

Lensing ERP Introduction



Stefan Sigg
CTO

Who we are

20+

Experienced CPAs and accounting professionals helped shape our product

150+

Employees across Silicon Valley, Heidelberg, London, Cape Town, and Brazil

\$140M

Capital raised from top-tier investors such as Sutter Hill Ventures and Altimeter Capital



Franz Faerber
CEO/Co-Founder



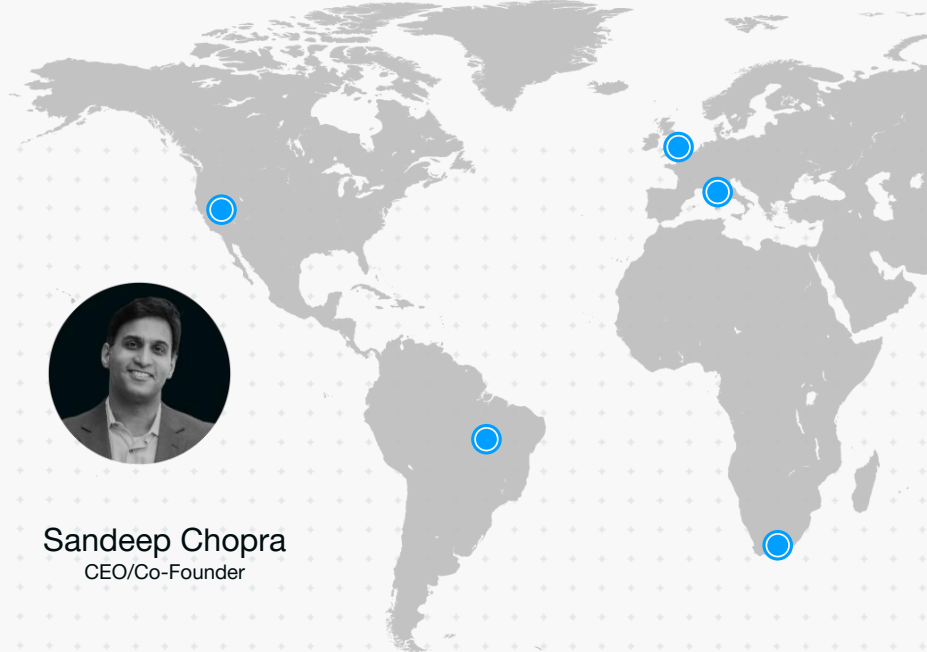
Sandeep Chopra
CEO/Co-Founder



Cameron
Ackbury, CPA
VP of Global Sales
[Linkedin](#)



Stefan Sigg
CTO
[Linkedin](#)



A complete AI-native ERP

QUOTE TO CASH

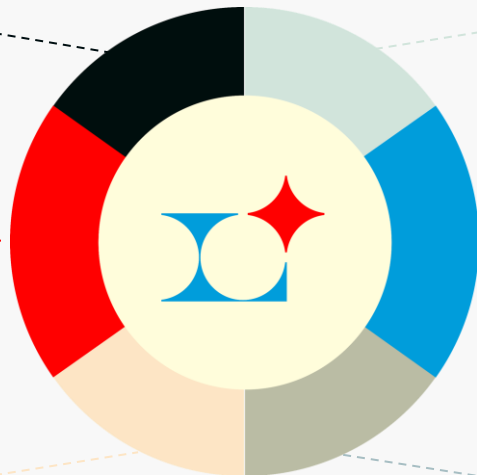
Full subscription lifecycle management, order provisioning, invoicing, collections, and revenue recognition all in sync.

RECORD TO REPORT

Multi-entity general ledger, consolidations, intercompany transactions, and audit-ready financials.

PROCURE TO PAY

Centralized and traceable spend management, vendor bills, and payments.



HR & PEOPLE MANAGEMENT

Directly tie payroll, benefits, applicant tracking, headcount planning, and more to your financial reporting.

