

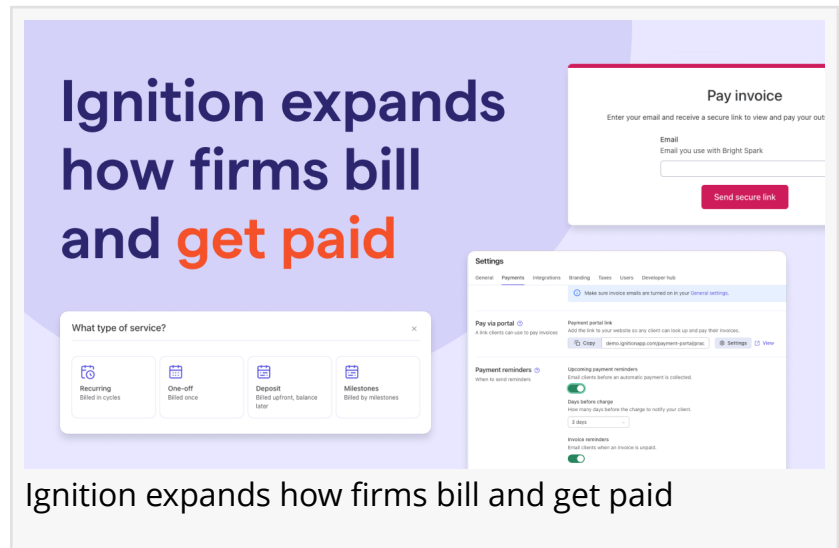
Ignition expands how firms bill and get paid, with more than \$15.5 billion in revenue now earned through the platform

New billing & payment capabilities let professional services firms bill the way they want, collect how the client wants to pay, & stop chasing late payments.

SAN FRANCISCO, CA, UNITED STATES, September 10, 2026 /

EINPresswire.com/ -- [Ignition](#), the

leading AI revenue and billing automation platform for accounting and professional services firms, today announced a set of new billing, payment, and recovery capabilities, alongside a platform milestone: Ignition customers have now earned more than \$15.5 billion in revenue through the platform.



Ignition expands how firms bill and get paid

Ignition already automates a firm's core revenue motion. The client signs, payment details are captured at that moment, and every invoice from there collects itself. It is why 91% of payments on the platform are collected automatically.

“

Every firm we work with wants the same two things: to get paid for all of the work they do, and to spend as little time as possible making that happen.”

Greg Strickland, CEO of Ignition

Today's release widens it. Firms deliver work in more shapes than one: a project billed in stages, a retainer drawn down over months, an advisory engagement billed every month, a return billed once. Their clients have preferences too, about when they pay and how. The new capabilities bring more of that variety inside Ignition, so a larger share of a firm's revenue runs through the same

automated flow and reconciles in the same place.

Jason Ackerman, Co-Managing Partner with BNA CPA, shares how working with Ignition allowed their firm to cut A/R by 97%. "We used to have \$300,000 of A/R just sitting there..." said

Ackerman. "You don't have A/R when you have Ignition."

With automated card/ACH charging, BNA CPA cut outstanding receivables from ~\$300K to near-zero.

Greg Strickland, CEO of Ignition, said: "Every firm we work with wants the same two things: to get paid for all of the work they do, and to spend as little time as possible making that happen."

"This release moves us closer to both. However a firm bills, and however its clients want to pay, that money can now be collected and reconciled in one place. Our customers have earned more than \$15.5 billion USD through Ignition, and that number grows because firms keep trusting us with more of their billing."

The new and expanded capabilities include:

- Milestone billing: Bill a project in stages as the work progresses instead of one lump sum. Firms set each stage's amount and timing, and Ignition invoices and collects on schedule.
- Payment plans: Let a client pay a large invoice across several installments, weekly, fortnightly or monthly, without the firm carrying a late payer. The firm sets the schedule; Ignition collects it.
- Client payment portal: One link clients use to view and pay every outstanding invoice themselves, which firms can add to their website as a "Pay an invoice" button.
- Invoice import for unpaid and partially paid receivables: Firms can bring aged invoices raised in their accounting or practice management software into Ignition and invite clients to pay them online, without changing how they invoice.
- Automated payment recovery: Reminders before a payment is collected and after an invoice falls due, an automatic retry when a payment fails, and a plain-language reason the client can act on, so a failed card becomes a fixable problem instead of a lost month.

"The shape of how firms charge their clients is changing fast, and Ignition has to flex with it," said Tammy Hahn, Senior Vice President of Product at Ignition. "A project billed in stages. A monthly advisory engagement. A one-off return. A large invoice a client wants to spread over a few months. That is all real revenue. A firm should be able to bill and collect every bit of it in one place."

"That is what this release does. Firms bill the way the work actually happens, their clients pay the way they prefer, and the money lands and reconciles in the same place. We will keep investing here, because the closer billing sits to how the work is delivered, the more firms get paid what they are worth, on time, every time."

These capabilities connect to the ledger and practice management software firms already run, so payments reconcile once. Together with proposals, engagement letters and automated collection on signature, they give firms a single place to price, sell, bill and get paid, whatever the service and whatever the billing method.

For more on how firms are billing and collecting in Ignition, visit <https://www.ignitionapp.com/product/client-billing>

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 more than \$15.5 billion 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

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