

# ONESOURCE® TRANSFER PRICING

## Case Study

## JONES LANG LASALLE

A major goal for Jones Lang LaSalle was mitigating the risk of transfer pricing penalties and adjustments

### OVERVIEW

Jones Lang LaSalle was looking for an in-house transfer pricing solution that would help streamline the information gathering process for its transfer pricing reports. With a backlog of years from when Jones Lang LaSalle was not creating transfer pricing reports, the team was interested in a solution that would enable them to immediately start creating studies. That is when Jones Lang LaSalle turned to Thomson Reuters and the ONESOURCE Transfer Pricing solution.

Since becoming a client in 2004, the Jones Lang LaSalle team has converted to a new web-based solution – the Documenter version of ONESOURCE Transfer Pricing – allowing them to gather information easily from its tax departments around the world. Today, the team uses ONESOURCE Transfer Pricing for its intercompany services transactions and prepares over 25 transfer pricing reports annually. Jones Lang LaSalle foresees using the software for planning purposes as the company continues to grow through acquisitions and has recently hired people for the tax departments in Chicago, London, and Singapore.



*"I would say we easily save \$30,000 to \$50,000 annually by using ONESOURCE Transfer Pricing instead of outsourcing the work."*

Tax Manager  
Jones Lang LaSalle

### CHALLENGES

- Backlog from previous years when transfer pricing reports were not being prepared
- Frequently audited in non-U.S. countries

*"ONESOURCE Transfer Pricing has definitely met my needs. I've been using it for almost five years and I love the progression that it's made. It's very user friendly and with it now being web-based, everything is there online, which is great."*

### SPOTLIGHT ON JONES LANG LASALLE

Jones Lang LaSalle was founded more than 200 years ago and is a financial and professional services firm specializing in real estate services and investment management. With more than 40,000 people in 1,000 locations in 70 countries, the firm serves the local, regional, and global real estate needs of its clients.

Jones Lang LaSalle's string of acquisitions supports its strategy of being a consolidator within a consolidating industry. And the company continues to win awards, including being named one of Fortune magazine's World's Most Admired Companies in 2011.

### Snapshot of Jones Lang LaSalle's transfer pricing situation

Jones Lang LaSalle completes over 25 transfer pricing reports annually for its intercompany services transactions.

### Jones Lang LaSalle's Tax Department

- Three major tax departments located in Chicago, London, and Singapore
- Three tax managers in each location
- 15 employees in the tax department globally



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## WORKING WITH TRANSFER PRICING PROFESSIONALS

Jones Lang LaSalle has been working with the transfer pricing experts at Thomson Reuters for over seven years and has used the support of the professional services group and its client services manager for all its needs. When it came time for Jones Lang LaSalle to transition from the legacy product to the new web-based solution, the Thomson Reuters team helped roll its previous transfer pricing reports into the new software.

*“Everybody within Thomson Reuters is very easy to deal with. Whenever I have a question I contact my client services manager, and they put me in touch with a technical person immediately. It is very easy to get questions answered. I really like that.”*

### GOALS

- Mitigate risk of adjustments and penalties
- Use the software for planning purposes
- Consider using the software in other countries
- Look to hire additional transfer pricing resources in the next one to three years

*“With acquisitions potentially on the horizon, the opportunity for us to use the transfer pricing software in the future for planning purposes is highly likely.”*

Interested in finding out how ONESOURCE Transfer Pricing can help you?

Contact us at **+44 (0) 203 285 7649**  
or visit **[www.tax.thomsonreuters.co.uk](http://www.tax.thomsonreuters.co.uk)**



*“If I didn’t have the software, I would have to prepare everything from scratch or find everything in different (Microsoft® Office) Excel or Word documents. The software makes it very easy to create studies especially on an ongoing basis. That’s a major time savings.”*

Tax Manager  
Jones Lang LaSalle



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