INVENTORY MANAGEMENT

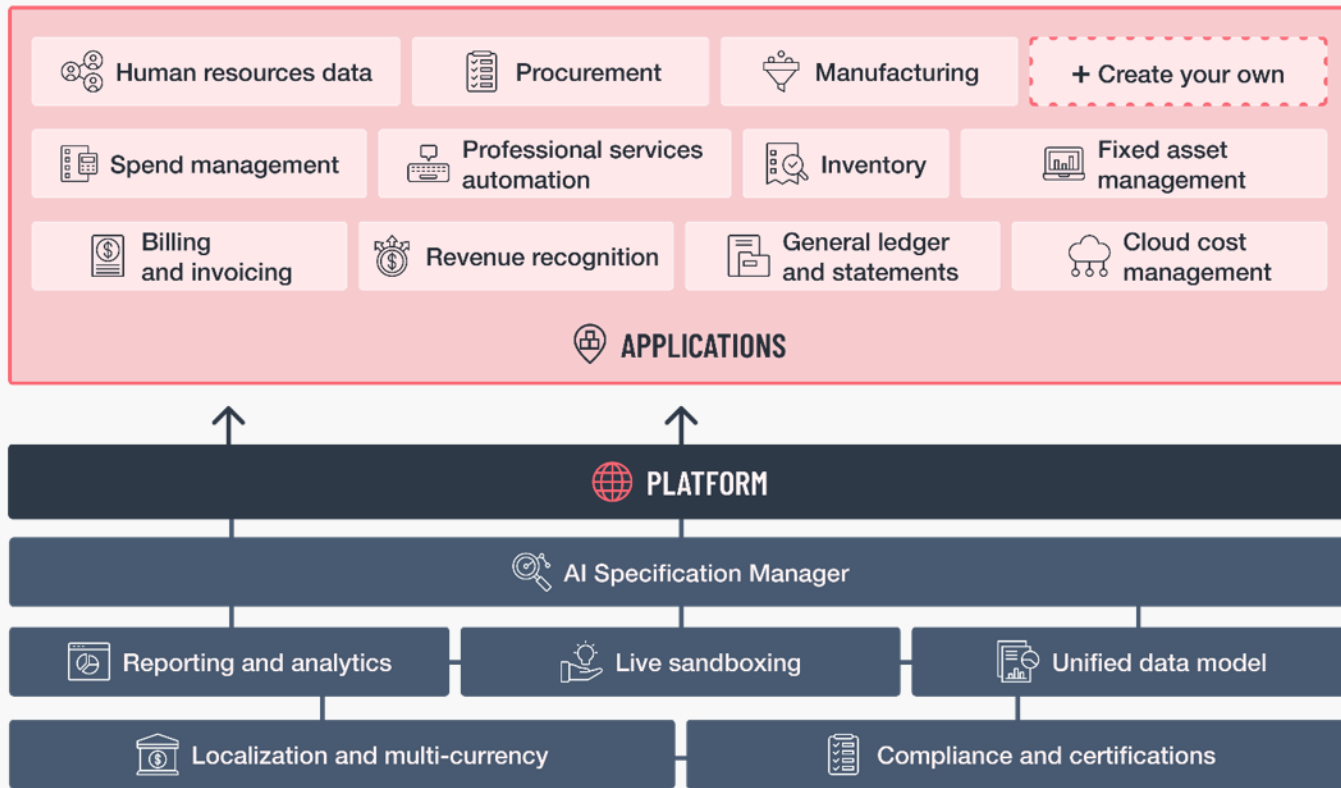
Track inventory levels, costs, and movements with automated COGS recognition and valuation.

PROFESSIONAL SERVICES AUTOMATION

Project tracking, resource allocation, time capture and billing for services and consulting.



The Lensing Platform



Lensing is the first ERP where you can build new features and apps yourself

And don't worry, it uses live sandboxing and rich user access controls to keep the system safe.



Scaling a business today, you probably feel these pressures



GO INTERNATIONAL



INTEGRATE NEW TOOLS



MANAGE GLOBAL PEOPLE COSTS



MANAGE TAX AND ASSETS



LAUNCH NEW BUSINESS MODELS



UNIFY DATA AND REPORTING



INCREASE % RECURRING REVENUE



REACT TO NEW LEGISLATION



Why companies are choosing Lensing



COMPLEX REVENUE

- Subscription, usage, and hybrid billing
- ASC 606 / IFRS 15 rev rec tied to orders
- Contract modifications without spreadsheets
- SSP allocation and deferred revenue out of the box



GLOBALIZATION

- Multi-entity, multi-currency, multi-company
- Consolidated financials — one source of truth
- Intercompany eliminations, international tax, and FX in the GL
- Localized compliance with multi-book support



INTEGRATED BUSINESS APPLICATIONS

- Accounting, Finance, HR, Procurement, Inventory, and PSA in one platform
- Replace the 14+ tool tech stack and custom integrations
- People costs, cloud spend, and COGS tied to the GL
- Board-level reporting from a single screen



AI-NATIVE APPLICATION PLATFORM

- Create new features and apps within your ERP (AiSpecify)
- Live Sandbox™: test changes safely before production
- Chat with your financials, auto-detect variances, auto-match transactions
- Build agents in plain English—no code, no IT dependency

