

REVELWOOD SUCCESS STORY

Powering a Faster Close: How Grid United Modernized Their Close with BlackLine



OVERVIEW

Country: United States
Industry: Energy Transmission/
Infrastructure Development

CUSTOMER PROFILE

Grid United

CHALLENGE

Establish a reliable monthly close process, reduce manual reconciliations, increase transparency and prepare for growing reporting requirements as the organization rapidly scales.

SOLUTION

BlackLine Task Manager and Account Reconciliations

BENEFITS

- Close cycle reduced from 15 to 6 days
- Cash reconciliations reduced from a full day to less than 30 minutes
- Stronger organization-wide accountability and communication
- Improved onboarding and training for junior accounting staff
- Clear structure to support future federal reporting and partnerships

“One cash account used to take a full day to reconcile. Now it takes less than 30 minutes—and that's with more activity than before.”

Nikole Jackson
Director of Accounting
Grid United

“Not only was the implementation fast—just 30 days—it was done correctly. The team's feedback has been overwhelmingly positive.”

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Grid United is a rapidly growing developer of utility-scale electric transmission projects, working to strengthen the reliability, resilience and efficiency of the U.S. energy grid. Headquartered in Houston, Texas, the company is pioneering next-generation infrastructure capable of delivering electricity exactly when—and where—communities need it most. Their work helps reduce power costs, improve energy security and reduce the likelihood of outages during extreme weather events.

But rapid expansion came with an increasing need for structure. In just 12 months, Grid United scaled from roughly 35-40 employees to nearly 90. As new projects, partnerships and federal funding opportunities accelerated, the accounting team found themselves facing a challenge—foundational processes had not yet caught up to the pace of growth.

“There really wasn't a close process before,” said Nikole Jackson, Director of Accounting at Grid United. “As the organization grew, so did the volume, the expectations and the urgency. We needed structure—and we needed it fast.”

Growing Pains: Data, Deadlines and Manual Work

Before implementing BlackLine, Grid United's accounting team was navigating several compounding challenges:

- A lack of defined monthly close workflows
- Significant increases in reconciliation transaction volume
- Data inherited from prior systems without clear support
- A migration from QuickBooks to NetSuite
- Limited transparency into GL balances and account activity

“Good accounting hygiene was absolutely paramount,” Jackson noted. “We needed the ability to reconcile accounts quickly, understand what was in our balances and reduce the learning curve for new hires.”

Even routine reconciliations were time-consuming.

“One cash account used to take a full day to reconcile. There was almost no automation,” said Jackson. “It slowed everything down.”

As future joint ventures, partnerships and reporting requirements loomed, Grid United needed a platform that could scale with the business—not slow it down.

Creating Structure with BlackLine

After evaluating the needs of the organization, Jackson turned to a solution she knew well.

About Revelwood

Revelwood helps finance organizations close, consolidate, plan, monitor and analyze business performance. As experts in solutions for the Office of Finance, we partner with best-in-breed software companies by applying best practices guidance and our pre-configured applications to help businesses achieve their full potential.



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“I’d implemented BlackLine at previous companies. It’s user-friendly, the workflows are reliable and Task Manager is a huge benefit,” she explained. “I knew it would be the right fit for this organization.”

BlackLine’s Task Manager and Account Reconciliation modules offered the foundation Grid United needed to:

- Standardize their monthly close
- Strengthen supporting documentation
- Increase transparency into balances
- Automate manual matching
- Improve onboarding for junior accountants

Through BlackLine, Grid United was introduced to Revelwood as an implementation partner.

“Don’t Threaten Me with a Good Time!”: A 30-Day Implementation

When Revelwood’s BlackLine practice leader, Adam Riskin, proposed a sprint timeline, Jackson didn’t hesitate.

“He said, ‘If you can commit, we can break a record and implement Task Management, Account Reconciliations and Matching in 30 days.’ And we did,” she shared. “Not only was it fast—it was done correctly.”

Jackson praised Riskin’s combination of technical depth and accounting background.

“Adam wasn’t just someone in tech who didn’t understand the why. He brought accounting experience, big-picture thinking and great communication. He was helpful, responsive, flexible, thoughtful—and genuinely fun to work with.”

The result? Positive feedback across the accounting team, including users who had never completed reconciliations or used a formal close platform before.

Closing Faster, Working Smarter

The impact was immediate.

Grid United reduced its close process from 15 days to 6 days. Cash reconciliations that once took an entire workday are now done in **less than 30 minutes**.

“With BlackLine, we’re closing faster, communicating more clearly and staying organized,” said Jackson. “It allows our team to focus on analysis instead of purely mechanical work.”

Accountability, Communication and the Road Ahead

BlackLine has helped establish:

- Clear expectations and deadlines across the department
- Better visibility into progress and ownership
- Stronger support for junior accountants
- Efficiency gains that will scale as Grid United continues to grow

“Our management team is development-focused, but even they’ve noticed the improvements,” Jackson explained. “Reporting is cleaner. We’re closing faster. Our workflows are more disciplined.”

And there’s still room to expand—especially automation and ERP connectivity with NetSuite.