



STATE BOARD OF EQUALIZATION

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State Controller

CYNTHIA BRIDGES
Executive Director

August 2, 2013

Dear Interested Party:

Enclosed are the Agenda, Issue Paper, and Revenue Estimate for the August 13, 2013 Business Taxes Committee meeting. This meeting will address proposed amendments to Regulation 1502, *Computers, Programs, and Data Processing*. Staff will also report on discussions with interested parties regarding charges for "site licenses."

Action 1 on the Agenda concerns proposed amendments to Regulation 1502 to clarify the application of tax to optional software maintenance contracts that include a backup copy of the same or similar prewritten program recorded on tangible storage media. Please feel free to publish this information on your website or otherwise distribute it to your associates, members, or other persons that may be interested in this issue.

Thank you for your input on these issues and I look forward to seeing you at the Business Taxes Committee meeting at **10:00 a.m.** on **August 13, 2013** in Room 121 at the address shown above.

Sincerely,

Jeffrey L. McGuire, Deputy Director
Sales and Use Tax Department

JLM: rsw

Enclosures

cc: (all with enclosures)

Honorable Jerome E. Horton, Chairman, Fourth District
Honorable Michelle Steel, Vice Chair, Third District
Honorable Betty T. Yee, Member, First District (MIC:71)
Senator George Runner (Ret.), Member, Second District (via email)
Honorable John Chiang, State Controller, c/o Ms. Marcy Jo Mandel

(via email)

Mr. David Hunter, Board Member's Office, Fourth District
Mr. Neil Shah, Board Member's Office, Third District
Mr. Tim Treichel, Board Member's Office, Third District
Mr. Alan LoFaso, Board Member's Office, First District
Ms. Mengjun He, Board Member's Office, First District
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Mr. Randy Ferris (MIC:83)
Mr. Robert Tucker (MIC:82)
Mr. Bradley Heller (MIC:82)
Ms. Susanne Buehler (MIC:92)
Mr. Bradley Miller (MIC:92)
Ms. Kirsten Stark (MIC:50)
Mr. Clifford Oakes (MIC:50)
Mr. Robert Wilke (MIC:50)

AGENDA — August 13, 2013 Business Taxes Committee Meeting
Proposed Amendments to Regulation 1502, *Computers, Programs, and Data Processing*

<p>Action 1 – Staff Recommendation</p>	<p>(a) In General. “Automatic data processing services” are those rendered in performing all or part of a series of data processing operations through an interacting assembly of procedures, processes, methods, personnel, and computers.</p> <p>Automatic data processing services may be provided by manufacturers of computers, data processing centers, systems designers, consultants, software companies, etc. In addition, there are banks and other businesses which own or lease computers and use them primarily for their own purposes but occasionally provide services to others. Businesses rendering automatic data processing services will be referred to herein as “data processing firms.”</p> <p>(b) Definition of Terms.</p> <p>(1) Application. The specific job performance by an automatic data processing installation. For example, data processing for a payroll may be referred to as a payroll application.</p> <p>(2) Coding. The list, in computer code, of the successive computer instructions representing successive computer operations for solving a specific problem.</p> <p>(3) Computer. A computer is an electronic device (including word processing equipment and testing equipment) or combination of components, which is programmable and which includes a processor (central processing unit or microprocessor), internal memory, and input and output connections. Manufacturing equipment which incorporates a computer is a computer for purposes of this regulation. However, the term does not include manufacturing equipment which operates under the control of mechanical or electronic accessories, the attachment to the equipment of which is required for the machine to operate. An electronic device otherwise qualifying as a computer remains a computer even though it may be used for information processing, data acquisition, process control or for the control of manufacturing machinery or equipment.</p> <p>(4) Custom Computer Program and Programming. A computer program prepared to the special order of the customer. A program prepared to the special order of the customer qualifies as a custom program even though it may incorporate preexisting routines, utilities or similar program components. It includes those services represented by separately stated charges for modifications to an existing prewritten program which are prepared to the special order of the customer.</p>
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AGENDA — August 13, 2013 Business Taxes Committee Meeting
Proposed Amendments to Regulation 1502, *Computers, Programs, and Data Processing*

Action 1 – Staff Recommendation	<p>(5) Data Entry (including Encoding). Recording information in or on storage media by punching the holes or inserting magnetic bits to represent letters, digits, and special characters.</p> <p>(6) Digital Pre-Press Instruction. The creation of original information in electronic form by combining more than one computer program into specific instructions or information necessary to prepare and link files for electronic transmission for output, within the printing industry, to film, plate, or direct to press, which is then transferred on electronic media such as tape or compact disc.</p> <p>(7) Input. The information or data transferred, or to be transferred, from storage media into the internal storage of the computer.</p> <p>(8) Output. The information transferred from the internal storage of the computer to storage media or tabulated listing.</p> <p>(9) Prewritten Program. A program held or existing for general or repeated sale or lease. The term also includes a program developed for in-house use which is subsequently offered for sale or lease as a product.</p> <p>(10) Program. “Program” is the complete plan for the solution of a problem, i.e., the complete sequence of automatic data processing equipment instructions necessary to solve a problem, and includes both systems and application programs and subdivisions thereof. “Subdivision” includes, without limitation, assemblers, compilers, generators, procedures, functions, routines, and utility programs. “Problem” means and includes any problem that may be addressed or resolved by a program or subdivision; and the “problem” addressed need not constitute the full array of a purchaser's or user's problems, requirements, and desired features. “Problem” further includes, without limitation, any problem associated with: information processing; the manipulation or storage of data; the input or output of data; the transfer of data or programs, including subdivisions; the translation of programs, including subdivisions, into machine code; defining procedures, functions, or routines; executing programs or subdivisions that may be invoked within a program; and the control of equipment, mechanisms, or special purpose hardware.</p> <p>(11) Proof Listing. A tabulated listing of input.</p> <p>(12) Source Documents. A document supplied by a customer of a data processing firm from which basic</p>
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AGENDA — August 13, 2013 Business Taxes Committee Meeting
Proposed Amendments to Regulation 1502, *Computers, Programs, and Data Processing*

<p>Action 1 – Staff Recommendation</p>	<p>data are extracted (e.g., sales invoice).</p> <p>(13) Storage Media. Includes hard disks, floppy disks, diskettes, magnetic tape, cards, paper tape, drums and other devices upon which information is recorded.</p> <p>(c) Basic Applications of Tax.</p> <p>(1) The transfer of title, for a consideration, of tangible personal property, including property on which or into which information has been recorded or incorporated, is a sale subject to tax.</p> <p>(2) Charges for producing, fabricating, processing, printing, imprinting or otherwise physically altering, modifying or treating consumer-furnished tangible personal property (cards, tapes, disks, etc.), including charges for recording or otherwise incorporating information on or into such tangible personal property, are generally subject to tax.</p> <p>(3) A transfer for a consideration of the title or possession of tangible personal property which has been produced, fabricated, or printed to the special order of the customer, including property on which or into which information has been recorded or incorporated, is generally a sale subject to tax. However, if the contract is for the service of researching and developing original information for a customer, tax does not apply to the charges for the service. The tangible personal property used to transmit the original information is merely incidental to the service.</p> <p>(4) Charges for the transfer of computer-generated output are subject to tax where the true object of the contract is the output and not the services rendered in producing the output. Examples include artwork, graphics, and designs. However, the transfer by the seller of the original information created by digital pre-press instruction is not subject to tax if the original information is a custom computer program as explained in subdivision (f)(2)(F).</p> <p>(5) Charges for processing customer-furnished information (sales data, payroll data, etc.) are generally not subject to tax. (For explanation and specific application of tax, see subdivision (d).)</p> <p>(6) Leases of tangible personal property may be subject to tax under certain conditions. (See Regulation</p>
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AGENDA — August 13, 2013 Business Taxes Committee Meeting
Proposed Amendments to Regulation 1502, *Computers, Programs, and Data Processing*

<p>Action 1 – Staff Recommendation</p>	<p>1660 for application of tax to leases.)</p> <p>(7) Charges made for the use of a computer, on a time-sharing basis, where access to the computer is by means of remote telecommunication, are not subject to tax (See subdivision (i).)</p> <p>(8) Generally, data processing firms are consumers of all tangible personal property, including cards and forms, which they use in providing nontaxable services unless a separate charge is made to customers for the materials, in which case tax applies to the charge made for the materials.</p> <p>(d) Manipulation of Customer-Furnished Information as Sale or Service.</p> <p>(1) General. Generally tax applies to the conversion of customer-furnished data from one physical form of recordation to another physical form of recordation. However, if the contract is for the service of developing original information from customer-furnished data, tax does not apply to the charges for the service. The tangible personal property used to transmit the original information is merely incidental to the service.</p> <p>(2) Data Entry and Verification. This covers situations where a data processing firm's agreement provides only for data entry, data verification, and proof listing of data, or any combination of these operations. It does not include contracts under which these services are performed as steps in processing of customer-furnished information as discussed under subdivision (d)(5).</p> <p>Agreements providing solely for date entry and verification, or data entry providing a proof list and/or verifying of data are regarded as contracts for the fabrication of storage media and sale of proof lists. Charges therefor are taxable, whether the storage media are furnished by the customer or by the data processing firm. Tax also applies to charges for the imprinting of characters on a document to be used as the input medium in an optical character recognition system. The tax application is the same regardless of which type of storage media is used in the operation.</p> <p>(3) Addressing (Including Labels) for Mailing. Where the data processing firm addresses, through the use of its computer or otherwise, material to be mailed, with names and addresses furnished by the customer or maintained by the data processing firm for the customer, tax does not apply to the charge for addressing.</p>
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AGENDA — August 13, 2013 Business Taxes Committee Meeting
Proposed Amendments to Regulation 1502, *Computers, Programs, and Data Processing*

Action 1 – Staff Recommendation	<p>Similarly, where the data processing firm prepares, through the use of its computer or otherwise, labels to be affixed to material to be mailed, with names and addresses furnished by the customer or maintained by the data processing firm for the customer, tax does not apply to the charge for producing the labels, whether or not the data processing firm itself affixes the labels to the material to be mailed. (For the sale of mailing list by the proprietor or such list as a sale of tangible personal property or as a nontaxable addressing, see Regulation 1504 “Mailing-Services.”)</p> <p>(4) Microfilming and Photorecording. Tax applies to charges for microfilming or photorecording except, as provided in subdivision (d)(5), where the microfilming or photorecording is done under a contract for the processing of customer-furnished information. Tax applies to a contract where data on magnetic tape are converted into combinations of alphanumeric printing, curve plotting and/or line drawings, and put on microfilm or photorecording paper.</p> <p>(5) Processing of Customer-Furnished Information.</p> <p>(A) “Processing of customer-furnished information” means the developing of original information from data furnished by the customer. Examples of automatic data processing processes which result in original information are summarizing, computing, extracting, sorting and sequencing. Such processes also include the updating of a continuous file of information maintained by the customer with the data processing firm.</p> <p>(B) “Processing of customer-furnished information” does not include: (1) an agreement providing solely for the reformatting of data or for the preparation of a proof listing or the performance of an edit routine or other pre-processing, (2) the using of a computer as a mere printing instrument, as in the preparation of personalized computer-printed letters, (3) the mere converting of data from one medium to another, or (4) an agreement under which a person undertakes to prepare artwork, drawings illustrations, or other graphic material unless the provisions of subdivision (f)(2)(F) apply regarding digital pre-press instruction and custom computer programs. Additionally, graphic material furnished incidentally to the performance of a service is not subject to tax. For example, graphics furnished in connection with the performance of architectural, engineering, accounting, or similar professional services are not subject to tax. With respect to typography, clip art combined with text on the same page is considered composed type as explained in Regulation 1541.</p>
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Proposed Amendments to Regulation 1502, *Computers, Programs, and Data Processing*

