- Food & Beverage Tax
- Hotel/Motel Tax
- Motor Fuel Tax
- Sales Tax
- Short-Term Rental Tax
- Telecommunications Tax
- Utility Tax (Electric and Gas)



We complete your review using our own resources while providing you with a contingency payment model.

### Your governmental revenue review includes:

1. An Exclusive Geographic Analysis
  - We use state-of-the-art geographic information systems (GIS) to analyze all customers in your local jurisdiction
  - Our experts employ advanced database software and advanced data-mining technology
2. Technical Expertise
  - We utilize industry-leading software to uncover outdated technologies and wasteful practices
  - Our experts utilize proprietary reviewing software while employing advanced data-mining technology
3. Strategic Relationships with Service Providers
  - Our relationships foster communication, compliance, and accountability
  - We facilitate franchise negotiations to meet local needs while protecting your community's property and purse

