



Demo Day

2026.

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All presenters.

Demo Day

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The System of Record: ERP & Core Financials

 Operators Guild

Demo Day

Session 1: Sept. 9, 9:00-10:05 a.m.

The system of record is entering a new era. AI-native and AI-enabled platforms are challenging what finance teams should expect from the infrastructure at the center of their stack.



Campfire is the AI-first ERP powering modern finance and accounting teams. A full replacement to legacy ERPs, it offers a general ledger, revenue automation, close management, and so much more—all on one unified platform. Campfire empowers finance teams with powerful, intuitive software that saves time on the monthly close, unlocks deeper financial insights, and scales with you. The company is headquartered in San Francisco and is backed by Accel, Foundation Capital, Y Combinator, Capital49 and notable finance execs from public and private companies.



DualEntry is an AI-native ERP that brings core accounting, financial operations, and intelligent automation into one platform. Finance teams use DualEntry to manage the general ledger, AP, AR, revenue recognition, multi-entity consolidation, and financial reporting, with AI agents built into the foundation to automate repetitive workflows, surface insights, and reduce manual ERP work. Designed to avoid the long, expensive implementations that come with legacy systems, DualEntry gives finance teams a faster path to a modern ERP with the control, functionality, and usability they need to run the business.



Lensing is ERP reinvented for the AI era. Built from a clean slate, Lensing combines enterprise-grade financials with the flexibility to support today's fastest-growing business models. From subscription and usage-based companies to inventory-driven businesses, Lensing unifies quote-to-cash, record-to-report, procure-to-pay, HR, and spend on a single, AI-native platform.

Core innovations include Live Sandbox™, which allows finance teams to safely model changes on live data before go-live, and embedded AI, which automates workflows and extend the system without code. With Lensing, companies gain faster closes, lower total cost of ownership, and the ability to adapt their ERP as quickly as the business evolves. Founded in 2020, Lensing is backed by Sutter Hill Ventures, Altimeter, Redpoint, and D1 Capital, with global teams across Silicon Valley, Germany, London, and Brazil.



NetSuite ERP is an all-in-one, AI-powered, cloud business management solution that helps organizations operate more effectively by automating core processes and providing real-time visibility into operational and financial performance. Effortlessly manage multiple subsidiaries, business units and legal entities with one ERP solution. With a single, integrated suite for managing accounting, orders, inventory, projects, production, supply chain and warehouse operations, NetSuite ERP gives companies clear visibility into their data and tighter control over their businesses.



Rillet is an AI-native ERP that helps accounting and finance teams close faster and work with less friction by unifying the general ledger, AR, billing, revenue recognition, close automation, reporting, and controls in a single real-time platform. Built by accountants for how modern teams actually work, Rillet pairs a continuous-close architecture with Aura, its accounting-aware AI, to automate workflows and keep financials current instead of waiting for period-end. With API-first data movement and strong integrations across the finance stack, Rillet gives organizations one connected system for their ERP, reporting, and automation — a faster, far less painful alternative to legacy ERP.

Kill the Spreadsheet: FP&A & Financial Planning

Financial planning is being rebuilt around AI. These tools are moving beyond spreadsheet replacement to rethink how teams model the business, surface insights, and turn changing inputs into decisions.

•--• Abacum

Abacum is the leading Business Planning platform to drive Performance.

Get instant access to all your critical operational and financial KPIs in one place. With a single click, automate management reporting, forecast revenue, plan headcount, budget OPEX, and run multiple scenarios.

Abacum perfectly balances enterprise-grade flexibility with consumer-grade ease of use. Our powerful, intuitive multi-dimensional modeling engine and collaborative workflows make business partnering seamless.

Cashboard

Cashboard helps CFOs automate all FP&A analysis/reporting. It does that by integrating with all key data sources and creating a single source of truth; using AI data mapping to resolve label mismatches between/within systems; presenting live dashboards in a self-serve BI tool; using AI to answer any question instantly (both with text & with charts); automatically writing/sending scheduled reports via email; and automatically triggering 'tripwire' alerts when user-specified conditions are met (e.g. AR goes beyond xx days and \$xx outstanding for a given customer)

Drivetrain

Drivetrain is an AI-native business planning platform that helps companies accelerate their budgeting, reporting, and forecasting. It's used by finance teams in over 17 countries across multiple verticals, including SaaS, professional services, manufacturing, fintech, retail, and healthcare. Known for its extensive native integrations, flexibility, ease of use, and responsive customer support, Drivetrain is trusted by mid-market and enterprise companies looking to move fast and plan with confidence.

una AI

Una Software is AI-powered FP&A software built for the pace of modern business.

