

EY Americas indirect tax symposium

20-21 February 2020 |
Miami Beach



Agenda

Wednesday, 19 February (arrival/private client meetings)

1:00 p.m.–5:00 p.m.	Private client meetings
4:00 p.m.	Check-in at The Diplomat, Miami Beach, Florida

Thursday, 20 February (symposium Day 1)

7:30 a.m.–9:00 a.m.	Registration and breakfast
9:00 a.m.–9:15 a.m.	Welcome to the EY Americas Indirect Tax Symposium and program introduction
9:15 a.m.–10:30 a.m.	General session: A look back and the path ahead Synopsis: Over the past decade the pace of disruption has accelerated, impacting everything from political agendas and strategic business decisions to individual's purchasing decisions. In the area of global indirect taxes, which includes trade, VAT and credits and incentives, these changes have, in many cases, been dramatic. In this session, we will reflect on the past decade and discuss what changes might be on the horizon for the next one.
10:30 a.m.–11:00 a.m.	Break

11:00 a.m.–12:30 p.m.	<p>General session: Navigating market uncertainty and geopolitical unrest</p> <p>Synopsis: Panelists discuss how companies are proactively addressing uncertainty in a changing global tax, trade and geopolitical landscape through analysis of footprint and business operations (tax structure, supply chain optimization, new market entry, expansion), global trade dynamics, labor constraints and overall cost mitigation)</p>
12:30 p.m.–1:30 p.m.	Lunch
1:30 p.m.–2:30 p.m.	<p>Breakout session one</p> <p>Select one of the following:</p> <ol style="list-style-type: none"> 1. Global trade and disruption <p>Synopsis: US implementation of Sections 301, 232 and 201 tariffs has increasingly impacted company profitability and is profoundly challenging the way companies conduct business. This session explores how to manage tariffs amid increasing trade disruption and offers perspectives on the impact and trajectory of rapidly evolving US trade policy. Panelists will highlight successes and pitfalls in mitigating, avoiding and recovering additional tariffs through a discussion of product exclusion usage, post-summary corrections (PSCs) and protests, valuation and origin planning, among other strategies.</p> <ol style="list-style-type: none"> 2. VAT: Compliance and global tax platform <p>Synopsis: The growing importance of indirect taxes as a source of revenue for governments, the increasing implementation of measures to enhance compliance and the availability of new technologies have changed the VAT reporting landscape; more data needs to be submitted more frequently. In this session, we will cover the latest trends, the shift in reporting model, the business issues and challenges, and our approach to VAT and digital reporting through the enablement of the Global Tax Platform. We will also cover certain Sales and Use Tax compliance aspects and compare them with VAT.</p> <ol style="list-style-type: none"> 3. Global location investment, credits and incentives: Ripple effects of tax and trade reform and high-profile economic development projects <p>Synopsis: Panelists discuss the reactions and effects of trade reform, tax reform, labor shortages and high-profile economic development projects on location investment and incentives.</p>
2:30 p.m.–2:45 p.m.	Break
2:45 p.m.–3:45 p.m.	<p>Breakout session two</p> <p>Select one of the following:</p> <ol style="list-style-type: none"> 1. Global trade: Automation and operations <p>Synopsis: Leadership expects efficiency and proper cost management in all functional areas of an organization. Effective trade compliance organizations have found the right mix of technology and resourcing to meet management’s expectations as well as business and compliance requirements. Panelists will discuss their experiences in the quest to develop the right organizational design and resourcing models for their global trade compliance teams, along with insight into the automation and technology required to enable their respective models.</p> <ol style="list-style-type: none"> 2. VAT: Digital and e-services development

	Synopsis: Panelists will focus on domestic and global indirect tax developments in the digital, e-services and e-commerce sectors. Discussions will focus on legislative trends, market responses to those trends and what might be on the horizon.
	<p>3. Global location investment, credits and incentives: Location analysis leading practices (real estate, labor, energy, environment and more)</p> <p>Synopsis: Panelists will explore the multitude of business issues impacting location investment decisions, including state and local taxes, real estate, labor availability and talent, available incentives and site readiness, and discuss leading practices to enable informed decisions using quantitative and qualitative data.</p>
3:45 p.m.–4:00 p.m.	Break
4:00 p.m.–5:00 p.m.	<p>Breakout session three</p> <p>Select one of the following:</p> <p>1. Global trade: Globalization of business activity – making export compliance an opportunity not a barrier</p> <p>Synopsis: Managing international risk, especially in the export landscape, is an important part of international business expansion. But firms face accelerated complexity and a dynamic regulatory environment in meeting global market rules that cross multiple functions and are not standardized across multiple countries. How can you prepare for the unexpected? In thinking about ways to successfully navigate this environment, we will look at some case studies, including: What happens when a global business partner is placed on a denied party list? How to address the impact of forthcoming export controls that are expected to disrupt logistics planning, information sharing, R&D and acquisition strategies for companies in the United States and all around the world? What tools are available to accurately assess your company’s global trade footprint so that multi-jurisdictional controls can be managed to address your global business needs?</p> <p>2. VAT: Legislative changes around the globe you cannot miss</p> <p>Synopsis: With over 160 countries in the world with a VAT/GST regime in place and unprecedented pace of the legislative change, it is becoming increasingly hard for the multinational companies to stay informed about the new regulations and understand how the changes might impact their business. The session will review the most significant recent and anticipated VAT/GST developments, including “EU Quick Fixes” and their most likely business impact. We will also discuss leading practices for helping businesses stay ahead of and prepare for change.</p> <p>3. Global location investment, credits and incentives: Review developments in grants, business incentives and tax credits in Canada, Central and South America</p> <p>Synopsis: Explore the incentives and subsidy available related to investment, innovation, workforce, sustainability and more. Hear directly from EY professionals across Canada and Central and South America</p>
5:00 p.m.–5:15 p.m.	Break
5:15 p.m.–6:30 p.m.	<p>General session: Global trends and challenges with data, systems and technology</p> <p>Synopsis: During this session, we will cover global trends related to technology, in particular data and systems, as well as some of the key global challenges facing multinationals, from digital and real-time information to blockchain, S/4HANA and available indirect tax automation technology.</p>
6:30 p.m.	Day 1 concludes

