



Dear Customers,

LabStats joined the Cordance family of companies on August 11, 2022. This offers us exciting opportunities as part of a larger and growing portfolio. Cordance will help us move forward without sacrificing quality or the great service that you have come to expect from LabStats.

Previously, LabStats did not meet the taxation nexus and did not collect sales tax with our invoices. As part of a larger organization, we meet that nexus in a growing list of states.

To maintain tax law compliance, invoices may include state sales taxes where it is now applicable for SaaS (Software as a Service) products. If you are in a state where SaaS is taxable, and you qualify as tax exempt, you will need to provide a current exemption certificate.

Alternatively, if you pay sales tax directly, you can provide a valid self-assessment notice. Reseller certificates do not qualify as an exemption from any taxes. Please send the appropriate certificates to Revenue@Cordance.co to prevent taxes being added to your invoice.

Thank you for your business and we look forward to an exciting future as we grow.