


GARRIDO  LICONA.®



Adapting Our Professional Services Business Model in Latin America to the New Technology Trends

GARRIDO  LICONA®


leading edge alliance
innovation • quality • excellence

GLWINBA
By Garrido Licona

AGENDA

- 1 Drivers to transform our services
- 2 Trends in Latin America Tax Administrations
- 3 New services in the Compliance market
- 4 A Case Study
- 5 Conclusions and next steps



Presenters:

- Leopoldo Gutiérrez
- Jesús Antonio García
- Luis Octavio Valtierra



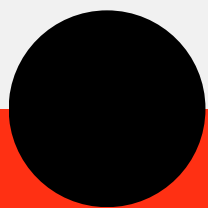
Brief summary of how it works

In this webinar, you will know about things that Garrido Licona has done in the area of technology to ensure their business models continue to bring value to their clients for the long term.

SUMMARY

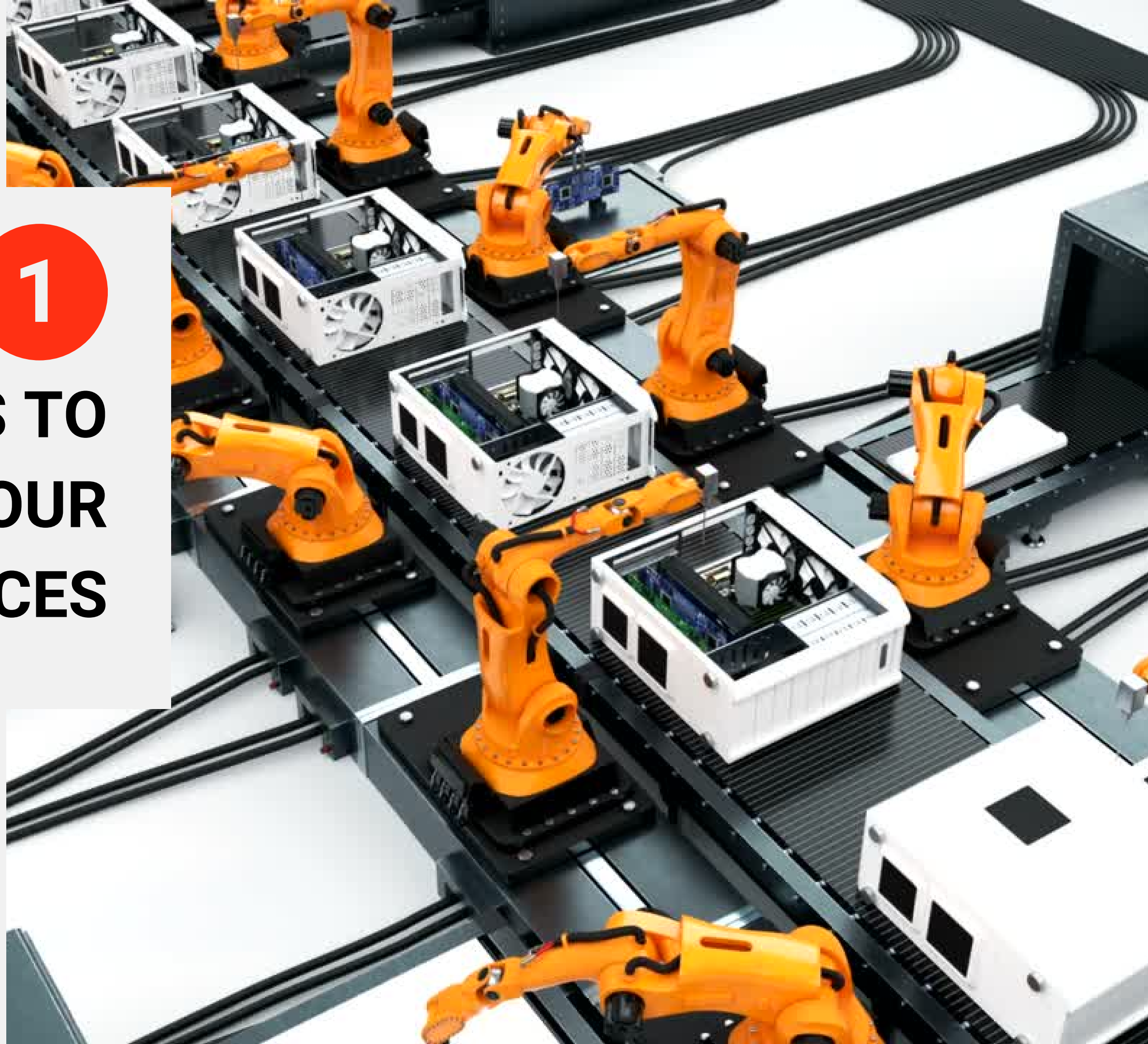
First, it is about understanding your roadmap and why you feel providing technology solutions creates value not only for clients, but for the firm as well because of the expansion of services.

