# Rillet’s Series B bets AI‑native 'smart general ledger' can unseat ERP incumbents for law firms



Rillet’s latest funding round has thrust a newcomer in enterprise resource planning into the spotlight, promising to rewire how finance teams — including those inside law firms and legal-tech vendors — run accounting and close their books. The company announced a Series B that it says was co‑led by Andreessen Horowitz and ICONIQ and lifted its known financing north of $100m; reporting on exact totals varies across outlets and databases. The surge in capital and the calibre of the investors have seeded fresh debate about whether a clean‑sheet, AI‑first approach to ERP can unseat decades‑old incumbents.

At the heart of Rillet’s pitch is what it calls a “smart general ledger”: a re‑imagining of financial systems architecture that replaces the traditional model of a database plus spreadsheets with native integrations and embedded artificial intelligence. According to the company, structured data flows directly into its ledger from services such as Salesforce, Stripe and Brex, AI automates accruals, reconciliations and revenue recognition, and teams can access near‑real‑time reporting and automated workflows rather than waiting days or weeks for answers. Rillet presents the platform as “built by accountants,” pointing to senior product and customer‑success hires from Big Four backgrounds to bolster its credibility.

Nicolas Kopp, Rillet’s chief executive and co‑founder and previously US CEO at N26, framed the product in practical terms when speaking to Artificial Lawyer: he recalled the frustration of waiting weeks for basic business metrics and argued that modern firms deserve “a better way” to run finance. The company has reiterated that claim in its own communications, saying its tools are intended to let small finance teams operate at scale and to streamline the path from startup to public company.

The customer anecdotes Rillet highlights are striking and form a core part of its narrative. The company claims PostScript, a merchant‑commerce platform, used Rillet to close its books in three days, and that fast‑growing customers such as Windsurf operate their entire finance function with only two people. Rillet has also told reporters that several customers are expected to go public from its platform within the next six to 12 months — a claim that, if realised, would provide a strong validation point for the AI‑native approach. Those outcomes are presented by the company as examples of the operational leverage its ledger can provide; independent verification beyond the company’s customer statements is limited in public reporting to date.

Metrics cited by Rillet and reflected in contemporaneous coverage suggest rapid early traction: the company says it has grown to more than 200 customers and that annual recurring revenue more than doubled in a matter of weeks. News agencies and the firm’s own blog echo these growth figures, although databases tracking venture financings offer slightly different arithmetic on totals and round sizes. Crunchbase, for instance, summarised earlier rounds and placed total funding slightly higher than some reports, and various outlets note an earlier Series A backed by Sequoia. Such discrepancies are not unusual in the fast‑moving startup world, but they do underline the importance of independent verification when one is sizing valuation and runway.

Investor involvement has been notable beyond cheque‑writing. Reports say that partners from leading firms will take board seats following the round, signalling both strategic interest and closer oversight. That investor attention reflects a broader pattern: venture capital has been aggressively chasing infrastructure plays that promise to remove manual toil from back‑office functions and to bake AI across critical business workflows.

For law firms and in‑house legal teams, the implications are twofold. First, ERP and financial tooling shape how firms price matters, staff teams and run financial operations; faster closes and more accurate real‑time metrics could change financial decision‑making. Second, many legal‑tech vendors now also sell adjacent ERP or practice‑management modules, meaning a shift in ERP architecture could ripple into the legal‑technology landscape directly. Artificial Lawyer’s reporting notes this proximity and argues that a rapid rise by an AI‑native ERP vendor would be watched closely by legal operators and technology buyers alike.

Rillet’s rise also fits into a wider narrative about AI’s spread across professional services: investors and founders are pursuing automation not only for client‑facing workflows but for the accounting and finance functions that underpin scaling businesses. Whether Rillet — or any newcomer — can translate early customer wins and investor enthusiasm into durable enterprise market share against entrenched incumbents remains to be seen. Much will hinge on reliability, auditability, integrations with existing corporate systems, and regulators’ and auditors’ acceptance of automated accounting processes.

For those following the intersection of legal practice and technology, there are practical opportunities to see these trends discussed in person later this year. Artificial Lawyer is hosting Legal Innovators New York on 19–20 November 2025 and Legal Innovators UK from 4–6 November 2025, events billed as forums for legal operations professionals, law firm partners and vendors to explore innovation, AI and operational change.