<p>Action 1 – Staff Recommendation</p>	<p>(C) Contracts for the processing of customer-furnished information usually provide that the data processing firm will receive the customer's source documents, record data on storage media, make necessary corrections, process the information, and then record and transfer the output to the customer.</p> <p>Where a data processing firm enters into a contract for the processing of customer-furnished information, the transfer of the original information to the customer is considered to be the rendering of a service. Except as described in subdivisions (c)(8) and (d)(5)(E), tax does not apply to the charges made under contracts providing for the transfer of the original information whether the original information is transferred on storage media, microfilm, microfiche, photorecording paper, input media for an optical character recognition system, punched cards, preprinted forms, or tabulated listing. The breakdown of the total charge into separate charges for each operation involved in processing the customer-furnished information will not change the application of tax.</p> <p>(D) The furnishing of computer programs and data by the customer for processing under direction and control of the data processing firm will not alter the application of tax, notwithstanding that charges are based on computer time.</p> <p>(E) Taxable Items. Where a data processing firm has entered into a contract which is regarded as a service contract under subdivision (d)(5)(C) and the data processing firm, pursuant to the contract, transfers to its customer tangible property other than property containing the original information, such as duplicate copies of storage media: inventory control cards for use by the customer; membership cards for distribution by the customer; labels (other than address labels); microfiche duplicates; or similar items for use, tax applies to the charges made for such items. If no separate charge is made, tax applies to that portion of the charge made by the data processing firm which the cost of the additional computer time (if and), cost of materials, and labor cost to produce the items bear to the total job cost.</p> <p>(F) Additional Copies. When additional copies of records, reports, tabulation, etc., are provided, tax applies to the charges made for the additional copies. “Additional copies” are all copies (other than carbon copies), whether the copies are prepared by rerunning the same program, by using multiple simultaneous printers, by looping a program such that the program is run continuously, by using different programs to produce the same output product, or by other means. Where additional copies are prepared, the tax will be measured by the charge made by the data processing firm to the customer.</p>
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AGENDA — August 13, 2013 Business Taxes Committee Meeting
Proposed Amendments to Regulation 1502, *Computers, Programs, and Data Processing*

<p>Action 1 – Staff Recommendation</p>	<p>If no separate charge is made for the additional copies, tax applies to that portion of the gross receipts which the cost of the additional computer time (if any), the cost of materials and labor cost to produce the additional copies bear to the total job cost. Charges for copies produced by means of photocopying, multilithing, or by other means are subject to tax.</p> <p>(e) Training Services and Materials. Data processing firms provide a number of training services, such as data entry and verification, programming, and specialized training in systems design.</p> <p>(1) Charges for training services are nontaxable, except as provided in subdivision (g) where the training services are provided as part of the sale of tangible personal property. The data processing firm is the consumer of tangible personal property which is used in training others, or provided to trainees without a separate charge as a part of the training services.</p> <p>(2) Tax applies to charges for training materials, including books, furnished to trainees for a charge separate from the charge for training services.</p> <p>(3) Where a person sells tangible personal property, such as computers or programs, and provides training materials to the customer without making an additional charge for the training materials, this is a sale of the training materials. The selling price of the training materials is considered to be included in the sales price of the tangible personal property.</p> <p>(f) Computer Programs.</p> <p>(1) Prewritten (Canned) Programs. Prewritten programs may be transferred to the customer in the form of storage media, or by listing the program instructions on coding sheets. In some cases they are usable as written; however, in other cases it is necessary that the program be modified, adapted, and tested to meet the customer's particular needs. Tax applies to the sale or lease of the storage media or coding sheets on which or into which such prewritten (canned) programs have been recorded, coded, or punched.</p> <p>(A) Tax applies whether title to the storage media on which the program is recorded, coded, or punched, passes to the customer, or the program is recorded, coded, or punched on storage media furnished by the customer. The temporary transfer of possession of a program, for a consideration, for</p>
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AGENDA — August 13, 2013 Business Taxes Committee Meeting
Proposed Amendments to Regulation 1502, *Computers, Programs, and Data Processing*

<p>Action 1 – Staff Recommendation</p>	<p>the purpose of direct use or to be recorded or punched by the customer, or by the lessor on the customer's premises, is a lease of tangible personal property. The tax applies unless the property is leased in substantially the same form as acquired by the lessor and the lessor has paid sales tax reimbursement or use tax with respect to the property.</p> <p>(B) Tax applies to the entire amount charged to the customer. Where the consideration consists of license fees, all license fees, including site licensing and other end users fees, are includable in the measure of tax. Tax does not apply, however, to license fees or royalty payments that are made for the right to reproduce or copy a program to which a federal copyright attaches in order for the program to be published and distributed for a consideration to third parties, even if a tangible copy of the program is transferred concurrently with the granting of such right. Any storage media used to transmit the program is merely incidental.</p> <p>(C) Maintenance contracts sold in connection with the sale or lease of a <u>prewritten computer programs</u> generally provide that the purchaser will be entitled to receive, during the contract period, storage media on which the <u>prewritten program improvements or error corrections have been recorded. The maintenance contracts may provide that the purchaser is entitled to receive storage media on which a backup copy of the same or similar prewritten program is recorded, so that the purchaser may use the backup copy to restore the prewritten program.</u> The maintenance contract also may provide that the purchaser will be entitled to receive, during the contract period, telephone or on-site consultation services.</p> <p>If the purchase of the maintenance contract is not optional with the purchaser, that is, if the purchaser must purchase the maintenance contract in order to purchase or lease a prewritten computer program, then the charges for the maintenance contract are taxable as part of the sale or lease of the prewritten program. Tax applies to any charge for consultation services provided in connection with a maintenance contract except as provided below.</p> <p>For reporting periods commencing on or after January 1, 2003, if the purchase of the maintenance contract is optional with the purchaser, that is, if the purchaser may purchase the prewritten software without also purchasing the maintenance contract, and there is a single lump sum charge for the maintenance contract, 50 percent of the lump sum charge for the maintenance contract is for the sale of</p>
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AGENDA — August 13, 2013 Business Taxes Committee Meeting
Proposed Amendments to Regulation 1502, Computers, Programs, and Data Processing

<p>Action 1 – Staff Recommendation</p>	<p>tangible personal property and tax applies to that amount; the remaining 50 percent of the lump sum charge is nontaxable charges for repair.</p> <p>If no tangible personal property whatsoever is transferred to the customer during the period of the maintenance contract, tax does not apply to any portion of the charge. Tax does not apply to a separately stated charge for consultation services if the purchaser is not required to purchase those services in order to purchase or lease any tangible personal property, such as a prewritten computer program or a maintenance contract.</p> <p>(D) The sale or lease of a prewritten program is not a taxable transaction if the program is transferred by remote telecommunications from the seller's place of business, to or through the purchaser's computer, and the purchaser does not obtain possession of any tangible personal property, such as storage media, in the transaction. Likewise, the sale of a prewritten program is not a taxable transaction if the program is installed by the seller on the customer's computer except when the seller transfers title to or possession of storage media or the installation of the program is a part of the sale of the computer. <u>Paragraph (C) applies to optional software maintenance contracts sold in connection with nontaxable transactions described in this paragraph.</u></p> <p>If the transfer of a prewritten program is a nontaxable transaction, then the seller is the consumer of tangible personal property used to produce written documentation or manuals (including documentation or manuals in machine-readable form) designed to facilitate the use of the program and transferred to the purchaser for no additional charge. If a separate charge is made for the documentation or manuals, then tax applies to the separate charge.</p> <p>(E) The transfer of a prewritten program on storage media is not a sale for resale when the storage media, or an exact copy, will be used to produce additional copies of the program.</p> <p>Charges for testing a prewritten program on the purchaser's computer to insure that such a program operates as required are installation charges and are nontaxable</p>
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AGENDA — August 13, 2013 Business Taxes Committee Meeting
Proposed Amendments to Regulation 1502, *Computers, Programs, and Data Processing*

<p>Action 1 – Staff Recommendation</p>	<p>(2) Custom Programs.</p> <p>(A) Tax does not apply to the sale or lease of a custom computer program, other than a basic operational program, regardless of the form in which the program is transferred. Nor does the tax apply to the transfer of a custom program, or custom programming services performed, in connection with the sale or lease of computer equipment, whether or not the charges for the custom program or programming are separately stated.</p> <p>(B) However, charges for custom modifications to prewritten program are nontaxable only if the charges for the modifications are separately stated. Otherwise, the charges are taxable as part of the sale of the prewritten program.</p> <p>When the charges for modification of a prewritten program are not separately stated, tax applies to the entire charge made to the customer for the modified program unless the modification is so significant that the new program qualifies as a custom program. If the prewritten program was previously marketed, the new program will qualify as a custom program, if the price of the prewritten program was 50 percent or less of the price of the new program. If the prewritten program was not previously marketed, the new program will qualify as a custom program if the charge made to the customer for custom programming services, as evidenced in the records of the seller, is more than 50 percent of the contract price to the customer.</p> <p>(C) Charges for any written documentation or manuals designed to facilitate the use of a custom computer program by the customer are nontaxable, whether separately stated or not. The vendor of the custom computer program is the consumer of the written documentation or manuals, or of any tangible personal property used by the vendor in producing the written documentation or manuals.</p> <p>(D) A custom computer program includes a program prepared to the special order of a customer who will use the program to produce and sell or lease copies of the program, and the charge for such custom computer program is not subject to tax. Sales or leases of the copies, however, are taxable as sales of prewritten computer programs.</p> <p>(E) A computer program prepared to the special order of a customer to operate for the first time in</p>
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AGENDA — August 13, 2013 Business Taxes Committee Meeting
Proposed Amendments to Regulation 1502, *Computers, Programs, and Data Processing*

Action 1 – Staff Recommendation	<p>connection with a particular basic operating system is a custom computer program even though a different version currently operates in connection with an incompatible basic operating system.</p> <p>(F) Digital pre-press instruction is a custom computer program under section 6010.9 of the Revenue and Taxation Code, the sale of which is not subject to tax, provided the digital pre-press instruction is prepared to the special order of the purchaser. Digital pre-press instruction shall not, however, be regarded as a custom computer program if it is a “canned” or prewritten computer program which is held or existing for general or repeated sale or lease, even if the digital pre-press instruction was initially developed on a custom basis or for in-house use. The sale of such canned or prewritten digital pre-press instruction in tangible form is a sale of tangible personal property, the retail sale of which is subject to tax.</p> <p>(g) Service Charges. The following activities are service activities. Charges for the performance of such services are nontaxable unless the services are performed as a part of the sale of tangible personal property.</p> <ol style="list-style-type: none">(1) Designing and implementing computer systems (e.g., determining equipment and personnel required and how they will be utilized).(2) Designing storage and data retrieval systems (e.g., determining what data communications and high-speed input-output terminals are required).(3) Consulting services (e.g., study of all or part of a data processing system).(4) Feasibility studies (e.g., studies to determine what benefits would be derived if procedures were automated).(5) Evaluation of bids (e.g., studies to determine which manufacturer's proposal for computer equipment would be most beneficial).(6) Providing technical help, analysts, and programmers, usually on an hourly basis.(7) Training Services.
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AGENDA — August 13, 2013 Business Taxes Committee Meeting
Proposed Amendments to Regulation 1502, *Computers, Programs, and Data Processing*