Second, it is about understanding how countries are aggressively pursuing technology solutions to make compliance more efficient but also more effective in raising compliance rates.



1

DRIVERS TO TRANSFORM OUR SERVICES



CLIENTS

- Unlimited ERP
- Increase in obligations
- Less personal

CONSULTANCY FIRMS

- Audit Services = “comodity” and need to reduce costs
- Dashboards of financial and tax effects of the operation (IoT)
- Information security and lack of AI regulatory information
- Competition between firms and technology enterprises

AUTHORITIES

- Two decades of the expansion of technology expenses
- Digital transformation of the process
- Risk analysis in the accounting records and compliance information
- Accounting transformation for tax purposes

2

TRENDS IN LATIN AMERICA TAX ADMINISTRATION



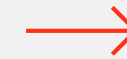
TRENDS IN LATIN AMERICA TAX ADMINISTRATION



**OBJECTIVE: TO REDUCE
EVATION AND FISCAL FRAUD,
AND SIMPLIFY TAX
COMPLIANCE**

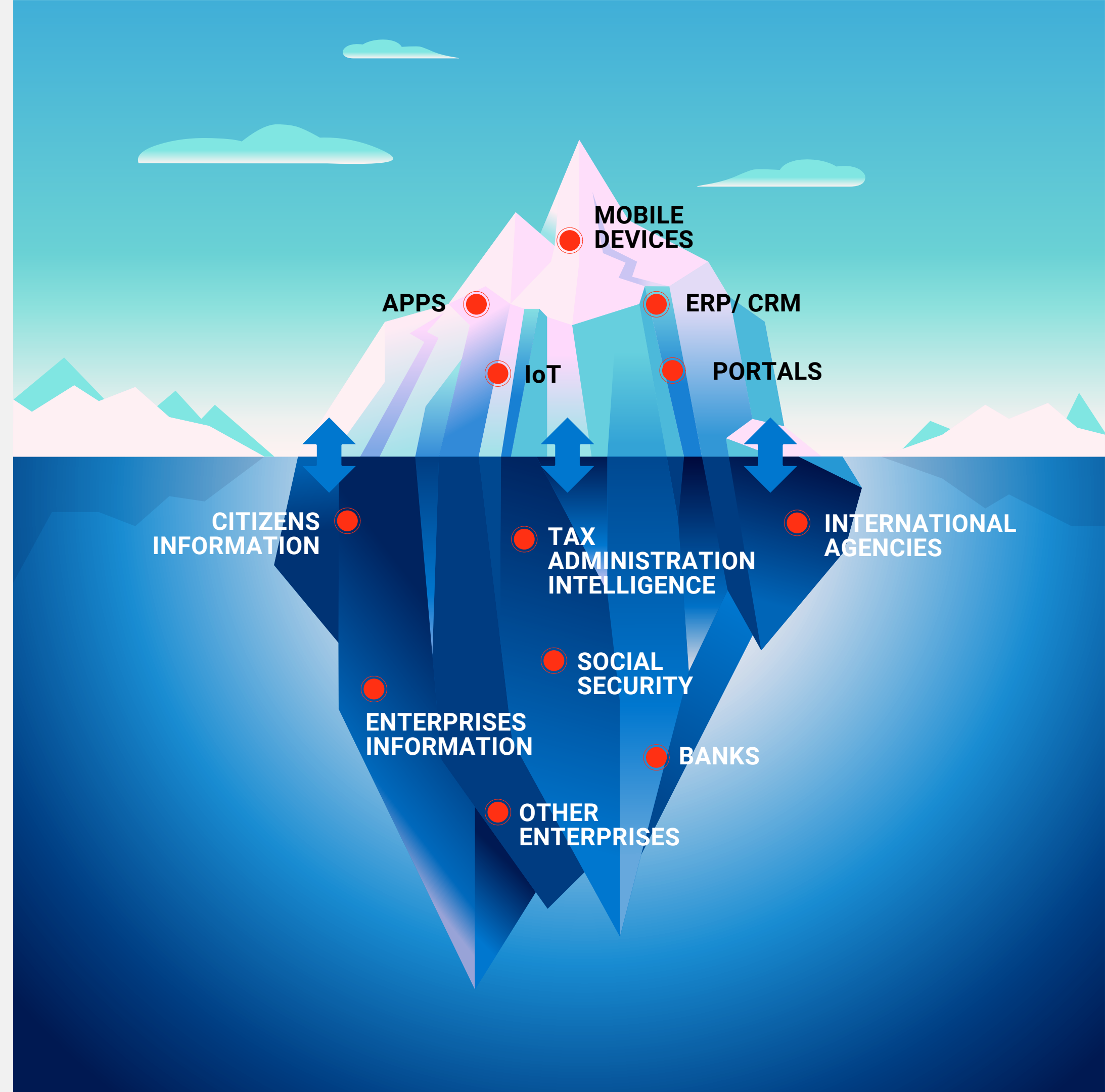
- ✓ Elimination of paper and digital transformation (digital formats)
- ✓ Identification of digital taxpayers
- ✓ Global Invoicing solutions (XML)