6:30 p.m.–10:00 p.m.

Reception and networking event

Friday, 21 February (symposium Day 2)

7:30 a.m.–9:00 a.m.	Breakfast
9:00 a.m.–10:30 a.m.	<p>General session: Impact of US regulatory environment on the Americas</p> <p>Synopsis: In recent months, the US government has taken measures that reverse decades of US trade openness with the promise of bringing manufacturing jobs back to the United States. The government has released trade policies that could offer opportunities for certain companies and investors and have major negative consequences for others. Measures have also impacted the trading system and US trading partners in the Americas. Panelists will share their experiences and knowledge in some of those measures, such as the renegotiation of NAFTA and enforcing the new United States-Mexico-Canada Agreement (USMCA), economic sanctions on Iran, Russia and Cuba, trade restrictions on China and the consequences of such policies on the Americas.</p>
10:30 a.m.–10:45 a.m.	Break
10:45 a.m.–12:00 p.m.	<p>Breakout session four</p> <p>Select one of the following:</p> <ol style="list-style-type: none"> 1. Brazilian and Argentinian tax reforms <p>Synopsis: Brazil is known for the complexity of its tax system. For the first time, there is a belief that the proposals under discussion and the political environment can provide the ideal scenario for this change. In this sense, we must understand the current proposals and challenges for each of them.</p> <ol style="list-style-type: none"> 2. Latin America – North <p>Synopsis: In the transformation journey, disruption in all fields seems to be the way in Latin American. Leaving behind old paradigms to find better ways appears to be chaotic at times. Politics, trade, business, technology, efficiency, data, compliance, control, facilitation – how do we balance and manage all without forgetting our purpose?</p> <ol style="list-style-type: none"> 3. USA and Canada: Risk in cross-border trade and how to mitigate <p>Synopsis: This panel of customs specialists will review cross-border customs compliance topics on both sides of the US-Canada border. We will learn what to look for and about tools and strategies to mitigate risk. Cases studies and an overview of customs and trade organization leading practices will be included.</p> <ol style="list-style-type: none"> 4. Global location investment, credits and incentives: Update on US federal, state and local grants, business incentives and tax credits <p>Synopsis: An EY local incentives professional provides an update on recent legislation, policy changes and hot topics from the federal perspective (Opportunity Zones, New Markets Tax Credit, renewables) along with state and local incentives insights.</p>
12:00 p.m.–1:30 p.m.	Lunch
1:30 p.m.–2:30 p.m.	<p>Breakout session five</p> <p>Select one of the following:</p> <ol style="list-style-type: none"> 1. Brexit and its impact on the Americas

	<p>Synopsis: The UK election makes Brexit a certainty and offers a sharper image of the end destination. Our panel will discuss practical steps for US multinationals to take in 2020 in preparation for the UK's exit from the EU</p>
	<p>2. S/4 HANA implementation – indirect tax implication</p> <p>Synopsis: SAP S/4 HANA is the latest-generation of SAP business suite, scheduled for full migration among clients by 2025. The latest SAP S/4 HANA is defined as a technology core able to be designed to comply with the most complex country-specific tax requirements. The integration of additional SAP apps provides companies with the opportunity to build dedicated solutions for determination, digital reporting, analytics and indirect tax compliance, enabling successful indirect tax management. However, migrating to S/4 HANA is not a simple matter of flipping a switch. It is a complex undertaking that requires a substantial amount of planning and evaluation of indirect tax tactical steps (sales tax, VAT, customs duties).</p> <p>3. Global location investment, credits and incentives: EMEIA and Asia-Pac update</p> <p>Synopsis: Explore the incentives and subsidies available for investment, innovation, workforce, sustainability and more. Hear directly from EY professionals across Europe, Africa, Australia, India and Asia.</p>
2:30 p.m.–2:45 p.m.	Break
2:45 p.m.–4:00 p.m.	<p>General session: Are you future-ready?</p> <p>Synopsis: In this session, we will explore actions that can enable the tax department to provide innovative direction and insight for transforming the trade function. In this panel, tax will be highlighted as the “game changer,” informing C-level strategic decisions and forging the part through ERP modernization.</p>
4:00 p.m.–4:15 p.m.	Symposium closing remarks
4:30 p.m.–6:30 p.m.	Private client meetings

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US SCORE 08106-201US

1912-3345742
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