

## THIS WEEK'S FRESH LEADS

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Hello, Louis! Here's a list of leads our team has spoken with and qualified in the past week. Please let me know as soon as possible if you have any interest.

Lead #318046 / \$1,000,000 [VIEW FULL PROFILE →](#)

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A consultant on behalf a few mixed industries in New York who needs ERP including: project tracking, order management, payroll, CRM, and 12 other modules.

*"This is for a Business Development Manager at a consulting firm that advises and talks to over 100 executive level clients from Fortune 500 and Fortune 1000 companies. A few main industries of his clients are manufacturing, pharmaceutical, food retail, and apparel. Please note the information listed does not include specific counts and..."* [\(MORE\)](#)

Lead #317923 / \$485,000 [VIEW FULL PROFILE →](#)

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A property management company in Ontario who needs accounting and property management modules.

*"This is a consultant from KPMG who is looking for property management software for one of their clients. They are looking for a system to handle their accounting needs such as ap,ar,gl, and invoicing, as well as property management. The company holds more than 1,500 residential units and will need less than 100 user licenses. They are currently..."* [\(MORE\)](#)

Lead #316978 / \$200,000 [VIEW FULL PROFILE →](#)

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A government entity in Georgia who needs ERP including: CRM, fixed asset management, project management, document management, and six other modules.

*"\*The consultant provided an update that the RFP closed yesterday. This was a tight deadline and no longer an opportunity\* This is a consultant requesting on behalf of a*

*government organization with roughly 100 employees. The consultant did not disclose the current system the organization is using but shared that it is over 10 years old. The...* [\(MORE\)](#)

**Lead #317998 / \$150,000** [VIEW FULL PROFILE →](#)

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A pharmaceutical/food manufacturing company in Illinois who needs ERP including: inventory control, order management, payroll, manufacturing management, GL, AP, and AR modules.

*“This is a company that manufactures specific chemicals for mostly health related organizations. Their product is regulated by the FDA and classified as a drug. This company has over 80 employees and does around \$40M in annual sales. This contact is the VP of Finance for the company who desires a fully integrated option to handle both their...”* [\(MORE\)](#)

**Lead #317996 / \$144,000** [VIEW FULL PROFILE →](#)

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A heating, A/C and ventilation services company in Michigan who needs ERP including: inventory control, payroll, job cost, work order, GL, AP, and AR functionalities.

*“This is for an HVAC company that offers products, solutions, and services for air distribution systems. The company is using Foundation Software for managing its business. It is using other applications for estimating and fixed asset management but has not mentioned the names. The contact is the VP of Operations who is looking for a system to...”* [\(MORE\)](#)

**Lead #317992 / \$99,000** [VIEW FULL PROFILE →](#)

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A e-retailer of soft goods in New York who needs ERP including: supply chain management, payroll, CRM, EDI, warehouse management, GL, AP, and AR capabilities.

*“This is for an online fashion retailer that has 4 employees. The company is not using any software besides Shopify for managing its business. The contact is the VP who is looking for a full business management system that can perform the general accounting (AP, AR, GL), CRM, EDI, inventory control, warehouse management, order management, payroll...”* [\(MORE\)](#)

Lead #317955 / **\$97,000** [VIEW FULL PROFILE →](#)

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A durable goods distributor in Kansas who needs ERP including: supply chain management, invoicing, supply chain management, GL, AP, and AR functionalities.

*“This is a whole sale distribution company the offers their products internationally and has 20 employees located in Kansas. They are looking for a fully integrated system to handle their ap,ar,gl, purchase orders, inventory, order management, supply chain management, and invoicing. They are currently using QuickBooks Enterprise 2017 but have found...”* [\(MORE\)](#)

Lead #317855 / **\$95,600** [VIEW FULL PROFILE →](#)

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A sports, arts, travel & entertainment company in Florida who needs ERP including: payroll, foreign currency conversion, bank reconciliation, GL, AP, and AR capabilities.

*“This is for a travel/rewards company that plans incentive trips for businesses nationwide. This contact is a consultant working on behalf of the agency who desires a solution to their accounting (AR,AP,GL) with bank reconciliation, payroll and foreign currency conversion. Their main motivation to change is that this company has no solution in...”* [\(MORE\)](#)

Lead #317862 / **\$95,000** [VIEW FULL PROFILE →](#)

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An accounting or legal services firm in New Jersey who needs ERP including: fixed asset management, time billing, client write-up, bank reconciliation, GL, AP, and AR functionalities.