TRENDS IN LATIN AMERICA TAX ADMINISTRATION



- ✓ Foreign trade operations standardization
- ✓ Transparency and exchange of information between countries and control institutions
- ✓ Compliance in real time
- ✓ Use of technologies such as: data analytics, blockchain, internet of things (IoT), cloud computing, georeference and AI (Artificial intelligence)

TRENDS IN LATIN AMERICA **TAX** **ADMINISTRATION**



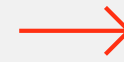
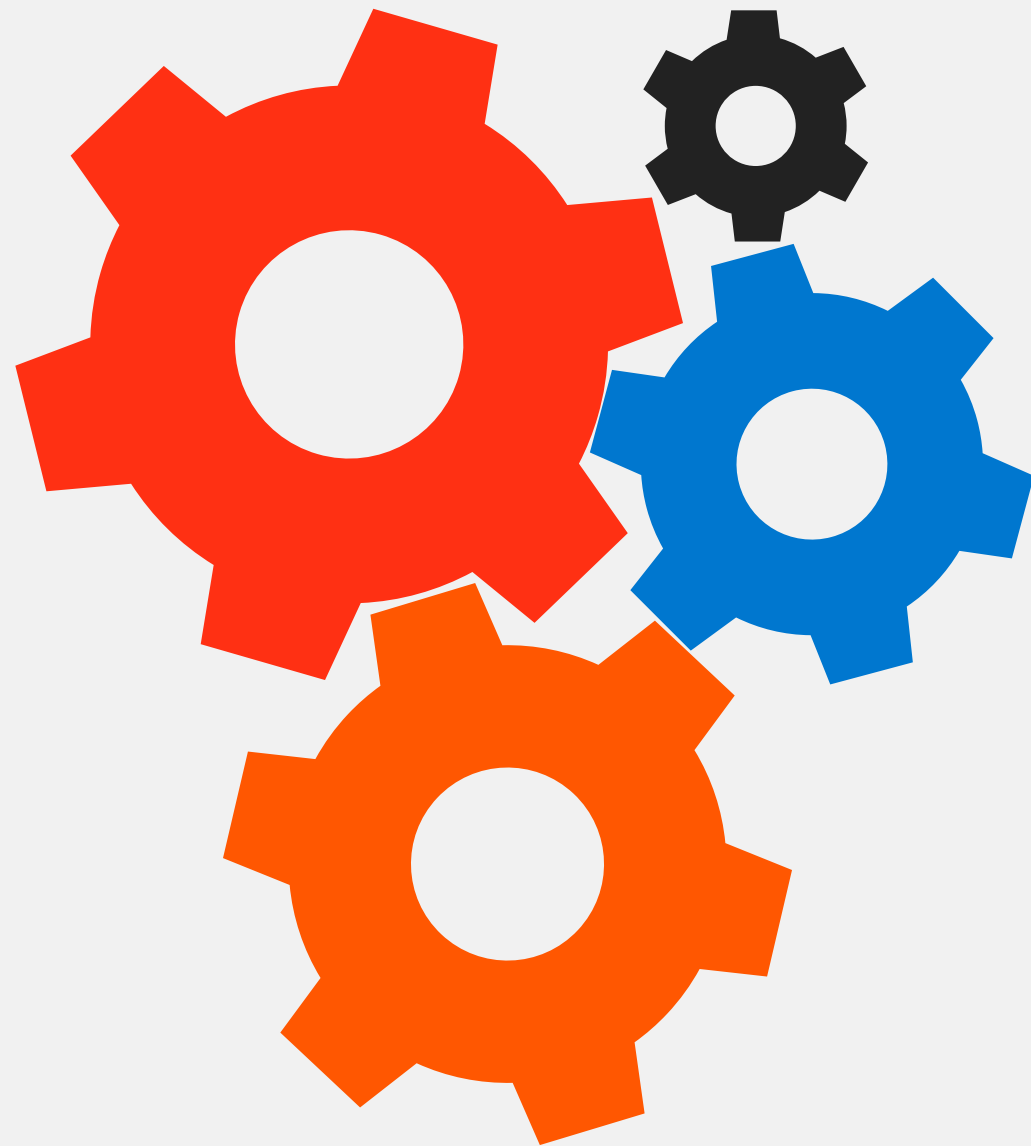


