

Ignition gives scaling firms the enterprise-grade control to grow without chaos

New capabilities give scaling accounting & professional services firms the operational control to reduce risk, cut complexity, and remove growth barriers.

SAN FRANCISCO, CA, UNITED STATES, August 17, 2026 /EINPresswire.com/ -- [Ignition](#), the leading AI revenue and billing automation platform for accounting and professional services firms, today unveiled a suite of new capabilities that give scaling firms the operational control and data visibility

they need to grow clients, offices, and staff without adding administrative chaos. Announced during Boomer Circle Summit and ahead of Xerocon USA – two of the largest gatherings for growth-focused and mid-market accounting firms – the releases include advanced reporting dashboards, multi-office firm management, client group proposal and billing workflows, and more granular user permissions.

“

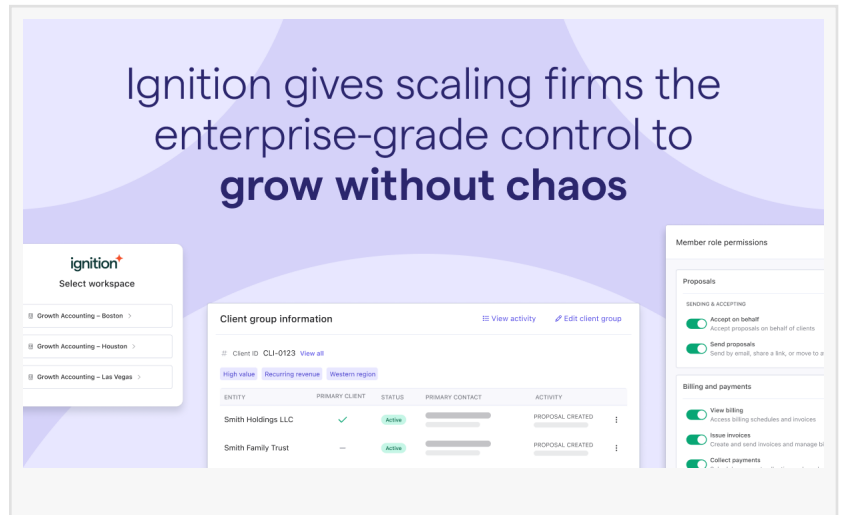
“Firms don’t hit a wall when they get bigger because they run out of ambition. They hit a wall because the systems they started with weren’t built for the complexity that comes with scale.” ”

Greg Strickland, CEO of Ignition

As firms grow, the tools that got them there start to break down. Many times, firms managing multi-entity clients – trusts, holding companies, related individuals – are stuck sending a separate proposal to every entity in the relationship. Multi-office firms are often forced to choose between one cluttered, shared account or a patchwork of disconnected standalone accounts with limited options to control permissioning. And firm leaders across the board lack visibility into the metrics that really matter to run their firm – including a single, real-time view of revenue,

collections, and pipeline health – relying instead on manual exports and spreadsheets.

Ignition's new capabilities close each of these gaps, giving scaling firms one connected platform for operational control instead of a growing list of workarounds.



Justin Kurn, Ignition customer and Chief Revenue Officer at [Dark Horse CPAs](#), a firm that has scaled to \$20 million revenue in just five years since adopting Ignition, said: “The goal was to build a system that can support growth without adding chaos. For Dark Horse, it all starts with Ignition. Ignition gives us all the workflows, efficiencies, data, and the control we need to track success for new and existing client engagements. If something isn’t working, we know exactly where to look and how to fix it.”

Greg Strickland, CEO of Ignition, said: “Firms don’t hit a wall when they get bigger because they run out of ambition. They hit a wall because the systems they started with weren’t built for the complexity that comes with scale.”

“Client Groups, Multi-Office, Permissions, and Advanced Reporting exist because our customers told us exactly where that complexity was showing up – in proposal chaos, in access they couldn’t control, and in numbers they couldn’t see clearly. We’ve removed that friction.”

The new capabilities include:

- Client Groups: Lets firms manage and engage related entities – family trusts, companies, and individuals – as a single connected relationship inside Ignition, instead of a string of disconnected client records.
- Multi-office firm management: Gives enterprise firms with multiple locations or entities a clutter-free, standalone Ignition workspace for each office, while leadership retains a single login and a firm-wide view of data.
- Granular user permissions: Gives firms granular control over who can send proposals, view revenue, or collect payments – so firms can add headcount without adding risk.
- Advanced reporting insights: Offers firms a current view of practice health, with a library of pre-built reports directly in Ignition. Developed in partnership with Ignition customers, reports include a one-screen executive pulse on firm health, detailed breakdowns of client revenue, revenue forecasting, and accounts receivable aging. Firms can pair Advanced Reporting with Ignition's business intelligence dashboard, reporting API, and MCP, giving leaders a connected view of revenue, cash flow, and clients – wherever they want to work.

These capabilities are built to sit alongside the systems firms already run. Ignition is the connected revenue engine for scaling firms – from pricing and proposals through billing, payments and workflows – and these capabilities offer the critical firm-wide reporting and control layer firms need as they grow.

For additional information on how to scale your firm with CAS best practices from Dark Horse CPAs, [visit this link](#).

About Ignition:

Founded in 2013, Ignition is the leading AI revenue and billing automation platform for firms and agencies to transform their sales, billing and payment processes.

Ignition automates proposals, engagement letters, invoicing, payments and workflows in a single AI-powered platform, empowering 8,500+ businesses to sell, bill and get paid for their services with ease.

To date, Ignition customers have managed relationships with over 2.4 million clients and earned \$13b in revenue via the platform. Ignition's global workforce spans Australia, Canada, New Zealand, the Philippines, US and the UK.

Gabby lamundo
Ignition
media@ignitionapp.com

This press release can be viewed online at: <https://www.einpresswire.com/article/934015172>

EIN Presswire's priority is source transparency. We do not allow opaque clients, and our editors try to be careful about weeding out false and misleading content. As a user, if you see something we have missed, please do bring it to our attention. Your help is welcome. EIN Presswire, Everyone's Internet News Presswire™, tries to define some of the boundaries that are reasonable in today's world. Please see our Editorial Guidelines for more information.

© 1995-2026 Newsmatics Inc. All Right Reserved.