*“This is for a multi-location accounting service that provides outsourced bookkeeping and tax preparation to the medical industry. This contact is the transition manager who desires a solution to their accounting (AR,AP,GL) with bank reconciliation, fixed assets, time/billing and client write up. Their main motivation to change is that they have...”* [\(MORE\)](#)

Lead #318116 / **\$76,200** [VIEW FULL PROFILE →](#)

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A professional services or consulting company in Maryland who needs ERP including: time billing, time & attendance, bank reconciliation, estimating, GL, AP, AR, and project tracking capabilities.

*“This is for a professional services firm who provides geo tech engineering and lab testing services. This contact is a manager for the firm who desires a solution to their accounting (AR,AP,GL) with bank reconciliation, estimating, job costing, time/attendance, time/billing and project management. Their main motivation to change is that they are...”* [\(MORE\)](#)

**Lead #317514 / \$74,000** [VIEW FULL PROFILE →](#)

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A consultant requesting on behalf of a chicken farm in California who needs ERP including: inventory control, order management, flock management, GL, AP, and AR modules.

*“This is a consultant requesting on behalf of an agricultural client of his. The consultant actually has about 3 separate clients that are each chicken farms. His company handles the accounting and payroll for the clients and he is looking for an alternative solution to their Quickbooks for more advanced business management. Each company generates...”* [\(MORE\)](#)

**Lead #317972 / \$64,000** [VIEW FULL PROFILE →](#)

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A finance, banking & insurance company in Jamaica who needs budgeting capability.

*“This is for a financial institution with 500 employees and 8 cost centers. The company is using Fiserv The Signature Advantage for its core system, Sage Fixed Assets, and SRC budgeting. The contact is the IT Specialist who is tasked with presenting budgeting software options to be reviewed with the Account Services Department leaders. The...”* [\(MORE\)](#)

**Lead #317606 / \$60,000** [VIEW FULL PROFILE →](#)

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An agriculture, forestry, fishing or mining company in Tennessee who needs payroll and HR management functionalities.

*“This is for an agricultural operation that produces 650k swine/year and farms another 15k acres. This contact is the HR manager for the farm who desires a*

*solution to their HR, time/attendance and payroll. Their main motivation to change is that the farm is going through a growth stage, they have grown to 350 employees and expect to top out around..."* [\(MORE\)](#)

**Lead #317951 / \$60,000** [VIEW FULL PROFILE →](#)

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A service company in Florida who needs ERP including: inventory control, purchase order, job cost, CRM, and six other modules.

*"This is for a commercial service company that provides carpet cleaning and disaster restoration services. This contact is the general manager for the company who desires a solution to their accounting (AR,AP,GL) with bank reconciliation, fixed assets, inventory, job costing, CRM, purchase orders and route/dispatch. Their main motivation to change..."* [\(MORE\)](#)

**Lead #318052 / \$52,000** [VIEW FULL PROFILE →](#)

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A professional services or consulting company in Florida who needs ERP including: inventory control, order management, foreign currency conversion, budgeting, bank reconciliation, GL, AP, and AR modules.

*"This is a multi entity parent company that receives the vast majority of their income from professional, and business services with a few minor income streams that are derived from retail and ownership in a minor manufacturing business. They have a total of 150 employees and are located in Florida. They are looking for a fully integrated system to..."* [\(MORE\)](#)

**Lead #317673 / \$51,000** [VIEW FULL PROFILE →](#)

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A food manufacturing company in Ontario who needs ERP including: inventory control, order management, multi language, manufacturing management, and four other modules.

*"This is a new food manufacturing company focused on meet product production located in Canada with 10 employees. They are looking for a fully integrated software solution to handle their ap,ar,gl, order management, supply chain management, inventory, material resource planning, invoicing, and have have multiple language options. They are currently..."* [\(MORE\)](#)

**Lead #317308 / \$46,000** [VIEW FULL PROFILE →](#)

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An animal feed manufacturing company in North Carolina who needs inventory control, order management, manufacturing management, and workflow management functionalities.

*“\*\*This is a consultant searching on behalf of a client. This consultant provide IT consulting for the client and has had this client be a longstanding customer of theirs for many years.\*\* This company is a manufacturer of animal/poultry feed. They desire a solution to only aid in their manufacturing process. This will include MRP, inventory...”* [\(MORE\)](#)

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**Lead #318166 / \$46,000** [VIEW FULL PROFILE →](#)

A process operations manufacturer in New York who needs inventory control and manufacturing management modules.

*“This is a consultant searching on behalf of a client. This contact also mentioned that he has multiple clients that are in this same realm of work of varying size, and that a positive search and finding an option that is a good fit for his client will likely lead to him recommending that same product to a number of his clients. This client he...”* [\(MORE\)](#)

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**Lead #318320 / \$40,600** [VIEW FULL PROFILE →](#)

A heating, A/C and ventilation services company in Ontario who needs job cost, work order, time billing, and estimating modules.

