



## Goal

- Ensure that the appropriate US structure is set up correctly and efficiently from both a business and tax perspective
- Establish long term internal tax policies to support business objectives, while ensuring appropriate profits are recognized in both jurisdictions
- Gain an understanding of US sales tax requirements and establish sales tax compliance policies

## Approach

- Hire Dyke Yaxley for UK-US business and accounting expertise, service provider network and fair fee structure

## Results

- CRFS now understands how best to manage its global effective tax rate through transfer pricing methodologies
- The company now manages its supply chain in the most efficient manner to mitigate sales tax exposure
- CRFS staff now is educated on differences between US and UK tax principles

### Data Bank



COMPANY	CRFS
NATURE OF BUSINESS	Supplier of RF spectrum monitoring and signals intelligence systems
MAIN PRODUCTS	RFeye Node RFeye Nexus
CUSTOMERS	Telecom regulators, operators, equipment manufacturers, 3 <sup>rd</sup> parties
LOCATIONS	Cambridge / Virginia
WEB SITE	www.crfs.com

## UK company, CRFS, launches its Virginia base to better support its North American market with the help of Dyke Yaxley

CRFS is a leading developer and manufacturer of real-time wideband RF spectrum monitoring systems. These are used in a wide range of applications including to improve the efficiency of modern-day spectrum usage, resolve complex interference issues and help secure critical buildings, sites and installations.

The Company supplies its RFeye™ products worldwide to national spectrum regulators, police forces, intelligence service and military forces. They are used by governments and corporations in the fight against cyber crime and terrorism, to help protect public arenas and spaces and to help support the growing spectrum demand from ever more wireless devices.

### Overview

**CRFS had forged strong links with many American companies from its headquarters in the UK. In light of this, the company made the decision to establish a permanent US location in order to better support its partners and end-users in the States.**

### Challenge

How best to set up the company's US business structure and establish long term tax policies to maximize profitability.

CRFS wanted to set up a base in North America as part of its global strategy, and to provide local sales, service and support for its clients in

the US, but the UK and US tax and legal systems are significantly different. Without the proper network of US service providers to guide the company as it establishes its US location, the long term profitability of the company would be compromised.

### Approach

Partner with a specialized accounting firm with a presence in the US that not only can provide superior long term tax planning and compliance services, but also can provide and liaise with other pertinent US service providers.

CRFS chose to partner with Dyke Yaxley from the start of the set-up process for its UK-US business and accounting expertise, service provider network and fair fee structure.

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“ Selecting the right business partners is key to our company’s growth. Dyke Yaxley has been with us at every stage of our American expansion, helping us deal with sales tax issues, handling communications with regulatory bodies in the US and assisting us with our inter-company pricing. Best of all, they operate with a fixed-fee policy, so there are no surprises when the invoice arrives. ”

— Alistair Massarella, CEO, CRFS

## Results

Dyke Yaxley worked with CRFS and its US attorney regarding the initial formation of the company’s business structure and to establish the accounting processes needed to maximize the company’s overall long term profitability.

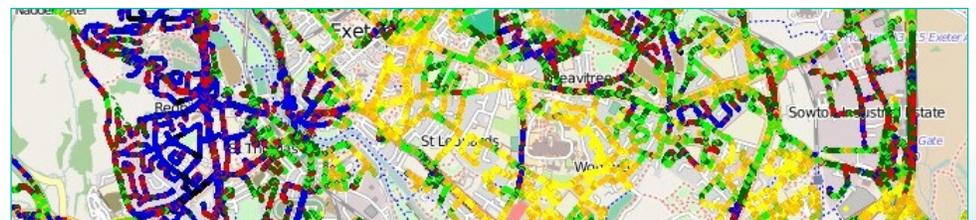
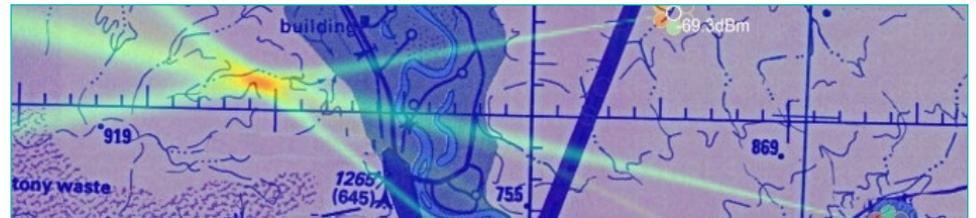
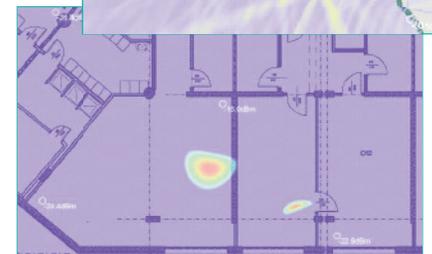
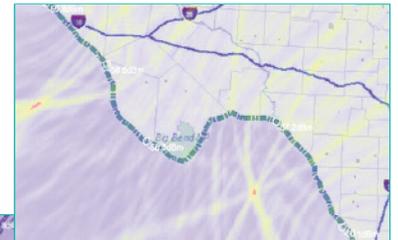
Alistair Massarella, CEO of CRFS, commented, “Selecting the right business partners is key to our company’s growth. Dyke Yaxley has been with us at every stage of our American expansion, helping us deal with sales tax issues, handling communications with regulatory bodies in the US and assisting us with our inter-company pricing. Best of all, they operate with a fixed-fee policy, so there are no surprises when the invoice arrives.”

Dyke Yaxley dealt with the American side of the business adroitly according to the needs of CRFS and the financial reporting system of Virginia. By working with Dyke Yaxley, CRFS was able to ensure that the most appropriate US entity was set up and that all registrations were completed correctly and efficiently.

According to the company’s General Manager, Nick Balon, “Working with Dyke Yaxley has allowed us to mitigate much of

the financial cost associated with starting a business in a different jurisdiction. With their help, we were able to avoid the costly mistakes and pitfalls inherent to business expansion in a new country.”

Dyke Yaxley and CRFS have a strong three-way partnership; the accountancy firm works with the companies on both sides of the Atlantic to provide expert assistance whenever – and even before – it may be required. A representative of Dyke Yaxley maintains frequent contact with CRFS for consultancy and advisory purposes, and visits the company’s UK headquarters on a regular basis.



At **Dyke Yaxley LLC**, we are uniquely positioned to understand the challenges and rising costs facing companies with international operations, as well as the complexity of planning and preparing taxes for individuals living and working abroad.

With offices on both sides of the Atlantic, we offer a highly experienced team that specializes in international tax planning and compliance. We don’t just prepare your taxes. Instead, we start with strategic planning to put you in the

best possible tax position for both the short and long term. Whether you’re a UK or US expatriate, dual citizen or owner of a small or midsize business, you can rest assured that we are committed to providing you with an exceptional

level of responsive and personal customer service and a “no surprises” approach to fees.

- **US & UK Business Tax Services**
- **UK VAT Tax Planning & Compliance**
- **US & UK Individual Tax Services**