TINCheck
by **SOVOS**

Why Business Services Companies Struggle

With Name/TIN/EIN Matching
— And How to Fix It

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Business services companies (SIC 80–89) cover a broad range of industries: consulting firms, staffing agencies, marketing agencies, BPOs, security services, professional services, and outsourced business operations.

These companies live and breathe high-volume relationships — thousands of contractors, vendors, clients, and sub-vendors moving through the system every year.

For tax and accounts payable teams, that creates a perfect storm of compliance challenges when it comes to:

"**These companies live and breathe high-volume relationships.**"

→ Name/TIN/EIN matching

→ OFAC and sanctions screening

→ Vendor onboarding and due diligence

→ Data consistency across multiple divisions

→ 1099 reporting accuracy

Continue reading for the most common pain points and how companies in the business services sector are solving them.

1. A High-Volume, High-Churn Vendor and Contractor Environment

Business services companies rely heavily on:

→ Commercial banking clients

→ Independent contractors

→ Temporary labor

→ Subcontractors

→ Service vendors

→ Freelancers

→ Specialized consultants

→ Regional/local providers

These relationships change constantly. Contractors come and go. Vendors shift by project.

Every one of them requires:

→ Accurate Name/TIN/EIN data

→ Proper W-9 collection

→ Screening for sanctions or fraud

→ Ongoing validation

With this much volume, manual checks or spreadsheets break down quickly.

2. Customer & Vendor Data Lives in Multiple Systems

In SIC-8 industries, each business unit often uses its own software stack:

Staffing & HR uses:
→ Bullhorn
→ Workday
→ ADP
→ Greenhouse

Accounting/AP uses:
→ Bullhorn
→ NetSuite
→ QuickBooks
→ SAP
→ Microsoft Dynamics

Operations/Project Management uses:
→ Asana
→ Basecamp
→ Accelo
→ Custom in-house tools

Client teams use:
→ Salesforce
→ HubSpot
→ Zoho

Each group collects Names, EINs, and addresses differently. Most don't validate them, and tax/AP inherits the mess at year end.

3. Acquisitions Add Even More Complexity

Business services companies frequently grow by acquiring smaller:
→ Agencies
→ Consulting groups
→ Regional staffing firms
→ Niche specialty providers

Each acquisition brings:
→ A new ERP or CRM
→ A new vendor database
→ Unique naming conventions
→ Legacy financial systems
→ Old vendor lists with outdated TINs

It's common to see the same vendor listed dozens of different ways.

And when tax season arrives?

AP is left with mismatched names, missing W-9s, bad TINs, and records that don't align.

4. Regulatory Pressure Is Rising for Sanctions & OFAC Screening

Business services companies often work with:

→ Contractors paid as individuals

→ Vendors outside the U.S.

→ Subcontractors who onboard through decentralized processes

→ Clients who require compliance documentation

This increases exposure to:

→ OFAC/Sanctions list hits

→ Politically Exposed Persons (PEP) violations

→ Identity risk or fraud

·→ Incorrect tax classification

→ IRS notices related to invalid TINs

Because these companies operate at the intersection of services, labor, and outsourcing, regulatory scrutiny is higher.

# 5. Manual Workflows Increase Risk

Key problems tax/AP teams report:

→ Chasing hundreds or thousands of W-9s at year-end

→ Correcting 1099s due to invalid TINs

→ Receiving IRS B-Notices for mismatched names/TINs

→ Manually checking OFAC or not checking at all

→ Managing vendor requests via email folders

→ No single source of truth for vendor identity data

This results in:

→ Delays in vendor onboarding

→ Inaccurate reporting

→ Increased audit risk

→ Higher operational costs

→ More penalties and administrative overhead
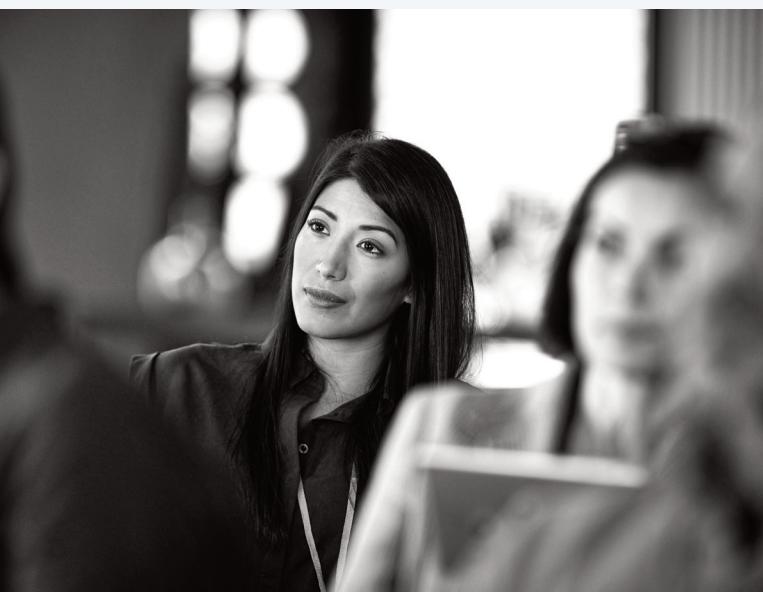
6. Why Centralized Identity Validation Is Becoming Essential

Business services companies need a streamlined, repeatable way to:

→ Validate TIN/EIN information

→ Confirm legal names before payment

→ Conduct OFAC/PEP/fraud screening

→ Maintain consistency across multiple business units

→ Protect against IRS penalties and inaccurate 1099s

→ Standardize vendor onboarding across the entire company

That's why many companies in SIC-8 categories are turning to automated systems instead of relying on manual checks or siloed tools.

How TINCheck.com Helps Business Services Companies

TINCheck offers a simple, centralized approach that works across all teams — accounting, compliance, HR, operations, onboarding, and vendor management.

→ Validate IRS name/TIN/EIN in real time: Eliminate mismatches before payments and before 1099 reporting.

→ Run OFAC, sanctions, PEP, & DMF checks: Ensure clean, compliant onboarding for vendors and contractors.

→ Batch validation for large vendor and contractor lists: Perfect for companies with high turnover or seasonal workers.

→ API integration with erps, crms, and onboarding tools: Including NetSuite, Salesforce, Workday, SAP, Bullhorn, and more.

→ A single source of truth across all business units: No more fragmented, unverified data scattered across the organization.

→ Ideal for teams dealing with high volume, acquisitions, or distributed processes: One platform that simplifies everything.

Conclusion

Business services companies live in a world of constant onboarding — new clients, new vendors, new contractors, new partners.

With data spread across multiple systems and teams, accurate Name/TIN/EIN validation and sanctions checks are hard to manage and easy to overlook.

Centralizing these processes with a tool like TINCheck.com reduces IRS notices, cuts manual workload, speeds up onboarding, and helps every business unit work from one accurate, trusted record.