

Unlock the Full Potential of Your Meals and Entertainment Deductions

Managing meals and entertainment (M&E) expenses is often a complex and time-consuming process, leading many organizations to miss valuable tax deduction opportunities. Ryan, with its proprietary tech-enabled solutions and exclusive partnership with SAP Concur, transforms the way businesses approach M&E compliance. By leveraging IRS-approved statistical sampling methods, we enhance deductibility, ensure compliance, and deliver significant tax savings.

The Advantage of Ryan's M&E Compliance Solutions

What sets Ryan apart is our ability to combine cutting-edge technology with tax expertise:

- **Exclusive Access via SAP Concur Partnership** – Ryan is the only service provider that offers seamless data access through the Concur platform, eliminating manual data retrieval and streamlining the review process.
- **Proven Tax-Saving Outcomes** – Clients leveraging our solutions have seen up to a 30% increase in permanent M&E tax deductions, leading to a lower effective tax rate, improved cash flow, and enhanced earnings per share (EPS).
- **IRS-Compliant Statistical Sampling** – Our process adheres to the strictest IRS guidelines, including Revenue Procedure 2004-29, maximizing deductibility and minimizing audit risks.
- **Expert-Driven Analysis** – Our data scientists create customized statistical sampling models to identify overlooked deductions, ensuring compliance with IRS standards and unlocking significant tax-saving opportunities for your organization.

Optimizing M&E Deductions with Statistical Sampling

Conducting an annual review of M&E expenses is essential for ensuring compliance and maximizing all available deductions. Statistical sampling is a powerful tool for categorizing expenses as fully, partially, or non-deductible, significantly enhancing your financial outcomes. Examples of fully deductible expenses include:

- Compensation-related costs classified as employee benefits.
- Reimbursed expenditures that meet regulatory standards.
- Recreational or social activities designed primarily for employees' benefit.
- Bona fide transactions involving goods or services sold by the taxpayer.
- Publicly available services or facilities offered by the business.



Enhanced Value Through Extrapolation

Statistical sampling transforms small expenses into meaningful deductions. A \$25 expenditure, for example, may translate into deductions of more than \$1,000 when properly extrapolated across expense populations. This efficiency allows for broader financial impact, unmatched by traditional methods.

A Practical Scenario

Efficient, IRS-compliant sampling techniques can significantly enhance tax outcomes while ensuring regulatory adherence. Below is an example of how these methods translate into measurable financial benefits for organizations.

Three-Year Gross M&E Spend	\$6,000,000
Initial M&E Deduction (M-3)	\$3,000,000
Post-Statistical Sampling Adjustments	\$2,100,000 deduction
Increase in M&E Tax Deductions	\$900,000
Net After-Tax Benefit:	\$270,000 (based on 30% marginal tax rate)

Leading the Way in M&E Compliance

Simplifying M&E compliance requires an approach that balances precision with efficiency. By integrating advanced methodologies with proven tax expertise, we streamline processes to meet complex regulatory requirements while minimizing disruptions.

Ryan's solutions enable businesses to uncover overlooked tax savings, enhance compliance, and reduce administrative burdens. This strategy not only addresses immediate challenges but also fosters long-term value creation for stakeholders.

Take the first step toward uncovering tax-saving opportunities and improving compliance by modernizing your M&E practices.



Award-Winning Tax Services

For additional information

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ryan.com