

ERPClaw vs NetSuite vs Rillet 2026

An honest, founder-written comparison for mid-market finance leaders

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If you are reading this because you typed “NetSuite alternative” or “Rillet alternative” into a search engine, you are in the right place. This document is the same comparison we would run on a whiteboard if you and I were having coffee. No marketing prose, no AI-tells, no fabricated scoring. Just the structural facts and the honest gaps in each product as of 2026.

This is a 3-page read. It will not convince you to switch by itself. It will give you the structural framework to make the decision yourself. If you do switch to ERPClaw, you can reach me at mailnike@gmail.com.

Nikhil Jathar Co-founder, ERPClaw

Page 1: The structural matrix

Dimension	NetSuite	Rillet	ERPClaw
License	Proprietary	Proprietary	GPL v3 (open source)
Where it runs	Oracle cloud (vendor-managed)	Vendor cloud	Your hardware (self-hosted)
Architecture	AI-decorated (Joule on 1998 ERP)	AI-native (finance close)	AI-native (full ERP)
Scope	Full ERP, broad SuiteApps	Finance close only	Full ERP, 46 modules, 14 verticals
License + first-year all-in	\$30K to \$500K typical	\$24K to \$120K typical	\$0
Implementation timeline	6 to 18 months	30 to 60 days	A weekend, with AI-assisted migration
Annual ongoing cost	License + 1 to 2 admin FTEs	License	Hosting only (\$0 to \$20/mo if self-host)
Source code access	None	None	Full, github.com/avansaber/erpclaw
Database	Proprietary cloud	Proprietary cloud	SQLite default; PostgreSQL via PyPika

Dimension	NetSuite	Rillet	ERPCLaw
Customization model	SuiteScript (proprietary JS)	Limited	Spec-first; any LLM regenerates code
Vendor lock-in	High (export pain)	High (SaaS)	None (cp data.sqlite to anywhere)
Multi-currency	Yes, advanced	Yes	7 currencies (USD, EUR, GBP, CAD, INR, SGD, AED)
AI agent posts journal entries	No, suggests + you click	Yes (close cycle)	Yes (full ERP scope)
Audit trail mutability	Immutable	Immutable	Immutable by constitution
Pricing transparency	Contact sales	Contact sales	Public (\$0)

The big structural difference that does not appear in feature tables: ERPCLaw is the only one of the three that you own. NetSuite and Rillet are SaaS subscriptions where your data lives on the vendor's infrastructure and your access depends on staying current on the bill.

Page 2: The 5-trait test

We use a 5-trait test to separate AI-native from AI-decorated. It comes from a longer piece on our pillar at erpclaw.ai/ai-native-erp/ but the short version fits here.

A product is **AI-native** if the design assumes an AI agent is the primary user from line one. **AI-decorated** if the AI is a chat sidebar bolted onto a forms-and-workflows product that shipped before ChatGPT.

The 5 traits to evaluate:

1. **User experience.** Conversational and proactive, or menus and forms?
2. **Workflow.** Agentic reasoning and action, or rule-based approvals plus batch jobs?
3. **Data.** Semantic and explainable, or rows in tables and BI dashboards?
4. **Automation.** AI embedded in the modules, or external scripts and RPA bots?
5. **Governance.** Role security plus AI controls + traceability + model governance, or just role security and audit logs?

Scored against the three products in this comparison:

Trait	NetSuite	Rillet	ERPCLaw
User experience	Menus + forms + Joule sidebar	Conversational	Conversational
Workflow	Rule-based + batch + Joule prompts	Agentic (close cycle)	Agentic (full ERP)
Data	Tables + BI + Joule queries	Semantic	Semantic
Automation	RPA + scripts + Joule	AI-embedded (finance)	AI-embedded (every module)

Trait	NetSuite	Rillet	ERPCLaw
Governance	Role security + audit logs	Role security + AI controls	Role security + AI controls + 18 constitutional articles

NetSuite scores 0 of 5 traits as AI-native. Rillet scores 5 of 5 in finance scope. ERPCLaw scores 5 of 5 in full ERP scope. That is the moat.

The 30-second buyer test: ask the vendor’s sales team “can your AI post a journal entry on its own, with no human in the loop, on a workflow you didn’t pre-build for it?” If the answer is “no” or “we have approval gates” then the product is AI-decorated. If the answer is “yes plus governance” then it is AI-native. NetSuite says no. Rillet says yes inside finance. ERPCLaw says yes across all 46 modules.

Page 3: The honest answer for your team

There is no single right product. The right product depends on your scope, your scale, and your tolerance for self-hosting.

Pick NetSuite if:

- You are a \$300M+ revenue enterprise with multi-thousand-user requirements
- You need OneWorld-grade multi-entity FX gain/loss roll-up at scale
- Your team will not adopt a chat-first workflow
- Your auditors specifically require Oracle SOC 2 attestation
- Your CFO has already signed the contract and we are too late

Pick Rillet if:

- You are a \$50M to \$300M revenue SaaS company
- You only need finance close software, not full ERP
- You want managed SaaS finance close with deep AI assist
- Your finance team prefers a polished web dashboard to a chat agent
- You accept seat-based pricing scaling with the team

Pick ERPCLaw if:

- You want full ERP scope plus 14 industry verticals
- You want the only open-source AI-native option
- You are willing to self-host on your hardware or a small VPS
- Your team will adopt a chat-first workflow
- You want \$0 forever and no vendor lock-in
- You want spec-first regen so no SuiteScript engagement is ever required

The architectural moats that ERPCLaw has and the others structurally cannot retrofit: open source code review, self-hosted data ownership, AI-native action layer across all 46 modules, \$0 forever pricing, full ERP scope including 14 verticals, immutable GL by constitution, spec-first customization, database-agnostic (SQLite or PostgreSQL via PyPika).

The structural disadvantages we will not pretend away: webclaw web dashboard is developer-only today, support is community-tier, our enterprise consolidation FX roll-up is on the roadmap not shipped, and we do not target Fortune 500 multi-thousand-user deployments.

If you are mid-market (\$10M to \$300M revenue), \$0 forever and full source ownership with AI-native architecture is hard to ignore even if your incumbent is comfortable. The total cost of staying on NetSuite or Sage Intacct for 5 years is roughly \$1M to \$5M all-in. The total cost of staying on Rillet for 5 years is roughly \$250K to \$1M. The total cost of staying on ERPCLaw for 5 years is roughly \$0 to \$5K (hosting only). The math compounds even without the architectural arguments.

Where to go next

If you want the long-form pillar with the 13-question evaluation checklist, read [/ai-native-erp/](#).

If you want to see the 13-vendor side-by-side matrix, read [/erp-comparison/](#).

If you want the migration playbook, read [/migrate/](#).

If you want to install ERPCLaw and try it, the install guide is at [/docs/core/install/](#). Install completes in 5 minutes plus chart-of-accounts seeding.

If you want to talk to me directly, mailnike@gmail.com. I read every email.

ERPCLaw is built by AvanSaber Inc., a two-co-founder team (Nikhil Jathar + Varun Borawake). Open source under GPL v3, patent pending, trademark filed.

Written 2026-05-09. NetSuite and Rillet pricing reflects publicly-listed plans; founder-reported quotes cited where pricing is "contact sales". Every number in this PDF is current as of the publish date.