Action 1 – Staff Recommendation	<p>(8) Maintenance of equipment. (See Regulation 1546 for application of tax to maintenance contracts.)</p> <p>(9) Consultation as to use of equipment.</p> <p>(h) Pick-up and Delivery Charges. If the data processing firm's billing is for nontaxable processing of customer-furnished information, the tax will not apply to pick-up and delivery charges. If pick-up and delivery charges are made in conjunction with the sale of tangible personal property or the processing of customer-furnished tangible personal property, the tax will apply to the pick-up charges. Tax will apply to the delivery charges to the extent specified in regulation 1628, "Transportation Charges."</p> <p>(i) Rental of Computers. A lease includes a contract by which a person secures for a consideration the use of a computer which is not on his or her premises, if the person or his or her employees, while on the premises where the computer is located operate the computer, or direct and control its operation. A lease does not include a contract whereby a person secures access by means of remote telecommunication to a computer which is not on his or her premises, if the person or his or her employees operate the computer or direct and control its operation by means of remote telecommunication. (See Regulation 1660 for application of tax to leases.)</p>
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Issue Paper Number **13-007**



BOARD OF EQUALIZATION
KEY AGENCY ISSUE

- Board Meeting
- Business Taxes Committee
- Customer Services and Administrative Efficiency Committee
- Legislative Committee
- Property Tax Committee
- Other

Amendments to Regulation 1502, *Computers, Programs, and Data Processing*

I. Issue

Whether the Board should amend Regulation 1502, *Computers, Programs, and Data Processing*, to expressly clarify that when a consumer purchases a non-custom computer program (hereafter, prewritten program) via an electronic download or load-and-leave transaction that does not include the transfer of tangible storage media, and also purchases a separate optional maintenance contract that includes the transfer of a backup copy of the same or similar prewritten program recorded on tangible storage media, then tax does not apply to the charge for the prewritten program itself, and tax applies to 50 percent of the lump-sum charge for the optional maintenance contract.

II. Alternative 1 – Staff Recommendation

Approve and authorize publication of Board staff’s recommended amendments to Regulation 1502, as set forth in Exhibit 2. After discussing the proposed amendments with the interested parties and reviewing the interested parties’ comments, Board staff recommends Regulation 1502 be amended to:

- Clarify that maintenance contracts, including “optional” maintenance contracts, sold in connection with the sale or lease of a prewritten program may include a backup copy of the same or similar prewritten program recorded on tangible storage media, so that the purchaser may use the backup copy to restore the prewritten program. (Proposed amendments to subdivision (f)(1)(C).)
- Expressly provide that nontaxable electronic download and load-and-leave transactions may be appropriately paired with optional maintenance contracts that entitle customers to receive tangible storage media, and are subject to tax at 50 percent of the lump-sum charge. (Proposed amendments to subdivision (f)(1)(D).)

III. Other Alternative Considered

Do not approve proposed amendments to Regulation 1502.

IV. Background

General

During the Board's discussion regarding the issue of whether to amend Regulation 1502, and/or amend Regulation 1507, *Technology Transfer Agreements*, at the January 15, 2013, Business Taxes Committee meeting, the Board authorized staff to conduct additional, focused interested parties meetings on two issues which, based on prior interested parties meetings, appeared to have the best potential for immediate resolution. One of those issues is potential amendments to Regulation 1502 to expressly clarify that when a consumer purchases a prewritten program via an electronic download or load-and-leave transaction that does not include the transfer of tangible storage media, and also purchases a separate optional maintenance contract that includes the transfer of a backup copy of the same or similar prewritten program recorded on tangible storage media, then tax does not apply to the charge for the prewritten program itself, and tax applies to 50 percent of the lump-sum charge for the optional maintenance contract.

The other Regulation 1502-focused issue concerned potential amendments to change the application of tax to charges for site licenses. However, staff is not requesting any action with regards to "site licenses" at this time. Staff's report on the discussions with the software industry regarding site licenses is set forth in Exhibit 3.

Current Regulation 1502 – Pertaining to Backup Copies

Regulation 1502 prescribes the application of tax to sales of prewritten programs and maintenance contracts sold in connection with the sale or lease of prewritten programs. Regulation 1502, subdivision (f)(1) explains that prewritten programs may be recorded on tangible storage media or coding sheets and provides that tax applies to the sale or lease of storage media or coding sheets on which or into which prewritten programs have been recorded, coded, or punched. Regulation 1502, subdivision (f)(1)(D) provides that the sale or lease of a prewritten program is not a taxable transaction if the program is "transferred [in an electronic download transaction] by remote telecommunications from the seller's place of business, to or through the purchaser's computer and the purchaser does not obtain possession of any tangible personal property, such as storage media, in the transaction." Subdivision (f)(1)(D) also provides that the sale of a prewritten program is not a taxable transaction if the program is "installed by the seller on the customer's computer [in a load-and-leave transaction] except when the seller transfers title to or possession of storage media or the installation of the program is a part of the sale of the computer."

The first paragraph in Regulation 1502, subdivision (f)(1)(C), describes the characteristics of maintenance contracts. It provides that:

Maintenance contracts sold in connection with the sale or lease of prewritten computer programs generally provide that the purchaser will be entitled to receive, during the contract period, storage media on which prewritten program improvements or error corrections have been recorded. The maintenance contract also may provide that the purchaser will be entitled to receive, during the contract period, telephone or on-site consultation services.

Prior to January 1, 2003, all of the charges for optional maintenance contracts were generally taxable because subdivision (f)(1)(C) provided that "If the purchase of the maintenance contract is optional with the purchaser, but the purchaser does not have the option to purchase the consultation services in addition to the sale or lease of storage media containing program improvements or error corrections,

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then the charges for the consultation services are taxable as part of the sale or lease of the storage media.” However, in 2002, the Board amended subdivision (f)(1)(C), to read as follows:

For reporting periods commencing on or after January 1, 2003, if the purchase of the maintenance contract is optional with the purchaser, that is, if the purchaser may purchase the prewritten software without also purchasing the maintenance contract, and there is a single lump sum charge for the maintenance contract, 50 percent of the lump sum charge for the maintenance contract is for the sale of tangible personal property and tax applies to that amount; the remaining 50 percent of the lump sum charge is nontaxable charges for repair.

If no tangible personal property whatsoever is transferred to the customer during the period of the maintenance contract, tax does not apply to any portion of the charge. Tax does not apply to a separately stated charge for consultation services if the purchaser is not required to purchase those services in order to purchase or lease any tangible personal property, such as a prewritten computer program or a maintenance contract.

The 2002 amendments recognized that optional maintenance contracts often involve both the sale or lease of taxable tangible personal property and the provision of nontaxable services. The 2002 amendments also established the bright-line rule that only 50 percent of the lump-sum charge for an optional maintenance contract is for the sale of taxable tangible personal property.

V. Discussion

Need for Clarification Regarding Backup Copies

Board staff thought that some retailers were selling or leasing prewritten programs via electronic download and/or load-and-leave transactions and also offering to separately sell their customers optional maintenance contracts that entitle the customers to receive a backup copy of the same or similar prewritten programs recorded on tangible storage media, which the customers could use to restore lost or corrupted data. Board staff thought that, in this particular situation, there may be some confusion as to:

- Whether the charges for the prewritten program that was sold or leased in the electronic download or load-and-leave transaction qualify as nontaxable charges under Regulation 1502, subdivision (f)(1)(D) when customers also purchase such a maintenance contract and are ultimately entitled to receive a backup copy of the same or similar prewritten program recorded on tangible storage media that the customers bought or leased in the electronic download or load-and-leave transaction; and
- Whether such a maintenance contract can be properly characterized as “optional” so that only 50 percent of the lump-sum charge for the maintenance contract is taxable under Regulation 1502, subdivision (f)(1)(C).

The possible confusion is because the first paragraph of Regulation 1502, subdivision (f)(1)(C) specifies that maintenance contracts generally provide that the purchaser is entitled to receive storage media upon which “improvements” and “error corrections” are recorded, and staff thought that some retailers were not sure whether such a backup copy is included in that reference. In addition, there are no provisions in Regulation 1502, subdivision (f)(1)(C) or (D) that expressly indicate that nontaxable electronic download and load-and-leave transactions may be appropriately paired with optional maintenance contracts, subject to tax at 50 percent of the lump-sum charge, that entitle customers to

receive tangible storage media.

Staff's Initial Recommendation to Clarify the Treatment of Backup Copies

Staff believes that the 2002 amendments to Regulation 1502, subdivision (f)(1)(C) were intended to create a bright-line rule that only 50 percent of the lump-sum charge for an optional maintenance contract is taxable. In addition, staff believes that the language in the first paragraph of Regulation 1502, subdivision (f)(1)(C), is intended to generally describe maintenance contracts, not limit the types of tangible personal property that can be transferred under maintenance contracts, including optional maintenance contracts.

Furthermore, staff did not believe that the Board intended for optional maintenance contracts to be taxed differently merely because they provide that the customer is entitled to receive storage media containing a backup copy of a prewritten program, so that the purchaser may use the backup copy to restore lost or corrupted data from the original prewritten program to which the maintenance contract relates. And, staff did not and still does not believe that the current provisions of Regulation 1502 are intended to prohibit the application of subdivision (f)(1)(C)'s provisions to optional maintenance contracts sold in connection with nontaxable electronic download and load-and-leave transactions described in subdivision (f)(1)(D). Therefore, Board staff proposed amendments to Regulation 1502, subdivision (f)(1)(C) to clarify that maintenance contracts, including optional maintenance contracts, may include a backup copy of the same or similar prewritten program recorded on tangible storage media, so that the purchaser may use the backup copy to restore lost or corrupted data. Board staff also proposed and still proposes amendments to Regulation 1502, subdivision (f)(1)(D) to clarify that subdivision (f)(1)(C) applies to optional maintenance contracts sold in connection with nontaxable transactions described in subdivision (f)(1)(D).

Interested Parties Comments – Pertaining to Backup Copies

Board staff conducted an interested parties meeting to discuss the proposed amendments to Regulation 1502, subdivision (f)(1)(C) and (D) on March 6, 2013. During the meeting, Mr. Mark Nebergall expressed his understanding that backup copies of prewritten programs are simply used to restore prewritten programs, rather than lost or corrupted data, as stated in staff's proposed amendments to Regulation 1502, subdivision (f)(1)(C), and recommended that staff's proposed amendments to subdivision (f)(1)(C) be revised accordingly. Mr. Nebergall also expressed his understanding that it is not currently a common business practice for software retailers to provide a backup copy of a prewritten program to their customers as part of an optional maintenance contract. Staff agreed to consider the recommendation to revise its proposed amendments to subdivision (f)(1)(C) to specify that backup copies of prewritten programs may be used to restore prewritten programs, rather than lost or corrupted data. Staff also explained that the proposed amendments are intended to eliminate confusion regarding the treatment of backup copies of prewritten programs under existing law, and that the clarification may lead to changes in software retailers' current business practices.