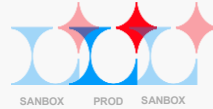
Lensing uses **embedded AI** to help you do more



First, AI does your busywork

Finance work that runs itself

- Chat with your financials
- Auto-detect variances and explain them
- Auto-match transactions to accounts
- Turn invoices and order forms into data
- Close your books faster



Then you build agents tackle real work

Describe what you need in plain english

- “Top 10 customers by gross margin”
- “Flag customers when usage drops 30%”
- “Schedule this payment run”



Finally you build entirely new applications

Turn ideas into features and full applications with AiSpecify

- ASC 842 Lease Accounting
- Integration to Homegrown Tools
- Custom CPQ
- Regulatory/Tax Compliance
- Industry Specific Applications



THE VISION

**We will soon ship only specs,
not code anymore.**

Code becomes a derivative — generated, regenerated, and eventually as invisible as the assembly output of a compiler.



End-to-end **custom solution as a service** – including compliance, security, and life-cycle guarantees

As with open source, the durable value is managing and operating the solution – but here, a tailored one.



Decompose your core business processes into **AI Agents** and orchestrate them to run autonomously

The result is an ERP that operates itself — where a handful of humans govern by exception, set the policies, and sign off on results the agents can prove



The Quote-to-Cash Orchestrator

Nine invisible agents run the process.
One lens lets two humans govern it.

94.1%

of payment items applied autonomously
— humans see only prepared decisions

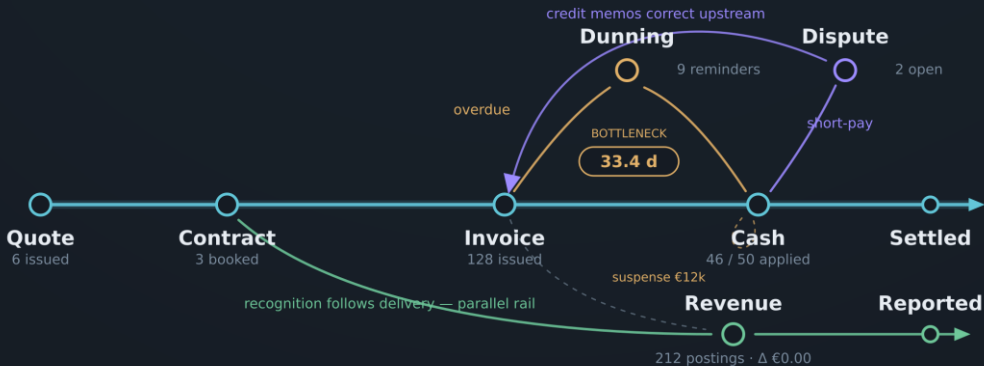
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conflicts intercepted this week — the
cockpit shows what didn't happen

0.5 d

projected revenue close (was 6 d) —
continuous, Δ €0.00 for 31 days

LIVE PROCESS FLOW · NOT MINED — RENDERED FROM THE ERP ITSELF



Pulse

Live flow map with
switchable KPI overlays:
volume, cycle time,
value. Bottlenecks light
up in place.

Exceptions

Prepared decisions, not
problems: evidence
chain, options, one-click
approve. Median 2.4
min.

Fleet

Nine agents, each with
an autonomy dial and
trust ratchet — trust is
earned in public.

Policy

Humans steer by
thresholds. Live
Sandbox previews 90
days of replay before
commit.

Attestation

Continuous evidence
bundles roll into a period
sign-off a CFO and
auditor can stand on.

Process intelligence without the mining — nothing was ever
lost, so nothing needs discovering.

The 12-minute demo: morning statement applied before coffee → four exceptions, four clicks → the dunning letter that never
went out → raise a tolerance, replay 90 days, commit as policy v14 → attest.

Finance leaders everywhere rely on **Lensing**

Salma Health

ad5ro

primary

OBSERVE

 Simera

Genista

 spectora

**branch
energy**

HAWK

pliant

 Quentic


Arango

“Lensing has used the deep industry expertise of its team to get the details right! From handling complex contract modifications and delivering actionable deferred revenue analytics to managing multi-entity and multi-currency journal entries, Lensing simplifies the most intricate accounting processes.”

Karlyse Bailey

DIRECTOR OF REVENUE AND AR

Lensing can grow your revenue



OPTIMIZE

- Faster time to market for new products / pricing
- Pricing model innovation and experimentation

LIVE SANDBOX →



RETAIN

- Improved customer retention through better service
- Revenue confidence for fundraising / valuation

CONTROLS →



GROW

- M&A integration speed (revenue synergies)
- International expansion acceleration

MULTI-BOOK LOCALIZATION →



Thank You



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