Combining agile planning, revenue-connected forecasting, embedded business intelligence, and execution accountability, Una helps Finance teams shift from reactive reporting to proactive leadership. With Una, CFOs can forecast with confidence, align teams faster, and drive measurable business results.

Mission Control:

Spend, People, Entities & Ops

The systems behind company operations are getting a major upgrade. Across spend, payroll, global teams, entities, and equity, these platforms are bringing more automation and intelligence to the complex work of keeping a business running.

 carta

Carta connects founders, investors, and limited partners through world-class software purpose-built for everyone in venture capital and private equity. Carta's world-class fund administration platform supports nearly 7,000 funds and SPVs, and represents nearly \$130B in assets under management. Trusted by more than 40,000 companies, Carta helps private businesses in over 160 countries manage their cap tables, valuations, taxes, equity programs, compensation, and more.

Today, Carta is setting a new standard as the end-to-end platform connecting private capital. Our fund management platform seamlessly integrates a suite of tools and insights purpose-built to support the strategic impact of fund CFO's. Carta has been included on the Fortune Best Large Workplaces in Financial Services and Insurance list, Forbes' list of the World's Best Cloud Companies, Fast Company's Most Innovative list, and Inc.'s Fastest-Growing Private Companies list.

 discern

Discern is a modern registered agent platform that helps companies manage legal entities, state registrations, service of process, and secretary of state filings in one place. Its software tracks registration and filing status across states, automates routine compliance work, and gives teams a clear view of what needs attention — so they spend less time chasing filings while staying compliant across every state where they operate.

 Niural AI

Niural AI redefines global workforce management by unifying U.S. PEO, EOR, global entity payroll, contractor management, bill pay, and compliance into one intelligent platform. Powered by advanced AI, Niural handles complex HR and payroll operations across 150+ countries, from navigating local labor laws and generating compliant contracts to managing benefits and running payroll and making payments in 170+ countries with precision.

Niural AI is the world's first agentic payroll platform, where autonomous AI agents execute HR and finance tasks with 99.99% accuracy, saving teams countless hours and ensuring complete compliance.

 tropic

Tropic is your intelligent procurement partner, purpose-built to help modern finance and procurement teams save time, cut costs, and drive impact. Whether you're a solo finance leader or part of a larger team, Tropic combines AI agents and expert services to handle the procurement work you don't have time for, from complex negotiations to renewal headaches. Powered by nearly \$14B (and growing) in software spend intelligence, Tropic gives you unmatched visibility, automation, and negotiation leverage across your stack. We don't just flag problems, we solve them, transforming procurement into a strategic advantage that scales with your business.

Close the Books: Month-End Close, Reconciliation & Compliance

The close is becoming one of the most tangible use cases for AI in finance. A new generation of tools is taking aim at the repetitive, rules-heavy work that has kept month-end stubbornly manual.



Eagl is an agentic close management platform for high-volume, multi-entity finance teams, built to become the financial operating system for the office of the CFO. It runs account reconciliation, accrual management, and financial controlling on a data-quality layer that corrects errors as it automates, so output stays auditable. Finance teams including Reneo, Bluecrux, and Upvest rely on Eagl to close faster across multiple entities and currencies without sacrificing control.



Loopfour automates finance's most painful workflows — contract-to-cash, invoicing, revenue recognition, reconciliation, and AR follow-up — as deterministic, auditable code rather than black-box AI, running on the tools teams already use. A finance-first integration layer and developer-friendly API normalize data across CRMs, billing systems, and accounting platforms, and every workflow runs identically every time with full observability and an audit trail. Built by the team behind JustPaid and backed by Y Combinator.



Numos is building an AI platform for modern finance teams. The company's software sits on top of existing finance systems to understand context across tools, automate complex workflows, and surface actionable insights with full transparency and auditability. Founded by leaders with decades of experience in leading finance, data, and large-scale AI systems, Numos helps finance teams spend less time on repetitive work and more time driving strategic impact.



Taxwire is sales tax compliance built for finance teams at growing B2B companies, covering the full indirect-tax lifecycle end to end — nexus monitoring, registration, calculation, filing, remittance, notice handling, and audit defense — across 80+ countries. By pairing a purpose-built tax engine with an in-house team of tax experts, Taxwire handles the complexity that breaks software-only tools and pure service providers alike, with transparent per-unit pricing and one vendor for the entire lifecycle.

Deal to Dollars: Revenue, Billing & Quote-to-Cash

Revenue infrastructure is evolving alongside increasingly complex business models. These platforms are rethinking how companies move from deal structure to billing, recognition, and cash – with AI and automation embedded throughout.