Board staff also received written comments from Mr. Nebergall in a letter dated March 22, 2013, which he sent on behalf of the California business community. In the letter, Mr. Nebergall reiterated his comments from the interested parties meeting, and indicated that the California business community does not oppose staff's proposed amendments to Regulation 1502, subdivision (f)(1)(C) and (D) with the revision he previously requested. Staff agreed with Mr. Nebergall's suggested revision to staff's initial proposed amendments to Regulation 1502, subdivision (f)(1)(C), and has incorporated the revision into the proposed amendments to Regulation 1502 illustrated in Exhibit 2. In his March 22, 2013, letter, Mr. Nebergall also explained that:

Our concern with the approach set forth in the initial discussion paper is it may be at odds with the technology transfer agreement (“TTA”) statutes, as construed by the recent decision in Nortel. . . . The court in Nortel held agreements for the sale of pre-written computer programs are eligible for the TTA exclusion. Our concern with the proposal set forth in the initial discussion paper has to do with cases where the [*sic*] both the underlying software and software maintenance are provided electronically or by load and leave and the backup copy of the underlying software is sold separately. By sold “separately,” we mean the backup copy was sold at the same time as the software but appears as a separate item on the invoice or was sold at a later time. In our view, the TTA statutes would require that sales or use tax only be applied to the amount stated on the invoice for the backup copy. . . . [emphasis provided].

Staff explained that consideration of Mr. Nebergall’s comments regarding the application of the TTA statutes (Rev. & Tax Code, §§ 6011, subd. (c)(10), and 6012, subd. (c)(10)), and the Court of Appeal’s decision in *Nortel Networks, Inc., v. State Board of Equalization* (2011) 191 Cal.App.4th 1259 (hereafter, *Nortel*) are beyond the scope of the Regulation 1502-focused interested parties meetings the Board authorized in January 2013.

VI. Alternative 1 - Staff Recommendation

A. Description of Alternative 1

Staff recommends that the Board approve and authorize publication of Board staff’s proposed amendments to Regulation 1502, as set forth in Exhibit 2. After discussing the proposed amendments with the interested parties and reviewing the interested parties’ comments, Board staff recommends Regulation 1502 be amended to:

- Clarify that maintenance contracts, including “optional” maintenance contracts, sold in connection with the sale or lease of a prewritten program may include a backup copy of the same or similar prewritten program recorded on tangible storage media, so that the purchaser may use the backup copy to restore the prewritten program. (Proposed amendments to subdivision (f)(1)(C).)
- Expressly provide that nontaxable electronic download and load-and-leave transactions may be appropriately paired with optional maintenance contracts that entitle customers to receive tangible storage media, and are subject to tax at 50 percent of the lump-sum charge. (Proposed amendments to subdivision (f)(1)(D).)

B. Pros of Alternative 1

- Provides clarification to the public and staff that a backup copy of a prewritten program may be included in maintenance contracts sold in connection with the sale or lease of the same prewritten program.
- Clarifies that optional maintenance contracts are taxed the same, even if they include a backup copy of a prewritten program on tangible storage media.
- Maintains a bright-line rule that 50 percent of the lump-sum charge for an optional maintenance contract is taxable, even when such a contract is paired with a nontaxable electronic download or load-and-leave transaction.

C. Cons of Alternative 1

None.

D. Statutory or Regulatory Change for Alternative 1

No statutory change is required. However, staff's recommendation does require adoption of amendments to Regulation 1502.

E. Operational Impact of Alternative 1

Staff will publish the proposed amendments to Regulation 1502 and thereby begin the formal rulemaking process. Staff will also notify taxpayers of the regulatory amendments through other outreach efforts.

F. Administrative Impact of Alternative 1

1. Cost Impact

The workload associated with publishing the regulation, updating manuals and publications, and engaging in other outreach efforts is considered routine. Any corresponding cost would be absorbed within the Board's existing budget.

2. Revenue Impact

None. See Revenue Estimate (Exhibit 1).

G. Taxpayer/Customer Impact of Alternative 1

Staff believes the proposed amendments will help taxpayers and staff understand that backup copies of prewritten programs may be provided under maintenance contracts. Staff also believes the proposed amendments will clarify that when a taxpayer purchases a prewritten program in a nontaxable electronic download or load and leave transaction, and also purchases an optional maintenance contract that includes a backup copy of the prewritten program recorded on tangible storage media, only 50% of the lump-sum charge for the optional maintenance contract is subject to tax.

H. Critical Time Frames of Alternative 1

None.

VII. Other Alternative

A. Description of Alternative 2

Do not amend Regulation 1502.

B. Pros of Alternative 2

The Board would not incur the workload associated with processing and publicizing the amended regulation.

C. Cons of Alternative 2

Taxpayers and staff would not have the additional guidance regarding optional maintenance contracts sold in connection with the nontaxable sale of a prewritten program transferred via the electronic download or load and leave process.

D. Statutory or Regulatory Changes for Alternative 2

None.

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E. Operational Impact of Alternative 2

None.

F. Administrative Impact of Alternative 2

1. Cost Impact

None.

2. Revenue Impact

None. See Revenue Estimate (Exhibit 1).

G. Taxpayer/Customer Impact of Alternative 2

Without regulatory amendments, there may continue to be confusion with respect to the application of tax to optional maintenance contracts sold in connection with the sale of prewritten programs transferred via the electronic download or load and leave process.

H. Critical Time Frames for Alternative 2

None.

Preparer/Reviewer Information

Prepared by: Tax Policy Division, Sales and Use Tax Department, and Tax and Fee Programs Division, Legal Department.

Current as of: July 25, 2013

REVENUE ESTIMATE

STATE OF CALIFORNIA
BOARD OF EQUALIZATION

Amendments to Regulation 1502, *Computers, Programs, and Data Processing*

I. Issue

Whether the Board should amend Regulation 1502, *Computers, Programs, and Data Processing*, to expressly clarify that when a consumer purchases a non-custom computer program (hereafter, prewritten program) via an electronic download or load-and-leave transaction that does not include the transfer of tangible storage media, and also purchases a separate optional maintenance contract that includes the transfer of a backup copy of the same or similar prewritten program recorded on tangible storage media, then tax does not apply to the charge for the prewritten program, and tax applies to 50 percent of the lump-sum charge for the optional maintenance contract.

II. Alternative 1 - Staff Recommendation

Approve and authorize publication of Board staff's recommended amendments to Regulation 1502, as set forth in Exhibit 2. After discussing the proposed amendments with the interested parties and reviewing the interested parties' comments, Board staff recommends Regulation 1502 be amended to:

- Clarify that maintenance contracts, including "optional" maintenance contracts, sold in connection with the sale or lease of a prewritten program may include a backup copy of the same or similar prewritten program recorded on tangible storage media, so that the purchaser may use the backup copy to restore the prewritten program. (Proposed amendments to subdivision (f)(1)(C).)
- Expressly provide that nontaxable electronic download and load-and-leave transactions may be appropriately paired with optional maintenance contracts that entitle customers to receive tangible storage media, and are subject to tax at 50 percent of the lump-sum charge. (Proposed amendments to subdivision (f)(1)(D).)

III. Other Alternative(s) Considered

Do not approve proposed amendments to Regulation 1502, *Computers, Programs, and Data Processing*.

Background, Methodology, and Assumptions

Alternative 1 – Staff Recommendation

There is nothing in the Staff Recommendation that would impact revenue. The Staff Recommendation clarifies that maintenance contracts, including “optional” maintenance contracts, sold in connection with the sale or lease of a prewritten program may include a backup copy of the same or similar prewritten program recorded on tangible storage media, so that the purchaser may use the backup copy to restore the prewritten program. In addition, the Staff Recommendation expressly provides that nontaxable electronic download and load-and-leave transactions may be appropriately paired with optional maintenance contracts that entitle customers to receive tangible storage media, and are subject to tax at 50 percent of the lump-sum charge.

Other Alternatives Considered

Alternative 2 – Do not approve proposed amendments to Regulation 1502.

There is nothing in Alternative 2 that would impact sales and use tax revenue.

Revenue Summary

Alternative 1 – Staff Recommendation does not have a revenue impact.

Alternative 2 – Alternative 2 does not have a revenue impact.

Preparation

Mr. Bill Benson, Jr., Research and Statistics Section, Legislative and Research Division, prepared this revenue estimate. Mr. Joe Fitz, Chief, Research and Statistics Section, Legislative and Research Division, and Ms. Susanne Buehler, Chief, Tax Policy Division, Sales and Use Tax Department, reviewed this revenue estimate. For additional information, please contact Mr. Benson at (916) 445-0840.

Current as of July 22, 2013.

Regulation 1502. *Computers, Programs, and Data Processing.*

Reference: Sections 995.2, 6006, 6007, 6010, 6010.9, 6011, 6012, 6015, and 6016, Revenue and Taxation Code.

(a) In General. "Automatic data processing services" are those rendered in performing all or part of a series of data processing operations through an interacting assembly of procedures, processes, methods, personnel, and computers.

Automatic data processing services may be provided by manufacturers of computers, data processing centers, systems designers, consultants, software companies, etc. In addition, there are banks and other businesses which own or lease computers and use them primarily for their own purposes but occasionally provide services to others. Businesses rendering automatic data processing services will be referred to herein as "data processing firms."

(b) Definition of Terms.

(1) Application. The specific job performance by an automatic data processing installation. For example, data processing for a payroll may be referred to as a payroll application.

(2) Coding. The list, in computer code, of the successive computer instructions representing successive computer operations for solving a specific problem.

(3) Computer. A computer is an electronic device (including word processing equipment and testing equipment) or combination of components, which is programmable and which includes a processor (central processing unit or microprocessor), internal memory, and input and output connections. Manufacturing equipment which incorporates a computer is a computer for purposes of this regulation. However, the term does not include manufacturing equipment which operates under the control of mechanical or electronic accessories, the attachment to the equipment of which is required for the machine to operate. An electronic device otherwise qualifying as a computer remains a computer even though it may be used for information processing, data acquisition, process control or for the control of manufacturing machinery or equipment.

(4) Custom Computer Program and Programming. A computer program prepared to the special order of the customer. A program prepared to the special order of the customer qualifies as a custom program even though it may incorporate preexisting routines, utilities or similar program components. It includes those services represented by separately stated charges for modifications to an existing prewritten program which are prepared to the special order of the customer.

(5) Data Entry (including Encoding). Recording information in or on storage media by punching the holes or inserting magnetic bits to represent letters, digits, and special characters.

(6) Digital Pre-Press Instruction. The creation of original information in electronic form by combining more than one computer program into specific instructions or information necessary to prepare and link files for electronic transmission for output, within the printing industry, to film, plate, or direct to press, which is then transferred on electronic media such as tape or compact disc.

