Drivetrain

How Sirion traded fragile spreadsheets for enterprise-level FP&A with Drivetrain

Sirion is a global SaaS leader in AI-powered contract lifecycle management (CLM). Its platform, SirionOne, helps enterprises author, analyze, and manage contracts while strengthening supplier relationships.

sirion

500+ customers in **70+ countries**

5 Mn+ contracts worth over **$450 Bn** managed on the platform

Named a Leader in the **2025 Gartner Magic Quadrant for CLM**

Results

Reduced time for month-end close by 50%

with NetSuite integration

Improved audit confidence

with well-structured, diligence-ready data

Instantly recovered 2.5 years of Salesforce data

lost in spreadsheets

The Challenge

Despite implementing NetSuite, Yati Agarwal, Sirion's CFO, and her team still relied on Excel for entity-level GL clean-up, vendor mappings, and forecasting.

As the business expanded across seven geographies, those spreadsheets became increasingly fragile—crashing frequently, corrupting files, and creating versioning chaos that jeopardized board reporting. Excel's hardcoded formulas limited flexibility, making it nearly impossible to slice data or track costs across entities, COGS, and OpEx.

Agarwal realized that without an FP&A tool, maintaining financial models while upholding credibility with the board and investors would always be a challenge.

However, enterprise-level solutions seemed impractical for her small finance team with limited advanced Excel modeling capabilities. Ararwal knew that a complex platform would simply replace one problem with another—long onboarding and delayed results. She needed an intuitive, easy platform that her team could get up and running with fast.

The Solution

Agarwal was already professionally connected with Alok Goel, Drivetrain's Co-founder and CEO/CFO. So, when a team member mentioned his positive experience using Drivetrain at a previous company, Agarwal took a closer look at the platform. It only took one demo—a short POC—to prove that Drivetrain could deliver enterprise-level FP&A capabilities without the adoption burden of traditional tools.

The platform's intuitive UI, flexible modeling, and rapid build cycles suited her finance team perfectly. By integrating with NetSuite, Drivetrain automated data consolidation and eliminated manual workflows. Replacing their rigid Excel formulas with dynamic allocation models also enabled exceptions and overrides without compromising auditability.

Most importantly, Drivetrain helped Agarwal and her team level up its "data discipline" with traceable assumptions, structured logic separate from the data itself, and reusable frameworks that apply consistently across scenarios and time periods. For example, when investors requested historical pipeline data, Agarwal was able to instantly retrieve more than two years' of Salesforce snapshots instantly—proof of diligence-ready reporting.

> ❝
> ### We are a customer that's been renewing Drivetrain every year, and we are pretty stuck on it. We are not going anywhere. We want to continue on this journey.
>
> **Yati Agarwal**
> CFO at SirionLabs

How Drivetrain Helped

🚀 Faster close with automated data verification and analysis

⚛ Dynamic, flexible financial models with resiliency built in

📋 Data that's always audit-ready and reliable for reporting

Integrations

Spreadsheets break. Drivetrain doesn't.

See how Drivetrain can turn fragile financial models into actionable, diligence-ready insights—without overwhelming your team. Schedule your demo today.

Book your demo today!