

# R&D Tax Credit Success Story

**Industry**  
Software/Technology

**Location**  
Nashville, TN (HQ)

**Project Type**  
R&D Tax Credit Study

**CLIENT PROFILE:** Technology platform that connects patients with affordable, quality healthcare. The company had annual revenue of \$18 million in 2018 and employs 146 people, 42 of which were included in the study.

**APPROACH:** Our team of R&D consultants was engaged initially in 2018 to conduct an R&D Tax Credit Study for the company for the first time. We put a focus on education about the credit and conducted detailed interviews with key personnel, so the client was able to claim a significant credit year after year. As a result of our continued engagement, our process has become more efficient. For new studies, our team performs all fieldwork and documentation gathering via email correspondence and conference calls since key personnel were already educated on all necessary items to provide. This improvement has allowed for a more streamlined approach to conducting studies and saves time and money for the client.

**STUDY RESULTS:**

**\$1.2M**

In Qualified Research Expenses (QREs)

**\$78K**

Total Effective Federal Credits

## Who makes a great R&D prospect?

If you have clients in the software, automation, design-build, manufacturing, or healthcare industries, the following questions regarding their business could indicate an R&D Tax Credit opportunity:

- Do you employ engineers, scientists, project supervisors, or programmers?
- Do you develop or improve products or processes?
- Do you incur raw material costs during the product development process?
- Do you build prototypes, jigs, models or dyes?

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