

**PRESS RELEASE**

# **Burkland Partners with Tabs to Automate Invoicing, AR, and Collections**

*How one of the most trusted finance partners in tech is modernizing its own revenue workflows - and helping 150+ clients do the same.*

**New York, May 12, 2025** – Tabs, providing automated invoicing, AR and revenue management, today announces a partnership with Burkland, a full service fractional CFO, Accounting, Tax and HR services provider. A strategic partner to more than 800 startups, Burkland has a fast-growing SaaS division serving more than 150 high-growth software companies. From AI startups and dev tools to vertical SaaS and robotics platforms, the SaaS team at Burkland supports clients through every stage of growth.

Burkland is excited to partner with Tabs to explore new ways to help internal and client teams save time and streamline operations.

## **The Challenge: Tedious Manual Workflows for Contracts and Invoicing**

For many businesses, invoicing and revenue tracking aren't as simple as flat monthly fee. There are usage-based tiers, annual enterprise contracts, coaching add-ons, milestone payments, and hybrid models to manage. And yet, until recently, even Burkland's internal finance team was managing key billing inputs and calculating varied billing scenarios manually.

"We had a lot of manual processes because we grew the company very quickly," explains Karen Burkland, VP of Finance at Burkland. "We were looking for a solution to streamline our processes, reduce manual workflows, and improve our automation to keep up with our growing demand."

Tabs will help automate much of this work, drastically reducing the time spent on contract parsing, invoicing and AR reporting. The ability to customize billing processes for different client needs - whether hourly or fixed rate, pre-built or post-sale services - will allow Burkland to streamline their internal operations without sacrificing the level of detail of their clients' demand.

"Some contracts are very complex, and we'd have to manually extract billing terms, renewal periods, and key dates," explains Holly Anderson, who oversees revenue systems for the SaaS division at Burkland.

"Spreadsheets and manual processes leave potential for human error - especially when clients start growing at scale."

Standard recurring invoicing tools on the market worked well for simple monthly billing, but once clients layered on multi-year contracts, custom terms, or multiple revenue streams, Burkland recognized the need for a more sophisticated solution that was more flexible, more intelligent - and less manual.

### **The Solution: Tabs, Built for SaaS Finance Teams**

Burkland was introduced to Tabs during a search for smarter ways to scale invoicing and revenue recognition. What stood out immediately was how Tabs combined automation with real contract intelligence.

"What really caught my attention was the innovative use of technology and incorporating AI into your solutions. Being able to upload large contracts and have Tabs automatically extract billing terms, renewal periods, and more - without manual work - that was a game changer," Karen adds. "We're really excited to see the full automation from contract finalization through invoicing, to AR collections, and cash application, which will free up our team to focus on more valuable work"

Burkland is looking forward to using Tabs to power both Burkland's internal revenue workflows and many of their client implementations, unlocking measurable improvements in efficiency, accuracy, and visibility.

### **How Burkland Decides When to Recommend Tabs**

Burkland has deep experience across finance tools - from QuickBooks and Chargebee to NetSuite and custom-built workflows. They are excited to recommend Tabs for SaaS clients with more complex billing needs.

"If our clients only have just standard monthly subscriptions, our traditional tech stack has historically been fine," Holly notes. "But when clients start layering in contracts, renewals, multiple revenue streams, or sales-led growth models - Tabs seems to be the better fit."

They now recommend Tabs for:

- SaaS businesses transitioning from founder-led billing to systematized finance ops
- Companies outgrowing the limits of subscription-first tools

- Startups preparing for fundraising or audits, who need better reporting and visibility

## **Results: Confidence Gained and Client Satisfaction Improved**

Burkland is looking forward to seeing improved results both internally and externally for:

- Time savings from reducing manual contract parsing
- Fewer invoicing errors and missed renewal dates
- Clearer revenue tracking and recognition workflows
- Better client experience with cleaner, more timely financials
- More scalable finance operations, without adding headcount

"Tabs helps us be more accurate and efficient," Holly says. "Which is critical as our clients grow and their operations get more complex."

## **About Tabs**

Tabs is an AI-powered revenue automation platform that streamlines invoicing, accounts receivable, and revenue recognition for high-growth businesses. Modern B2B companies like Alkira, Red Antler, and Oscilar use Tabs to streamline financial operations, reduce risk, and improve their decision-making processes. By integrating seamlessly with ERP and finance systems, Tabs helps companies optimize their revenue operations with automation and intelligence. Learn more at [tabs.inc](https://tabs.inc).

## **About Burkland**

Burkland is a full-service fractional CFO, Accountancy, Tax, and HR provider, serving more than 800 venture-backed startups across the United States. SaaS, AI, Healthcare, Fintech, Cleantech, and Consumer startups rely on Burkland for smarter finance, accounting, people operations, and tax guidance to grow with confidence. As a leader in market share in the industry, we pride ourselves on giving startups expertise that makes economic sense for all growth stages, ranging from Pre-Seed to Series C. Our on-demand CFOs, Accountants, People Partners, and Tax Experts give strategic guidance to ease a company's growing pains and provide insight to scale. Learn more at <https://burklandassociates.com>.