(7) Input. The information or data transferred, or to be transferred, from storage media into the internal storage of the computer.

(8) Output. The information transferred from the internal storage of the computer to storage media or tabulated listing.

(9) Prewritten Program. A program held or existing for general or repeated sale or lease. The term also includes a program developed for in-house use which is subsequently offered for sale or lease as a product.

(10) Program. "Program" is the complete plan for the solution of a problem, i.e., the complete sequence of automatic data processing equipment instructions necessary to solve a problem, and includes both systems and application programs and subdivisions thereof. "Subdivision" includes, without limitation, assemblers, compilers, generators, procedures, functions, routines, and utility programs. "Problem" means and includes any problem that may be addressed or resolved by a program or subdivision; and the "problem" addressed need not constitute the full array of a purchaser's or user's problems, requirements, and desired features. "Problem" further includes, without limitation, any problem associated with: information processing; the manipulation or storage of data; the input or output of data; the transfer of data or programs, including subdivisions; the translation of programs, including subdivisions, into machine code; defining procedures, functions, or routines; executing programs or subdivisions that may be invoked within a program; and the control of equipment, mechanisms, or special purpose hardware.

(11) Proof Listing. A tabulated listing of input.

(12) Source Documents. A document supplied by a customer of a data processing firm from which basic data are extracted (e.g., sales invoice).

(13) Storage Media. Includes hard disks, floppy disks, diskettes, magnetic tape, cards, paper tape, drums and other devices upon which information is recorded.

(c) Basic Applications of Tax.

(1) The transfer of title, for a consideration, of tangible personal property, including property on which or into which information has been recorded or incorporated, is a sale subject to tax.

(2) Charges for producing, fabricating, processing, printing, imprinting or otherwise physically altering, modifying or treating consumer-furnished tangible personal property

(cards, tapes, disks, etc.), including charges for recording or otherwise incorporating information on or into such tangible personal property, are generally subject to tax.

(3) A transfer for a consideration of the title or possession of tangible personal property which has been produced, fabricated, or printed to the special order of the customer, including property on which or into which information has been recorded or incorporated, is generally a sale subject to tax. However, if the contract is for the service of researching and developing original information for a customer, tax does not apply to the charges for the service. The tangible personal property used to transmit the original information is merely incidental to the service.

(4) Charges for the transfer of computer-generated output are subject to tax where the true object of the contract is the output and not the services rendered in producing the output. Examples include artwork, graphics, and designs. However, the transfer by the seller of the original information created by digital pre-press instruction is not subject to tax if the original information is a custom computer program as explained in subdivision (f)(2)(F).

(5) Charges for processing customer-furnished information (sales data, payroll data, etc.) are generally not subject to tax. (For explanation and specific application of tax, see subdivision (d).)

(6) Leases of tangible personal property may be subject to tax under certain conditions. (See Regulation 1660 for application of tax to leases.)

(7) Charges made for the use of a computer, on a time-sharing basis, where access to the computer is by means of remote telecommunication, are not subject to tax (See subdivision (i).)

(8) Generally, data processing firms are consumers of all tangible personal property, including cards and forms, which they use in providing nontaxable services unless a separate charge is made to customers for the materials, in which case tax applies to the charge made for the materials.

(d) Manipulation of Customer-Furnished Information as Sale or Service.

(1) General. Generally tax applies to the conversion of customer-furnished data from one physical form of recordation to another physical form of recordation. However, if the contract is for the service of developing original information from customer-furnished data, tax does not apply to the charges for the service. The tangible personal property used to transmit the original information is merely incidental to the service.

(2) Data Entry and Verification. This covers situations where a data processing firm's agreement provides only for data entry, data verification, and proof listing of data, or any combination of these operations. It does not include contracts under which these services are performed as steps in processing of customer-furnished information as discussed under subdivision (d)(5).

Agreements providing solely for data entry and verification, or data entry providing a proof list and/or verifying of data are regarded as contracts for the fabrication of storage media and sale of proof lists. Charges therefor are taxable, whether the storage media are furnished by the customer or by the data processing firm. Tax also applies to charges for the imprinting of characters on a document to be used as the input medium in an optical character recognition system. The tax application is the same regardless of which type of storage media is used in the operation.

(3) Addressing (Including Labels) for Mailing. Where the data processing firm addresses, through the use of its computer or otherwise, material to be mailed, with names and addresses furnished by the customer or maintained by the data processing firm for the customer, tax does not apply to the charge for addressing. Similarly, where the data processing firm prepares, through the use of its computer or otherwise, labels to be affixed to material to be mailed, with names and addresses furnished by the customer or maintained by the data processing firm for the customer, tax does not apply to the charge for producing the labels, whether or not the data processing firm itself affixes the labels to the material to be mailed. (For the sale of mailing list by the proprietor or such list as a sale of tangible personal property or as a nontaxable addressing, see Regulation 1504 "Mailing-Services.")

(4) Microfilming and Photorecording. Tax applies to charges for microfilming or photorecording except, as provided in subdivision (d)(5), where the microfilming or photorecording is done under a contract for the processing of customer-furnished information. Tax applies to a contract where data on magnetic tape are converted into combinations of alphanumeric printing, curve plotting and/or line drawings, and put on microfilm or photorecording paper.

(5) Processing of Customer-Furnished Information.

(A) "Processing of customer-furnished information" means the developing of original information from data furnished by the customer. Examples of automatic data processing processes which result in original information are summarizing, computing, extracting, sorting and sequencing. Such processes also include the updating of a continuous file of information maintained by the customer with the data processing firm.

(B) "Processing of customer-furnished information" does not include: (1) an agreement providing solely for the reformatting of data or for the preparation of a proof listing or the performance of an edit routine or other pre-processing, (2) the using of a computer as a mere printing instrument, as in the preparation of personalized computer-printed letters, (3) the mere converting of data from one medium to another, or (4) an agreement under which a person undertakes to prepare artwork, drawings illustrations, or other graphic material unless the provisions of subdivision (f)(2)(F) apply regarding digital pre-press instruction and custom computer programs. Additionally, graphic material furnished incidentally to the performance of a service is not subject to tax. For example, graphics furnished in connection with the performance of architectural, engineering, accounting, or similar professional services are not subject to tax. With respect to

typography, clip art combined with text on the same page is considered composed type as explained in Regulation 1541.

(C) Contracts for the processing of customer-furnished information usually provide that the data processing firm will receive the customer's source documents, record data on storage media, make necessary corrections, process the information, and then record and transfer the output to the customer.

Where a data processing firm enters into a contract for the processing of customer-furnished information, the transfer of the original information to the customer is considered to be the rendering of a service. Except as described in subdivisions (c)(8) and (d)(5)(E), tax does not apply to the charges made under contracts providing for the transfer of the original information whether the original information is transferred on storage media, microfilm, microfiche, photorecording paper, input media for an optical character recognition system, punched cards, preprinted forms, or tabulated listing. The breakdown of the total charge into separate charges for each operation involved in processing the customer-furnished information will not change the application of tax.

(D) The furnishing of computer programs and data by the customer for processing under direction and control of the data processing firm will not alter the application of tax, notwithstanding that charges are based on computer time.

(E) Taxable Items. Where a data processing firm has entered into a contract which is regarded as a service contract under subdivision (d)(5)(C) and the data processing firm, pursuant to the contract, transfers to its customer tangible property other than property containing the original information, such as duplicate copies of storage media: inventory control cards for use by the customer; membership cards for distribution by the customer; labels (other than address labels); microfiche duplicates; or similar items for use, tax applies to the charges made for such items. If no separate charge is made, tax applies to that portion of the charge made by the data processing firm which the cost of the additional computer time (if any), cost of materials, and labor cost to produce the items bear to the total job cost.

(F) Additional Copies. When additional copies of records, reports, tabulation, etc., are provided, tax applies to the charges made for the additional copies. "Additional copies" are all copies (other than carbon copies), whether the copies are prepared by rerunning the same program, by using multiple simultaneous printers, by looping a program such that the program is run continuously, by using different programs to produce the same output product, or by other means. Where additional copies are prepared, the tax will be measured by the charge made by the data processing firm to the customer. If no separate charge is made for the additional copies, tax applies to that portion of the gross receipts which the cost of the additional computer time (if any), the cost of materials and labor cost to produce the additional copies bear to the total job cost. Charges for copies produced by means of photocopying, multilithing, or by other means are subject to tax.

(e) Training Services and Materials. Data processing firms provide a number of training services, such as data entry and verification, programming, and specialized training in systems design.

(1) Charges for training services are nontaxable, except as provided in subdivision (g) where the training services are provided as part of the sale of tangible personal property. The data processing firm is the consumer of tangible personal property which is used in training others, or provided to trainees without a separate charge as a part of the training services.

(2) Tax applies to charges for training materials, including books, furnished to trainees for a charge separate from the charge for training services.

(3) Where a person sells tangible personal property, such as computers or programs, and provides training materials to the customer without making an additional charge for the training materials, this is a sale of the training materials. The selling price of the training materials is considered to be included in the sales price of the tangible personal property.

(f) Computer Programs.

(1) Prewritten (Canned) Programs. Prewritten programs may be transferred to the customer in the form of storage media, or by listing the program instructions on coding sheets. In some cases they are usable as written; however, in other cases it is necessary that the program be modified, adapted, and tested to meet the customer's particular needs. Tax applies to the sale or lease of the storage media or coding sheets on which or into which such prewritten (canned) programs have been recorded, coded, or punched.

(A) Tax applies whether title to the storage media on which the program is recorded, coded, or punched, passes to the customer, or the program is recorded, coded, or punched on storage media furnished by the customer. The temporary transfer of possession of a program, for a consideration, for the purpose of direct use or to be recorded or punched by the customer, or by the lessor on the customer's premises, is a lease of tangible personal property. The tax applies unless the property is leased in substantially the same form as acquired by the lessor and the lessor has paid sales tax reimbursement or use tax with respect to the property.

(B) Tax applies to the entire amount charged to the customer. Where the consideration consists of license fees, all license fees, including site licensing and other end users fees, are includable in the measure of tax. Tax does not apply, however, to license fees or royalty payments that are made for the right to reproduce or copy a program to which a federal copyright attaches in order for the program to be published and distributed for a consideration to third parties, even if a tangible copy of the program is transferred concurrently with the granting of such right. Any storage media used to transmit the program is merely incidental.

(C) Maintenance contracts sold in connection with the sale or lease of a prewritten computer programs generally provide that the purchaser will be entitled to receive,

during the contract period, storage media on which ~~the~~ prewritten program improvements or error corrections have been recorded. The maintenance contracts may provide that the purchaser is entitled to receive storage media on which a backup copy of the same or similar prewritten program is recorded, so that the purchaser may use the backup copy to restore the prewritten program. The maintenance contract also may provide that the purchaser will be entitled to receive, during the contract period, telephone or on-site consultation services.

If the purchase of the maintenance contract is not optional with the purchaser, that is, if the purchaser must purchase the maintenance contract in order to purchase or lease a prewritten computer program, then the charges for the maintenance contract are taxable as part of the sale or lease of the prewritten program. Tax applies to any charge for consultation services provided in connection with a maintenance contract except as provided below.

