

Rillet - Zero-Day Close Isn't Aspirational Anymore, It's Operational

The AI-Native ERP That's Rewriting the Rules of Finance Team Efficiency

Every CFO of a hypergrowth company has heard the same tired advice: "As you scale you'll need to grow your finance team proportionally. Plan to hire one FP&A analyst per \$10M in revenue, one accountant per X entities, one revenue accountant per Y contracts..."

Rillet customers are proving this conventional wisdom completely wrong. Companies are scaling to nine figures with two-person finance teams. Public company readiness is being achieved without armies of accountants. Zero-day close, once dismissed as impossible fantasy, is becoming routine operational reality.

The question isn't whether this level of automation is possible. Rillet has proven it is. The question is whether you're ready to fundamentally rethink what finance operations can look like.

The Rillet Approach: AI-Native From the Ground Up

Tagline: The AI-Native ERP for Zero-Day Close and Lean Finance Teams at ModernCompanies

Ideal Customer: [4:14 to 6:13] Pre-IPO and hypergrowth companies (\$10M-\$500M revenue) who refuse to build bloated finance teams, need continuous close capabilities, and won't tolerate 6-12 month implementation timelines that slow their momentum.

What Makes Them Unique [13:39 - 17:50]: Rillet was architected post-ChatGPT release with AI as the foundation, not a bolt-on feature. This architectural decision has profound implications. Their business-specific predictive models train on your individual company's transaction history, achieving 90-97%+ booking accuracy compared to the 75-80% plateau that general-purpose LLMs hit when applied to accounting tasks.

As Stephen Hedlund and David Hill demonstrated during the Next Gen Solution Showcase, this isn't theoretical accuracy measured in lab conditions. This is production performance across real customer environments with messy data, vendor inconsistencies, and accounting nuances.

Their continuous consolidation architecture eliminates batch processing entirely. Transactions post in real-time. Forward-looking journal entries for prepayments, revenue schedules, and depreciation are created automatically when contracts are signed, not during month-end scramble. Multi-entity, multi-currency consolidation happens continuously, not after 10 days of manual work.

The Capability Driving Customer Obsession

Rillet's instant learning and reinforcement capability represents a paradigm shift in how finance systems operate.

Traditional automation requires upfront configuration: "Set up these rules for this vendor." "Configure this workflow for these transaction types." When your business changes, and in hypergrowth it changes constantly, you're back to reconfiguration cycles, waiting for updates, or accepting that automation has become stale.

Rillet's predictive models learn from your behavior in real-time. Correct a transaction at 2pm, and a similar transaction arriving at 2:01pm books correctly based on your edit. No waiting for retraining. No manual rule creation. The system observes your corrections and instantly incorporates that knowledge into its understanding of your business.

This means implementations take 4-8 weeks instead of quarters, and the system gets smarter every day rather than becoming progressively more outdated as your business evolves.

Real-World Impact: The Impossible Made Routine

Windsurf's Journey:

The Challenge: Scale from \$10M to \$100M in revenue while maintaining operational efficiency and lean team structure.

The Approach: Implemented Rillet's AI-native platform with automated revenue recognition, real-time multi-entity consolidation, and instant-learning transaction booking.

The Transformation: Achieved \$100M in revenue with only 2 people in their finance team.

The Strategic Impact: Every quarterly board meeting where other CEOs complained about finance team scaling costs, Windsurf's CEO showcased operational excellence. The finance function never became a bottleneck. Capital that competitors spent on headcount went into product development and growth initiatives.

Postscript's Acceleration:

The Challenge: Operating at a \$150M run rate across 4 global entities, trapped in a 15-day close cycle that left leadership making decisions based on 30-45 day old data.

The Approach: Migrated to Rillet's continuous consolidation platform with AI-powered reconciliation and real-time financial visibility.

The Transformation: Reduced close from 15 days to 3 days while continuing to scale without proportional team growth.

The Strategic Impact: Board conversations transformed from backward-looking ("what happened last month?") to forward-looking ("given current performance, what should we do?"). Strategic decisions were made weeks faster because data was available weeks earlier.

Built for the Modern Finance Leader

Rillet's founding team brings pedigree that matters. This combination, understanding both what doesn't work in legacy systems and what does work in modern cloud architecture, permeates every product decision. The result is a platform that feels simultaneously powerful for technical accounting requirements and intuitive for daily operations.

The Rillet Fit: Who Should Pay Attention

Rillet makes most sense for:

- **Hypergrowth Companies:** Scaling 3-5x annually who need infrastructure that won't become the bottleneck
- **Efficiency-Focused CFOs:** Leaders who measure success by insights per person, not people per entity
- **Fast Decision Makers:** Teams who need current data for decisions, not month-old information
- **Implementation-Averse:** Companies who won't pause growth for 12-month ERP projects
- **IPO Trajectory:** Businesses preparing for public company readiness without Big 4 ERP complexity

If you're a CFO tired of hearing "we just need more headcount" as the solution to every scaling challenge, Rillet offers a fundamentally different path.

See Rillet in Action

The full Rillet demonstration from the Next Gen Solution Showcase (available at benchmarkit.ai) provides hands-on walkthroughs of their continuous close capabilities, predictive model accuracy, and real-time consolidation workflows.

The era of bloated finance teams and 15-day closes is ending. Rillet is writing the playbook for what comes next: lean teams, zero-day close, and AI doing the work that used to require armies of people.

The only question is whether you'll be early or late to this transformation.