Dealops is an AI-native pricing and CPQ platform that helps B2B software companies streamline pricing, quoting, and revenue operations. By automating complex deal workflows and integrating with billing and CRM systems, Dealops enables businesses to launch and scale modern pricing models faster.



Hyperline is an AI-native billing and revenue platform that manages the full lifecycle from CPQ and contracts through billing, payments, collections, and revenue recognition. Its flexible billing engine supports subscriptions, usage, credits, and hybrid pricing, while a shared revenue data model connects Finance, RevOps, GTM, Accounting, and Engineering – giving teams one system to manage revenue operations, automate workflows, and surface risks before they become problems.



MonetizeNow is revolutionizing GTM operations for B2B SaaS Enterprises of any size. At MonetizeNow, our mission is simple: to make B2B commerce completely frictionless and provide a delightful experience for your customers to do business with you. The innovative platform combines Quoting/CPQ, Metering, Billing, and Reporting, to deliver a truly plug-and-play Quote-to-Cash experience across all sales channels.



Schematic is a complete usage-based billing platform for software and AI companies, powering usage-based plans, credit metering, real-time entitlements, and enterprise credit wallets. Its real-time entitlement engine gives customers usage visibility, spend forecasts, and configurable limits.



Tabs is an AI-native revenue platform built for modern B2B companies, automating the full revenue lifecycle from contract ingestion to billing, collections, revenue recognition, and reporting. Its platform uses AI to read and structure contracts, pricing terms, obligations, and unstructured revenue data, while deterministic financial workflows keep billing, AR, and rev rec accurate, controlled, and audit-ready. With MCP connectors and APIs that bring in context and usage data from across the business, Tabs helps finance teams manage complex usage-based, subscription, hybrid, and custom pricing models without adding headcount or stitching together fragmented systems.



Turnstile is a flexible quote-to-cash platform for sales-led B2B companies, replacing the disconnected systems teams usually rely on across pricing, agreements, usage, billing, collections, revenue recognition, and reporting. Built for pricing that changes, Turnstile supports usage-based, outcome-based, hybrid, ramped, pilot, and negotiated terms without forcing teams into workarounds. Its read-and-write MCP also lets AI agents act on the same governed commercial record as the team, from drafting quotes to chasing collections and moving approvals, helping companies reduce manual steps between signature and cash.



Zenskar is an AI-native platform that automates the entire revenue operations workflow – from complex billing through revenue recognition, collections, and financial insights – in one place. By understanding a company's business logic and handling edge cases autonomously, Zenskar delivers true order-to-cash automation that lets operators focus on growth instead of operational firefighting. Trusted by 30+ fast-growing companies.

The Chief of Staff: AI Agents

 Operators Guild

Demo Day

Session 6: Sept. 10, 12:00 -1:05 p.m.

AI agents are moving from experiment to operator. These tools are starting to research, coordinate, analyze, and execute work across the business, offering an early look at what happens when AI becomes an active part of how teams operate.

CRESCENDO

Crescendo is the company behind an AI-native customer experience platform that helps organizations run and continuously improve customer experiences across all interactions, workforce management, quality assurance, analytics, and optimization. Unlike legacy CX vendors that have layered AI onto fragmented architectures, Crescendo was built AI-native from day one – combining customer-facing intelligence, workforce management, quality assurance, analytics, and continuous optimization in one platform. The result is a simpler stack, faster innovation, lower operational overhead, and better customer outcomes.

* TOWN

Town lets operators and busy teams create Townies: proactive AI personal assistants that connect to the tools they already use – Gmail, Outlook, Slack, Notion, HubSpot, and more – to triage inboxes, draft replies in your voice, schedule meetings, and run automated routines across your stack. Backed by a \$55M Series A from a16z.

runner

Runner orchestrates fleets of agents to tackle operational workflows end-to-end. Teams can create custom playbooks for every workflow, with powerful agents that run for weeks rather than operating like one long chat. Every customer gets a dedicated agent, and hundreds or thousands of agents can run under one orchestrator so each customer gets a one-to-one experience without workflows getting confused. Runner also gathers what each agent learns and folds it back into the playbook, helping the agent fleet improve through real operational experience.

* vasco

Vasco enables RevOps professionals to implement comprehensive Revenue Architecture strategies that unite GTM teams for efficient, predictable, and scalable growth. By integrating AI-driven capabilities, strategic frameworks, and deep operational expertise, Vasco transforms data into actionable insights, streamlines processes, and ensures teams continuously improve and maintain sustainable revenue growth.