For reporting periods commencing on or after January 1, 2003, if the purchase of the maintenance contract is optional with the purchaser, that is, if the purchaser may purchase the prewritten software without also purchasing the maintenance contract, and there is a single lump sum charge for the maintenance contract, 50 percent of the lump sum charge for the maintenance contract is for the sale of tangible personal property and tax applies to that amount; the remaining 50 percent of the lump sum charge is nontaxable charges for repair.

If no tangible personal property whatsoever is transferred to the customer during the period of the maintenance contract, tax does not apply to any portion of the charge. Tax does not apply to a separately stated charge for consultation services if the purchaser is not required to purchase those services in order to purchase or lease any tangible personal property, such as a prewritten computer program or a maintenance contract.

(D) The sale or lease of a prewritten program is not a taxable transaction if the program is transferred by remote telecommunications from the seller's place of business, to or through the purchaser's computer, and the purchaser does not obtain possession of any tangible personal property, such as storage media, in the transaction. Likewise, the sale of a prewritten program is not a taxable transaction if the program is installed by the seller on the customer's computer except when the seller transfers title to or possession of storage media or the installation of the program is a part of the sale of the computer. Paragraph (C) applies to optional software maintenance contracts sold in connection with nontaxable transactions described in this paragraph.

If the transfer of a prewritten program is a nontaxable transaction, then the seller is the consumer of tangible personal property used to produce written documentation or manuals (including documentation or manuals in machine-readable form) designed to facilitate the use of the program and transferred to the purchaser for no additional charge. If a separate charge is made for the documentation or manuals, then tax applies to the separate charge.

(E) The transfer of a prewritten program on storage media is not a sale for resale when the storage media, or an exact copy, will be used to produce additional copies of the program.

Charges for testing a prewritten program on the purchaser's computer to insure that such a program operates as required are installation charges and are nontaxable

(2) Custom Programs.

(A) Tax does not apply to the sale or lease of a custom computer program, other than a basic operational program, regardless of the form in which the program is transferred. Nor does the tax apply to the transfer of a custom program, or custom programming services performed, in connection with the sale or lease of computer equipment, whether or not the charges for the custom program or programming are separately stated.

(B) However, charges for custom modifications to prewritten program are nontaxable only if the charges for the modifications are separately stated. Otherwise, the charges are taxable as part of the sale of the prewritten program.

When the charges for modification of a prewritten program are not separately stated, tax applies to the entire charge made to the customer for the modified program unless the modification is so significant that the new program qualifies as a custom program. If the prewritten program was previously marketed, the new program will qualify as a custom program, if the price of the prewritten program was 50 percent or less of the price of the new program. If the prewritten program was not previously marketed, the new program will qualify as a custom program if the charge made to the customer for custom programming services, as evidenced in the records of the seller, is more than 50 percent of the contract price to the customer.

(C) Charges for any written documentation or manuals designed to facilitate the use of a custom computer program by the customer are nontaxable, whether separately stated or not. The vendor of the custom computer program is the consumer of the written documentation or manuals, or of any tangible personal property used by the vendor in producing the written documentation or manuals.

(D) A custom computer program includes a program prepared to the special order of a customer who will use the program to produce and sell or lease copies of the program, and the charge for such custom computer program is not subject to tax. Sales or leases of the copies, however, are taxable as sales of prewritten computer programs.

(E) A computer program prepared to the special order of a customer to operate for the first time in connection with a particular basic operating system is a custom computer program even though a different version currently operates in connection with an incompatible basic operating system.

(F) Digital pre-press instruction is a custom computer program under section 6010.9 of the Revenue and Taxation Code, the sale of which is not subject to tax, provided the digital pre-press instruction is prepared to the special order of the purchaser. Digital pre-press instruction shall not, however, be regarded as a custom computer program if it is a "canned" or prewritten computer program which is held or existing for general or repeated sale or lease, even if the digital pre-press instruction was initially developed on a custom basis or for in-house use. The sale of such canned or prewritten digital pre-press instruction in tangible form is a sale of tangible personal property, the retail sale of which is subject to tax.

(g) Service Charges. The following activities are service activities. Charges for the performance of such services are nontaxable unless the services are performed as a part of the sale of tangible personal property.

- (1) Designing and implementing computer systems (e.g., determining equipment and personnel required and how they will be utilized).
- (2) Designing storage and data retrieval systems (e.g., determining what data communications and high-speed input-output terminals are required).
- (3) Consulting services (e.g., study of all or part of a data processing system).
- (4) Feasibility studies (e.g., studies to determine what benefits would be derived if procedures were automated).
- (5) Evaluation of bids (e.g., studies to determine which manufacturer's proposal for computer equipment would be most beneficial).
- (6) Providing technical help, analysts, and programmers, usually on an hourly basis.
- (7) Training Services.
- (8) Maintenance of equipment. (See Regulation 1546 for application of tax to maintenance contracts.)
- (9) Consultation as to use of equipment.

(h) Pick-up and Delivery Charges. If the data processing firm's billing is for nontaxable processing of customer-furnished information, the tax will not apply to pick-up and delivery charges. If pick-up and delivery charges are made in conjunction with the sale of tangible personal property or the processing of customer-furnished tangible personal property, the tax will apply to the pick-up charges. Tax will apply to the delivery charges to the extent specified in regulation 1628, "Transportation Charges."

(i) Rental of Computers. A lease includes a contract by which a person secures for a consideration the use of a computer which is not on his or her premises, if the person or his or

her employees, while on the premises where the computer is located operate the computer, or direct and control its operation. A lease does not include a contract whereby a person secures access by means of remote telecommunication to a computer which is not on his or her premises, if the person or his or her employees operate the computer or direct and control its operation by means of remote telecommunication. (See Regulation 1660 for application of tax to leases.)

Report on Discussion of “Site Licenses” For Discussion Only

Issue

Report on discussions with the software industry regarding whether it is necessary for the Board to amend Regulation 1502, *Computers, Programs, and Data Processing*, to clarify that any charges for “site licenses” to use a non-custom computer program (hereafter, prewritten program) recorded on tangible storage media should be excluded from the measure of tax, and, if so, the extent of the exclusion that should be provided by the regulation.

Background

General

During the Board’s discussion regarding the issue of whether to amend Regulation 1502, and/or amend Regulation 1507, *Technology Transfer Agreements*, at the January 15, 2013, Business Taxes Committee (BTC) meeting, the Board authorized staff to conduct additional, focused interested parties meetings on two issues which, based on prior interested parties meetings, appeared to have the best potential for immediate resolution. One of those issues is to try to reach some consensus between industry and staff as to whether and to what extent charges for “site licenses” to use a prewritten program recorded on tangible storage media should be excluded from the measure of tax; and if some consensus can be reached, discuss the text of amendments to Regulation 1502 that would further clarify the treatment of charges for “site licenses.”

Current Regulation 1502 – Pertaining to Site Licenses

Neither the Sales and Use Tax Law nor Regulation 1502 define the term “site license.” Regulation 1502, subdivision (f)(1)(A) and (B) currently provide as follows:

Tax applies to the sale or lease of the storage media or coding sheets on which or into which such prewritten (canned) programs have been recorded, coded, or punched.

(A) Tax applies whether title to the storage media on which the program is recorded, coded, or punched, passes to the customer, or the program is recorded, coded, or punched on storage media furnished by the customer. The temporary transfer of possession of a program, for a consideration, for the purpose of direct use or to be recorded or punched by the customer, or by the lessor on the customer’s premises, is a lease of tangible personal property. The tax applies unless the property is leased in substantially the same form as acquired by the lessor and the lessor has paid sales tax reimbursement or use tax with respect to the property.

(B) Tax applies to the entire amount charged to the customer. Where the consideration consists of license fees, all license fees, including site licensing and other end users fees, are includable in the measure of tax. Tax does not

apply, however, to license fees or royalty payments that are made for the right to reproduce or copy a program to which a federal copyright attaches in order for the program to be published and distributed for a consideration to third parties, even if a tangible copy of the program is transferred concurrently with the granting of such right. Any storage media used to transmit the program is merely incidental.

The first two sentences in paragraph (B) are intended to explain that tax applies to the entire amount charged to the customer for a prewritten program recorded on tangible storage media, including charges for the increased use of the prewritten program, no matter how the consideration is characterized, and explain that when such consideration is characterized as license fees, then all the license fees, including license fees denoted as “site licenses” are subject to tax. However, the first two sentences in paragraph (B) do not appear to staff to be intended to tax consideration paid for copyright interests that are truly separate and distinct from the sale of a prewritten program recorded on tangible storage media, as opposed to charges for the increased right to use a copyrighted program, as indicated by the third and fourth sentences in paragraph (B). That paragraph explains that tax does not apply to “license fees or royalty payments that are made for the right to reproduce or copy a program to which a federal copyright attaches in order for the program to be published and distributed for a consideration to third parties, even if a tangible copy of the program is transferred concurrently with the granting of such right.”

Discussion

Clarification of the “Site License” Issue

The Board’s Legal Department has historically concluded that site license fees which are paid so that a purchaser of a prewritten program recorded on tangible storage media may make additional copies of the program and any other charges that are paid so that the purchaser obtains increased use of the prewritten program represent additional taxable consideration for the sale of the prewritten program, except when the third and fourth sentences of Regulation 1502, subdivision (f)(1)(B) apply. (See Sales and Use Tax Annotations 120.0528 (1/27/86) and 120.0552 (1/6/92).) In order to fully address the site license issue, staff first tried to determine whether there are any other circumstances, which are not already described in Regulation 1502, subdivision (f)(1)(B) where there is a transfer of the right to reproduce or copy a prewritten program to which a federal copyright attaches that is so separate and distinct from the sale of the prewritten program recorded on tangible storage media that the charges for the right to reproduce or copy should be exempt or excluded from tax. If staff determined that other circumstances did exist, then staff was going to work to clarify Regulation 1502 so that tax continues to apply to the entire amount charged to the customer for the prewritten program recorded on tangible storage media, but does not apply to license fees for the transfer of copyrights that are sufficiently separate and distinct from the prewritten program recorded on tangible storage media.

Terminology

Staff was not entirely sure that the term “site license” necessarily provided the correct nomenclature for this topic. This is because staff’s preliminary research indicated that the term “site license” generally referred to a license that allows multiple users to use the same program

or copies of the same program at one location or site, and staff thought the discussion of the “site license” issue might include other licenses that are commonly sold to make and use multiple copies of the same program regardless of the location where the copies are used. Therefore, in the second discussion paper regarding proposed amendments to Regulation 1502, staff invited input from the interested parties as to whether they believed this issue should include a broader discussion of “license fees” paid for the right to reproduce or copy a copyrighted program recorded on tangible storage media.

During the April 10, 2013, interested parties meeting, Mr. Mark Nebergall indicated that the software industry continues to use the term “site license,” but that the term is now commonly understood to refer to a license to make and use copies of the same program regardless of the location where the copies are used. In addition, staff received an April 25, 2013, letter from Mr. Nebergall, which he sent on behalf of the California business community. The letter provides the following comments regarding the term “site license”:

As an initial threshold issue, we note that Regulation 1502 contains no definition of “site license” for prewritten computer programs and if the Regulation is to be amended to specially treat such licenses, a definition should be included as one of the amendments. The term “site license,” as currently used in the software industry, connotes a license that allows the customer to reproduce or copy the program for use by the customer, as opposed to a license that allows the customer to make copies and distribute or resell the copies to the public. The term “site license” is a holdover from the historical practice of licensing software to a customer for use at [a] particular physical location or “site.”

