

CASE STUDY

How ACI Learning Fixed Quote-to-Cash and Built a Scalable Revenue Foundation

Centralized billing and revenue recognition in NetSuite as the single source of truth

Eliminated \$1M+ in annual third-party consulting costs

Achieved front-to-back alignment between finance and go-to-market teams

About ACI Learning

ACI Learning is a leader in IT and cybersecurity training, offering live in-person classes, SaaS-based learning platforms, and virtual lab simulations to customers across education and enterprise. As a private equity rollup with multiple acquired businesses, ACI faced complexity across finance and sales — with siloed systems, disconnected data, and limited visibility. Introduced to Continuous by their private equity sponsor, ACI partnered with us to build a scalable, connected revenue foundation.

The Challenge

ACI's legacy tech stack was a patchwork of disconnected systems. Finance and GTM teams operated from different data sets, creating constant reconciliation headaches. Manual processes slowed growth and obscured accountability.

"We weren't all speaking the same language, looking at the same data, and we weren't able to align on the same metrics." — Steve Finley, CFO, ACI Learning

The Solution

Using **Continuous Revenue Fabric**, ACI connected Salesforce and NetSuite to bring finance into the sales process from the start.

- Every quote, order, and usage record now reflects NetSuite's financial policies automatically.
- NetSuite remains the hub for billing and revenue recognition.
- Continuous removed redundant systems and manual work, simplifying operations end-to-end.

Results & Impact

With Continuous, ACI turned finance into a strategic enabler of growth.

- Reduced tech debt and integration complexity
- Eliminated \$1M+ in third-party consulting costs
- Strengthened collaboration between finance and GTM teams
- Established NetSuite as the single source of truth for revenue data

"We saw in Continuous not just a technology solution, but strategic thought partners who could accommodate our business complexity." — Steve Finley, CFO, ACI Learning

Product: Continuous Revenue Fabric for Salesforce + NetSuite

Use Case: Billing and revenue automation for multi-entity SaaS and training businesses

Industry: Education, Technology, Cybersecurity

Company Size: Mid-market (Private Equity Rollup)

Region: North America

