

## 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*

Continuous is an embedded application for managing complex quote-to-cash processes for companies that run on Salesforce & NetSuite. Continuous makes modern pricing models simple to operationalize.