The term “site license,” as used today, is not so restricted; it is used to describe a license that allows the customer to make a certain number of copies, or an unlimited number of copies, with or without limitation as to the physical location of where the copies may be used. In our view, the term “site license,” as currently understood in the industry, is any license of a prewritten computer program that allows the customer to make additional copies of the program for use on more than one computer. We suggest any amendments to Regulation 1502 that will specially treat licenses to reproduce prewritten computer programs for internal use by the customer include a definition along the lines outlined in this letter.

Based upon Mr. Nebergall’s comments, Board staff believes that the term “site license” is useful for purposes of the current discussion regarding fees paid for the right to reproduce or copy a copyrighted prewritten program recorded on tangible storage media for purposes of using the program, as opposed to fees paid for the right to reproduce or copy a copyrighted prewritten program in order for the program to be published and distributed for a consideration to third parties. Board staff also agrees with Mr. Nebergall’s comment that if Regulation 1502 is amended to specifically address the application of tax to charges for “site licenses,” it would be helpful for the amendments to define the term.

In addition, Board staff believes that, for purposes of our current discussion, Mr. Nebergall's April 25, 2013, letter provides two potential working definitions for the term "site license." Mr. Nebergall's letter states that the term site license, "as currently used in the software industry, connotes a license that allows the customer to reproduce or copy the program for use by the customer, as opposed to a license that allows the customer to make copies and distribute or resell the copies to the public." The letter also provides that the term site license, "as currently understood in the industry, is any license of a computer program that allows the customer to make additional copies of the program for use on more than one computer." Board staff determined that the first potential definition is probably a better fit for the current discussion, than the second potential definition, but staff is not necessarily certain that these are the only possible or potentially useful definitions for the term "site license." Therefore, staff also believes that any specific definition for the term should be evaluated to ensure it is consistent with and helps readers understand any potential amendments which would clarify the application of tax to "site licenses." However, as discussed below, Board staff does not agree that it is necessary to clarify the application of tax to "site licenses," so staff is not recommending any amendments to Regulation 1502 and is not recommending that the regulation incorporate a specific definition for the term "site license" at this time.

Common Practice in the Industry

Board staff explained that it only has a limited understanding of the types of licenses that are commonly sold by software retailers and the fees that are commonly charged for such licenses. Therefore, in the second discussion paper, Board staff also invited input regarding the scope of the various types of licenses that software retailers commonly sell in retailer-to-household consumer transactions and retailer-to-business consumer transactions involving the transfer of prewritten programs recorded on tangible storage media. Staff also indicated that staff would appreciate any examples industry could provide. Staff thought that a better understanding of the software industry's common practices in this regard might have helped lead to a consensus as to whether there are any circumstances, which are not already described in Regulation 1502, subdivision (f)(1)(B), where charges for the right to reproduce or copy a prewritten program recorded on tangible storage media are exempt or excluded from tax.

In his April 25, 2013, letter, Mr. Nebergall provided the following information in response to staff's request for input regarding the software industry's common licensing practices:

With respect to copyrighted computer programs, the Copyright Act confers upon the *owner* of a copy rights to make certain copies for limited, specific purposes. The *owner* of a copy of a computer program is allowed another copy of the computer program, so long as the additional copy "is created as an additional step in the utilization of the computer program in conjunction with a machine and that is it used in or no other manner." See 17 U.S.C. Sec. 117(a)(1). In addition, the Copyright Act permits the *owner* of a copy to make an additional copy for "archival purposes only." See. 17 U.S.C. Sec. 117(a)(2). These rights are understood to allow the *owner* of a copy of a computer program to copy and install the program on the "hard drive" of a computer, and to allow the making of a an additional copy in the RAM of the computer so the computer can make use of the program. In addition, the *owner* of a copy may make a

“back-up” copy of the program without infringing the copyright owner’s exclusive rights.

These rights to make additional copies allowing the program to be used in a computer and for archival purposes are only conferred upon the “owner” of the copy of the program. However, it is not the practice in the software industry for the owners of the copyright in software to conduct transactions with customers that result in the customer becoming the “owner” of any copy of the program. The common method of transferring any rights in the program to the customer is through the use of an “end user license agreement” that conveys no ownership rights in the copy. At all times, the owner of the copyrights in the software retains ownership of any copies the possession of which might be transferred to the customer; title to the copy doesn’t pass to the customer. This distinction is crucial: Without ownership of a copy of the computer program, the customer would receive no rights to make any copies that might be necessary to use the program on a computer, such as the right to make a copy from a storage disk onto the computer’s hard drive, or from the hard drive to the RAM, or any archival copy. See *MAI Systems Corp. v. Peak Computer, Inc.*, 991 F.2d 511, fn.5 (9th Cir. 1993).

It is the practice in the software industry, however, for the end user license agreement to expressly provide the customer with rights to make copies the same as, or similar to, the rights expressly afforded an owner of a copy under Section 117(a) of the Copyright Act; i.e., the right to make copies essential to the use of the software on a computer and/or an archival copy. We are unaware of any practice in the software industry where the purchaser of a software license would not receive sufficient rights to make the copies needed to install and run the software on a computer. A hypothetical possessor of a copy of a computer program unaccompanied by rights to make copies similar to those described in Section 117(a) of the Copyright Act likely would pay very little, if anything, for such a copy. Someone in possession of a copy of a computer program unaccompanied by a license to make copies essential for use of the program on a computer likely has possession of an infringing, illegal copy.

Applying this framework of copyright law to site licenses, it is readily apparent that the rights to make additional copies of the software and to use them on additional computers are rights specified under the Copyright Act. The right to make any additional copies clearly is encompassed by Section 106(1) of the Copyright Act. Someone who is not an owner of a copy of a computer program, absent [an] agreement with the copyright owner, does not receive any rights to make copies essential for use of the program in a computer and to make an archival copy, [as] those rights also are rights reserved to the holder of the copyright under Section 106(1). Thus, site licenses convey significant intangible copyrights to the customer beyond those a simple owner of a copy would obtain by operation of Section 117(a) of the Copyright Act.

It also is clear from a technological standpoint, given the way computers operate, that it is essential for one to obtain the rights to make copies of the software in order to make use of the software. Thus, even with respect to single user licenses, the grant of the right to make copies essential for the use of the software on a computer goes to the very heart of the software license. The copyright aspects of any computer software license are the very essence of the transaction. Without the requisite right to make certain copies, the possessor of the copy of the software would be unable to use the software on a computer without committing copyright infringement.

[¶] . . . [¶]

When a computer program is transferred to a licensee on a physical storage medium, and rights to make copies of the software are included with the license, the TTA statutes provide guidance on how to divide the sales price into the taxable part attributable to the storage medium and the nontaxable part attributable to the intangible copyright. Thus, attention must be paid to the application of the TTA statutes in any amendments to Reg. 1502 providing guidance with respect to the tax treatment of software site licenses.

[heading omitted]

It is common in the software industry for sellers of computer programs to permit licensees to copy to, install on and use licensed software on more than one computer, thus falling within the classic definition of a “site license.” For instance, an examination of the license terms for the copy of Microsoft “Word” used to prepare this letter reveals it is a site license because, in addition to allowing the installation and use of the copy on a desktop computer, it also allows the copying of the software and its installation on one additional portable device. A separate license is thus not needed to load another copy of the program onto a laptop computer.

Thus, site licenses are not restricted to customers who use software in a business. While many consumer software licenses also are site licenses, it is not common for consumer software licenses to allow the consumer to make more copies than are sufficient for personal, family or household use of the software. We believe it would be unusual for a consumer software license to permit the consumer to use software on more than five (5) computers. However, sometimes software licensed to a business will be single user licenses, and not permit the software to be used on more than a single computer. While the typical customer for a software site license is a business, frequently consumers purchase site licenses, and sometimes businesses purchase software that is a single user license. (Italics in original.)

As explained in the Third Discussion Paper, Board staff appreciates the additional background information regarding the differences between the rights of an owner of a copy of a copyrighted

prewritten program recorded on tangible storage media and the rights of a person who is a licensee under the various types of licensing agreements the software industry employs. Board staff also appreciates the additional background information regarding some of the industry's common types of licensing agreements.

In the third discussion paper, staff further explained that it found that Federal law recognizes that the “[o]wnership of a copyright, or of any of the exclusive rights under a copyright, is distinct from ownership of any material object in which the work is embodied.” (17 U.S.C. § 202.) The additional information provided above, emphasizes that a copyrighted program is a material object or product that consumers may only utilize in conjunction with a machine. It also highlights that federal copyright law recognizes that the owner of a copy of a copyrighted program has the inherent right, as the owner of a material object in which a copyrighted work is embodied, to use its copy in conjunction with at least one machine, including making the additional copies that are necessary to use the program for its intended purpose, such as word processing, and making a backup copy, without infringing on the rights of the copyright holder. Therefore, Board staff stated its belief that federal law's treatment of copies of a copyrighted program confirms that the right to make some copies of a copyrighted program so that it can be used for its intended purpose is part of the bundle of rights associated with the ownership of a copy of the program itself, and the owner of a copy is not required to obtain additional copyrights that are separate and distinct from the ownership of the copy just to use the program for its intended purpose. As a result, Board staff still thinks that, when a copy of a copyrighted prewritten program is recorded on tangible storage media, Regulation 1502 correctly provides that tax applies to all of the charges for the copy.

Furthermore, Mr. Nebergall's April 25, 2013, letter clarifies that “it is not the practice in the software industry for the owners of the copyright in software to conduct transactions with customers that result in the customer becoming the ‘owner’ of any copy of the program. The common method of transferring any rights in the program to the customer is through the use of an ‘end user license agreement’ that conveys no ownership rights in the copy.” However, this fact did not lead staff to the same conclusions as Mr. Nebergall because Board staff understands that “where a transferee receives a particular copy of a copyrighted work pursuant to a written agreement, [the courts] consider all of the provisions of the agreement to determine whether the transferee became an owner of the copy or received a license.” (*Vernor v. Autodesk, Inc.* (9th Cir. 2010) 621 F.3d 1102, 1109.) Therefore, whether a person is an owner or a licensee is dependent upon all the facts and circumstances of a particular transaction and staff does not necessarily believe it is fruitful to establish a bright-line rule based upon the principle that every consumer of a copyrighted prewritten program will necessarily be a licensee.