### 📌 Reference Map:

## Reference Map:

* Paragraph 1 – [[1]](https://www.artificiallawyer.com/2025/08/11/rillet-bags-100m-for-ai-erp-revolution/), [[3]](https://www.reuters.com/technology/ai-accounting-startup-rillet-raises-70-million-andreessen-horowitz-iconiq-led-2025-08-06/), [[5]](https://news.crunchbase.com/fintech/startup-rillet-ai-seriesb-a16z-iconiq/)
* Paragraph 2 – [[1]](https://www.artificiallawyer.com/2025/08/11/rillet-bags-100m-for-ai-erp-revolution/), [[4]](https://www.rillet.com/blog/rillet-raises-70m-series-b-from-andreessen-horowitz-and-iconiq), [[3]](https://www.reuters.com/technology/ai-accounting-startup-rillet-raises-70-million-andreessen-horowitz-iconiq-led-2025-08-06/)
* Paragraph 3 – [[1]](https://www.artificiallawyer.com/2025/08/11/rillet-bags-100m-for-ai-erp-revolution/), [[4]](https://www.rillet.com/blog/rillet-raises-70m-series-b-from-andreessen-horowitz-and-iconiq)
* Paragraph 4 – [[1]](https://www.artificiallawyer.com/2025/08/11/rillet-bags-100m-for-ai-erp-revolution/), [[4]](https://www.rillet.com/blog/rillet-raises-70m-series-b-from-andreessen-horowitz-and-iconiq)
* Paragraph 5 – [[4]](https://www.rillet.com/blog/rillet-raises-70m-series-b-from-andreessen-horowitz-and-iconiq), [[3]](https://www.reuters.com/technology/ai-accounting-startup-rillet-raises-70-million-andreessen-horowitz-iconiq-led-2025-08-06/), [[5]](https://news.crunchbase.com/fintech/startup-rillet-ai-seriesb-a16z-iconiq/)
* Paragraph 6 – [[3]](https://www.reuters.com/technology/ai-accounting-startup-rillet-raises-70-million-andreessen-horowitz-iconiq-led-2025-08-06/), [[5]](https://news.crunchbase.com/fintech/startup-rillet-ai-seriesb-a16z-iconiq/), [[4]](https://www.rillet.com/blog/rillet-raises-70m-series-b-from-andreessen-horowitz-and-iconiq)
* Paragraph 7 – [[1]](https://www.artificiallawyer.com/2025/08/11/rillet-bags-100m-for-ai-erp-revolution/)
* Paragraph 8 – [[6]](https://www.legalinnovatorsnewyork.com/), [[7]](https://www.legalinnovators.co.uk/)

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## Bibliography

1. <https://www.artificiallawyer.com/2025/08/11/rillet-bags-100m-for-ai-erp-revolution/> - Please view link - unable to able to access data
2. <https://www.artificiallawyer.com/2025/08/11/rillet-bags-100m-for-ai-erp-revolution/> - Artificial Lawyer reports that Rillet has secured $100 million across two funding rounds, attracting leading investors including Andreessen Horowitz and Sequoia. The piece explains Rillet’s ambition to transform enterprise resource planning and accounting by embedding artificial intelligence into a smart general ledger, enabling very small teams to operate at scale. Examples cited include PostScript closing its books in three days and Windsurf running finance with two staff. The article highlights Rillet’s claim to be built by accountants, led by Nicolas Kopp, and notes customers expected to list and upcoming Legal Innovators conferences in New York and the UK in 2025.
3. <https://www.reuters.com/technology/ai-accounting-startup-rillet-raises-70-million-andreessen-horowitz-iconiq-led-2025-08-06/> - Reuters reports that Rillet has raised $70 million in a Series B round co-led by Andreessen Horowitz and ICONIQ, bringing the company’s total funding above $100 million. The article notes participation from Sequoia, Oak HC/FT and FOG Ventures, and that Andreessen Horowitz’s Alex Rampell and ICONIQ’s Seth Pierrepont will join the board. Founded by Nicolas Kopp, formerly US head of N26, Rillet describes its product as an AI-powered ledger that automates accounting tasks and integrates with services such as Salesforce, Stripe and Brex. Reuters adds that Rillet has grown to over 200 customers and doubled ARR in recent weeks rapidly.
4. <https://www.rillet.com/blog/rillet-raises-70m-series-b-from-andreessen-horowitz-and-iconiq> - Rillet’s official press release announces a $70 million Series B co-led by Andreessen Horowitz and ICONIQ, with participation from Sequoia, Oak HC/FT and earlier backers, raising total financing above $100 million. The company describes itself as an AI-native enterprise resource planning platform built by accountants, claiming over 200 customers and a doubling of annual recurring revenue in twelve weeks. The release highlights customer outcomes, stating PostScript closes its books in three days and Windsurf runs finance with a two-person team. Rillet explains its smart general ledger, native integrations, and embedded artificial intelligence enable real-time reporting, automated workflows and faster closes.
5. <https://news.crunchbase.com/fintech/startup-rillet-ai-seriesb-a16z-iconiq/> - Crunchbase News covers Rillet’s funding surge, confirming a $70 million Series B from Andreessen Horowitz and Iconiq following a $25 million Series A led by Sequoia. The report states Rillet has raised more than $108 million and cites sources estimating a valuation near $500 million. It profiles Nicolas Kopp, formerly US CEO at N26, and describes Rillet as an AI-native ERP automating accruals, reconciliations and revenue recognition with broad integrations. Crunchbase lists customers including Postscript and Windsurf, notes rapid revenue growth since the Series A, and reports that partners from a16z and Iconiq will join Rillet’s board.
6. <https://www.legalinnovatorsnewyork.com/> - The Legal Innovators New York website advertises an in-person conference scheduled for 19 and 20 November 2025 at the Latham & Watkins office in New York. Presented by Artificial Lawyer in partnership with Cosmonauts, the event targets law firm partners, in-house counsel, legal operations professionals and legal technology vendors. The page outlines learning, sharing and networking opportunities, featuring panels, workshops and demonstrations from industry leaders. It emphasises thought leadership and sessions aimed at exploring legal technology, artificial intelligence and innovation. The site includes ticketing information, speaker highlights and encourages attendees to follow updates via LinkedIn for agenda releases and logistics.
7. <https://www.legalinnovators.co.uk/> - The Legal Innovators UK site announces sixth edition of the conference scheduled for 4 to 6 November 2025 at The Minster Building in London. Organised by Cosmonauts, the three-day event is aimed at legal professionals, in-house counsel, technologists and investors seeking practical insight into legal innovation and technology adoption. The page details ticket options, early-bird pricing and promotional offers for private practice and in-house attendees, while highlighting a curated programme of talks, demonstrations and networking. It positions the conference as a forum for sharing best practice, exploring emerging tools and fostering collaboration across law firms, vendors and legal operations teams.