3

NEW SERVICES IN THE COMPLIANCE MARKET



NEW SERVICES IN THE COMPLIANCE MARKET



✓ SaaS

✓ Share service centers

✓ Call centers for different problematics

- “Outsourcing” y specialized services
-



NEW SERVICES IN THE COMPLIANCE MARKET



-
- ✓ Regional compliance HUBs in enterprises and firms
-
- ✓ Compliance outsourced services
 - Validation technologies and documents information extraction
-



NEW SERVICES IN THE COMPLIANCE MARKET

- ✓ Due diligence per System
- ✓ Electronic Signature with legal validity and definite date
- ✓ Alliances for meeting market needs

4

A CASE OF STUDY: THE COMPLIANCE ROADMAP IN MEXICO



THE COMPLIANCE ROADMAP IN MEXICO

Finance

- Implementation and extraction of CFDI 4.0
- Invoicing validation
- Payment complement omission
- Complaints for payment complement omissions
- Invoicing cancelation

TAX COMPLIANCE

- Income and expenses conciliation
- IVA and ISR automation
- Foreing trade (Exhibit 24 and 31)
- Electronic Accounting
- Tax Vault

HUMAN CAPITAL

- Payroll conciliation (ISR, IMSS and ISN)
- Specialized services platform

PURCHASING SUPPLIERS

- SAT black list
- Services order automation
- Materiality vault
- Waybill platform

LEGAL COMPLIANCE

- Electronic Signature
- Contracts automation
- Corporate goverment
- Digital Certification
- PLD

5

WHAT'S NEXT?



WHAT'S NEXT?



- Understand concerns and needs
- Identify service opportunities
- Define a collaboration plan between firms



Leopoldo Gutiérrez

Partner GL Winba

lgutierrez@garridolicon.com



Jesús Antonio García

Vicepresident of the Council of
Garrido Licon and NSH Group

jgarcia@garridolicon.com



Octavio Valtierra

Enterprise Relationship
Manager

ovaltierra@garridolicon.com



Oficina Central

Corporativo Nápoles
Av. Insurgentes Sur No. 863
piso 10 y 16, Col. Nápoles,
C.P. 03810 Benito Juárez,
México, CDMX

Tel. (55) 9000 1450



Oficina Monterrey

Corporativo EQUUS
Ricardo Margain No. 355 Torre 1,
piso 5-511 Col. Valle de Campestre,
C.P. 66265 San Pedro Garza García,
Nuevo León

Tel. (81) 8000 5766



Oficina Querétaro GL

Edificio "Torre 57"
Boulevard Bernardo Quintana
300, Piso 14, Centro Sur,
76090, Santiago de Querétaro,
Querétaro

Tel. (55) 9000 1450