Moreover, Board staff does not agree that Mr. Nebergall's April 25, 2013, letter describes all of the rights the owner of a copy of a copyrighted prewritten program would have under all of the facts and circumstances of every potential situation. For example, the courts have applied the doctrines of implied license and equitable estoppel to prevent inequity in situations where the holder of a copyright has created an expectation that the customer may use a copy of a copyrighted work in specific ways, but does not actually grant the customer a license to make the copies essential to the anticipated use. (See, e.g., *Effects Associates, Inc. v. Cohen* (9th Cir. 1990) 908 F.2d 555, *Food Consulting Group, Inc. v. Azzalino* (9th Cir. 2001) 270 F.3d 821,

footnote 10 [providing that “*Effects Associates* stands for the principle that a seller grants a buyer an implied license to use a product for the purpose for which the seller sold it to the buyer”], and *Hadady Corp. v. Dean Witter Reynolds, Inc.* (C.D. Cal. 1990) 739 F.Supp. 1392.) Also, federal law expressly provides broader rights to the owners of copies of copyrighted programs than described in Mr. Nebergall’s letter (see, e.g., 17 U.S.C. § 117), such as the right to sell the copy under specified circumstances. (17 U.S.C. § 117(b).)

In addition, federal law’s treatment of an owner of a copy of a copyrighted prewritten program, seems to indicate to staff, that, at a minimum, there cannot be a separate and distinct transfer of a copyright interest for sales and use tax purposes, unless the transferee actually receives more rights to copy a copyrighted program than would be included in the bundle of rights held by an owner of that copy, who is not the copyright holder, under similar facts and circumstances. And, the information provided does not establish that the software industry’s typical licensing agreements grant business or household consumers of prewritten programs recorded on tangible storage media more rights than the owners of such copies would have absent such agreements.

As a result, Board staff does not believe that the information provided thus far establishes that there are any other circumstances, which are not already described in Regulation 1502, subdivision (f)(1)(B) where there is a transfer of the right to reproduce or copy a copyrighted prewritten program that is so separate and distinct from the sale of the prewritten program recorded on tangible storage media that the charges for the right to reproduce or copy should be exempt or excluded from tax.

Mr. Nebergall’s April 25, 2013 Proposals

Finally, Mr. Nebergall’s April 25, 2013, letter ends by summarizing the business community’s beliefs regarding site licenses and suggests two possible approaches to the treatment of site licenses, for sales and use tax purposes, that he indicates are more consistent with the business community’s beliefs than the current provisions of Regulation 1502. The letter provides:

First, and to be clear, the business community believes, and has always believed, site licenses for computer programs, when sold on disk and where the price for the disk is separately stated in the agreement, have never been subject to sales and use tax because of their intangible nature. Such was the law before enactment of the TTA statutes or the decision in *Nortel Networks*. That part of the TTA statutes excluding from tax the amount separately stated in the TTA for the intangible property did not represent any change in the law, it represented merely a codification of existing law. Under California sales and use tax law, a reasonable amount separately stated in an agreement for the sale of intangible property is not subject to tax.

If the agreement between the licensor and the licensee separately states an amount for a tangible storage medium sold together with a site license, the taxable amount should be limited to the amount so separately stated, with the balance treated as non-taxable charges for intangible rights to make copies. Regulation 1502 should be amended to reflect this interplay with the TTA statutes.

When the agreement between the licensor and licensee does not separately state an amount for the tangible storage medium, current Regulation 1502(f)(1)(B) provides “tax applies to the entire amount charged to the customer.” As applied to site licenses, this part of Regulation 1502 results in tax applying to nontaxable charges for intangible property [and] is at odds with both the basic law of California and the TTA statutes, which provide ways to separate the taxable and nontaxable components of a site license.

There may be ways to amend Regulation 1502 to bring it closer [to] the basic law in California that sales of intangible property are not subject to tax and not damage the Board’s litigating position post- *Nortel Networks*. Regulation 1502 already provides that sales of so-called “gold masters” are not subject to tax, with any storage medium treated as incidental Reg. 1502(f)(1)(B). A gold master differs from a site license with respect to the use to which the authorized copies of the software will be put. Under a gold master, the copies are to be resold or distributed to the public. Under a site license, the additional copies will be loaded on additional computers owned by the licensee and used instead of being resold.

One possible approach to the application of the sales and use tax to sales of site licenses would be to focus on the number of copies the license permits the licensee to make, and treat licenses permitting the making of a threshold number of copies as site licenses not subject to tax. If the license permitted the making of a number of copies below the threshold, the copyright interest would, as in the case of the treatment of gold masters with respect to the storage medium, be deemed “incidental,” and ignored with the result tax would apply to the entire amount charged to the customer under the first sentence of Reg. 1502(f)(1)(B). While this approach would result in tax applying to charges for intangible rights to make copies of prewritten programs, it comes much closer to the basic law in California than the existing language in Regulation 1502.

Another possible approach to the issue simply would be to apply tax to the amount the licensor would charge for a single user license as fully taxable, with any additional amounts treated as charged for non-taxable intangible rights to make additional copies. This approach would be consistent with the Staff’s position (with which we disagree) that software becomes tangible personal property when sold on a tangible storage medium, but also recognizes the interplay with the TTA statutes on how to divide a TTA into its taxable and nontaxable components when the seller makes separate sales of like tangible personal property without the intangible property. See Secs. 6011(c)(10)(B), 6012(c)(10)(B). Once again, while this approach would result in tax applying to charges for intangible rights to make copies of prewritten programs, it comes much closer to the basic law in California than the existing language in Regulation 1502. In either case, the seller should be allowed an election to treat the sale under the TTA statutes, thereby permitting alignment between a revised

Regulation 1502 and the basic California law that charges for intangible property are not subject to sales or use tax.

Based upon staff's prior comments, Board staff is not ready to agree that there is necessarily a separate and distinct transfer of the right to reproduce or copy a prewritten program recorded on tangible storage media (i.e., separate and distinct from the sale of the prewritten program recorded on tangible storage media itself), merely because the customer receives more than a single-user license with the program.

Furthermore, it seems that consumers purchase prewritten programs for their own use or other consumption in the common sense, and definitely not for resale. It also seems that there is broad recognition that some incidental copying is necessary for a consumer to use a copy of a prewritten program recorded on tangible storage media in conjunction with any machine. And, the information provided does not help staff see how the true object of consumer prewritten program transactions shifts, even incrementally, from the use or other consumption of the prewritten program, to the obtainment of separate and distinct intellectual property rights, simply because the consumer can use the prewritten program in conjunction with more than one machine. For example, the information provided has not given staff a basis to distinguish a transaction that is structured so that the consumer gets one copy of a prewritten program on tangible storage media and the right to use it on 10 machines from a transaction that is structured so that the consumer gets 10 copies of the same program recorded on tangible storage media to be used on one machine, each. This is because the true object of both transactions appears to be the same, that is the use or other consumption of the prewritten program recorded on tangible storage media, and any copying involved in both transaction is incidental to such use. Therefore, Board staff explained that it cannot agree that the information provided thus far necessarily establishes that there is a transfer of the right to reproduce or copy a copyrighted prewritten program that is sufficiently separate and distinct from the sale of the prewritten program recorded on tangible storage media itself, merely because the customer receives the right to make more than a threshold number of copies of the prewritten program for its own use.

Finally, staff explained that staff believes that consideration of Mr. Nebergall's comments regarding the application of the TTA statutes, and the Court of Appeal's decision in *Nortel* are beyond the scope of the Regulation 1502-focused interested parties meetings the Board authorized in January 2013.

June Interested Parties Meeting

During the third interested parties meeting on June 5, 2013, there did not appear to be a consensus between industry and staff regarding a need to change the Board's treatment of specific types of site licenses or licenses to use prewritten programs in general and staff explained that based on the information provided thus far, it concluded that there is no need to amend Regulation 1502 to exempt or exclude any charges for site licenses from tax. Mr. Nebergall expressed the software industry's disappointment with staff's conclusion. However, Mr. Nebergall also acknowledged that there was a period of time when the software industry regularly transferred programs to customers that were recorded on tangible storage media, such as disks, and that the discussion of site licenses is mostly applicable to the industry's historical business practices. Mr. Nebergall also indicated that today the software industry's general

practice is to deliver programs to customers electronically. The main issue that generally arises in today's software industry audits is the need to substantiate the nontaxable sale of electronically transferred programs. And, today's software industry audits can be burdensome because auditors often require retailers to prove a negative, that is that they did not transfer any tangible personal property to the customer in each prewritten program transaction being examined. As a result, Mr. Nebergall indicated that the Board could effectively resolve the main sales and use tax issue affecting the software industry's recent and current business practices if staff worked with industry to draft reasonable software industry audit guidelines. Therefore, during the meeting, staff agreed to work with the software industry to try to address the software industry audit issue in amendments to the Audit Manual.

Following the interested parties meeting, Board staff received a June 19, 2013, letter from Mr. Ronald Schrotenboer in response to the third discussion paper. In the letter, Mr. Schrotenboer states that he was involved in discussions with the Board and Board staff at the time the reference to site licenses was added to Regulation 1502. Mr. Schrotenboer states that, at the time, the Board viewed "a site license as being different than the software royalty arrangements. Site license transactions were viewed as end user transactions. Economically, site licenses were viewed as no different than the software licensor providing multiple tangible copies of the software to the customer, which would all be subject to sales tax." Mr. Schrotenboer also states that he believes that this historical treatment is wrong because "the true object of a consumer software transaction shifts to the obtainment of a separate and distinct intellectual property right" when the consumer obtains a site license to "use the software in conjunction with more machines." Therefore, in the letter, Mr. Schrotenboer recommends that Regulation 1502 be amended to exempt payments for the right to make multiple copies from tax. However, Mr. Schrotenboer's letter did not provide any new information that would persuade staff to recommend that the Board change the historical application of tax to charges for site licenses to use a prewritten program recorded on tangible storage media. Staff did not receive any other written comments in response to the third discussion paper.

Summary

The discussions with the software industry and interested parties provided staff with a better understanding of the term "site license" and some of the common business practices of the software industry. However, Board staff does not believe that the information provided thus far affirmatively establishes that there are any other circumstances, which are not already described in Regulation 1502, subdivision (f)(1)(B) where there is a transfer of the right to reproduce or copy a copyrighted prewritten program that is so separate and distinct from the sale of a prewritten program recorded on tangible storage media that the charges for the right to reproduce or copy should be exempt or excluded from tax. Furthermore, Regulation 1502, subdivision (f)(1)(B) is consistent with the Legal Department's historical treatment of site licenses. As a result, staff does not recommend any amendments be made to Regulation 1502 to clarify the application of tax to site licenses or define the term site license.

Although there was not an agreement to further clarify the application of tax to site licenses to use prewritten programs recorded on tangible storage media, there was a general consensus at the June 5, 2013, interested parties meeting, that, on a practical level, many site license issues could be effectively addressed by clarifying the record keeping requirements and the audit verification procedures for establishing the nontaxable sale of prewritten programs via electronic download and load-and-leave transactions. This is because the overwhelming majority of today's business-to-business software transactions involve sales of prewritten programs transferred via electronic download, and charges for an electronically downloaded prewritten program, including charges for a site license to use the program in conjunction with multiple devices, are not taxable under Regulation 1502, subdivision (f)(1)(D) if "the purchaser does not obtain possession of any tangible personal property, such as storage media, in the transaction." Therefore, Board staff is continuing to work with the interested parties on practical guidance for taxpayers and staff, and staff is optimistic that an agreement can be reached regarding practical record keeping requirements and reasonable audit verification procedures for establishing the nontaxable sale of prewritten programs.

Prepared by the Tax Policy Division, Sales and Use Tax Department, and Tax and Fee Programs Division, Legal Department.

Current as of July 22, 2013