



# R&D Tax Credit Success Story

Industry  
**Architecture/  
Engineering Services**

Location  
**Nashville, TN (HQ)**

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

**CLIENT PROFILE:** The company had annual revenue of \$148 million in 2017 and have grown significantly. They employ 1,150 employees of which 650 are included as qualified.

**APPROACH:** Our team of R&D consultants conducted group meetings with leaders from each market segment, key members of the Innovation Board, and financial team in order to educate and advise on the qualifications of the R&D Credit and how to apply it to their business. In these meetings, we discuss project qualifications and determine which projects qualify across markets. This information is used to analyze their internal time-keeping data and quantify a qualified research percentage for each applicable employee.

## STUDY RESULTS:

# \$13M

In Qualified Research Expenses  
(QREs)

# \$1.1M

Gross Federal Credits

# \$40K

Gross credits from 4 states in  
2021

## 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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