



BlackLine Acquires Rimilia

FREQUENTLY ASKED QUESTIONS

Q: What does Rimilia do?

Rimilia is a leading provider of accounts receivable (AR) automation solutions that enable organizations to control cash flow and cash collection in real time. Using artificial intelligence (AI) and machine learning, Rimilia accelerates automation in the AR function, driving the most efficient end-to-end process from customer invoice to cash in the bank, fully allocated and closed.

Q: Why is BlackLine making an acquisition in this space?

With Rimilia, BlackLine strengthens its position with the Office of the Controller by driving end-to-end automation of the cash lifecycle and ensuring greater data integrity. The acquisition expands BlackLine's capabilities into an adjacent area, adding AR automation to financial close automation and accelerating BlackLine's larger, long-term plan to deliver deeper automation across the full range of Finance & Accounting processes and platforms.

Q: How will Rimilia's technology/products expand and advance the capabilities of the BlackLine platform?

The market for accounts receivable automation technology is naturally adjacent to the financial close with similar buyers and pain points. CFOs, Chief Accounting Officers, controllers and shared services leaders are being challenged to deliver accurate, timely and complete information in real time to better drive strategic business decisions. Rimilia enables companies to automate the collection and application/allocation of cash, and forecast the predictability of cash – so that organizations can focus on growth. With the addition of Rimilia, BlackLine helps companies reduce the costs, risks and time born out of unsustainable manual financial close, intercompany accounting and now accounts receivable processes.

Q: Will the Rimilia brand go away?

We will continue marketing and selling Rimilia, as a BlackLine product line, as we focus on integrating teams, employees and users into the larger BlackLine community of modern accounting experts.

Q: How will Rimilia customers benefit from this acquisition?

The combination of Rimilia and BlackLine will ultimately merge accounts receivable automation with financial close automation, enabling Rimilia customers to further automate unsustainable, manual processes and move to modern accounting. Customers of both companies gain new expertise immediately and an expanded product roadmap and enhanced services capabilities down the line. Together, our customers are further equipped to solve financial close and accounting challenges facing CFOs and controllers around the world.

Q: Will Rimilia customers still be able to use their current Rimilia products?

Yes. Supporting Rimilia's customers is a top priority for BlackLine. Our intention is to invest in and enhance the Rimilia products and integrate them into the BlackLine platform over time.

Q: How do BlackLine customers benefit from Rimilia's acquisition?

Rimilia's cash flow management system brings intelligent automation to the collection, application and predictability of cash so CFOs and controllers can focus on minimizing risk and increasing business agility and resilience. This has never been more critical than during these difficult economic times. We are excited to bring these leading solutions to BlackLine customers and the broader global market.

Q: Will this acquisition affect my Rimilia Support capability at all?

The support and service you expect will only be enhanced going forward. Both companies share the same customer service values. BlackLine plans to extend the same 24/7 support it offers to all customers globally to all Rimilia customers in 2021.

Q: Will BlackLine continue to support Rimilia's partners?

BlackLine relies on its global partner ecosystem to ensure the challenges facing each customer and prospect are solved with innovative, modern solutions. Rimilia's partners are important members of this newly expanded family.