*“This is for a subcontractor with 30 employees that specializes in HVAC and some construction jobs. It is using Sage 50 as its accounting program. \*It is NOT looking to replace Sage as the accounting; it is looking for a system to integrate with it that can perform some service and construction functions including work orders, estimates, job cost...”* [\(MORE\)](#)

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**Lead #317885 / \$40,000** [VIEW FULL PROFILE →](#)

A retailer of hard goods in Barbados who needs ERP including: inventory control, purchase order, point-of-sale, GL, AP, and AR modules.

*“This is for a hardware retail business with 50 employees. The business is using Cougar Mountain as its accounting and POS system. The contact is the IT Manager who is tasked with finding alternative solutions to handle the accounting (AP, AR,*

GL) and sales transactions. The company is on an old version of Cougar Mountain which is being phased out..." [\(MORE\)](#)

**Lead #317965 / \$39,800** [VIEW FULL PROFILE →](#)

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A durable goods distributor in North Carolina who needs ERP including: supply chain management, payroll, time & attendance, GL, AP, and AR components.

*"This is a retail and distribution company that primarily sells larger fixtures. They have upwards of 17 employees and do just over \$5M in annual sales. This contact is the Operations Manager for the company who desires a solution to handle their full AP, AR, GL, payroll, time & attendance tracking, inventory, purchase order, and order management..."* [\(MORE\)](#)

**Lead #317879 / \$38,000** [VIEW FULL PROFILE →](#)

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A general contractor in California who needs accounting functionality.

*"This is a general contractor that handle multi family remodeling for apartments and typical only does interior work. They are very high volume and low margins as they work with a large number of apartments. They have 50 employees and do around \$4M in annual sales. \*\*This contact strongly prefers firms in the United States.\*\* This contact is the..."* [\(MORE\)](#)

**Lead #318335 / \$38,000** [VIEW FULL PROFILE →](#)

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A made-to-order paper print shop in El Salvador who needs ERP including: supply chain management, payroll, CRM, invoicing, and five other modules.

*"This is a paper printing job shop located in El Salvador with 23 employees. They are looking for a fully integrated system to track their ap,ar,gl, bank reconciliation, forecasting, payroll, purchase orders, inventory control, order management, crm, and invoicing. The company is family owned and their son who lives in Canada currently is searching..."* [\(MORE\)](#)

**Lead #318019 / \$37,800** [VIEW FULL PROFILE →](#)

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A transportation company in Texas who needs ERP including: inventory control, CRM, fixed asset management, work order, and five other modules.

*“This is for a cargo ship transportation company that has over 1,000 employees. This request is for a location with 30 employees. The company is using Magaya as its logistics system. The contact is the Project Manager who is looking for a logistics and accounting program that has capabilities of AP, AR, GL, CRM, fixed asset management, inventory...”* [\(MORE\)](#)

**Lead #317615 / \$37,400** [VIEW FULL PROFILE →](#)

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A large education non profit in California who needs purchase order capability.

*“This is a large education non profit located in California with 600 employees. They are looking specifically for a purchase order software solution. They are currently using MIP Fund Accounting and they do not provide a purchase order solution. They have about 20 total locations that will be creating these purchase orders and they are currently...”* [\(MORE\)](#)

**Lead #317966 / \$37,000** [VIEW FULL PROFILE →](#)

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A retailer of hard goods in Texas who needs business intelligence functionality.

*“This is for a multi-location retailer of durable goods that operates on a dealership level. This contact is the continuous improvement manager who desires a solution to their business intelligence. Their main motivation to change is that they recently implemented an RFID tracking system for their tools and equipment. They are in need of a solution...”* [\(MORE\)](#)

**Lead #318293 / \$36,800** [VIEW FULL PROFILE →](#)

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A made-for-stock manufacturer in Texas who needs ERP including: inventory control, order management, bank reconciliation, GL, AP, and AR capabilities.

*“This is for a manufacturer that produces mostly made for stock items. This contact is the technical services manager for the company who desires a solution to their accounting (AR,AP,GL) with bank reconciliation, inventory and order management. Their main motivation to change is that they are using a basic accounting system to manage their...”* [\(MORE\)](#)

**Lead #317942 / \$36,200** [VIEW FULL PROFILE →](#)

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A technology commercial and service provider in Maryland who needs ERP including: CRM, time billing, invoicing, time & attendance, estimating, GL, AP, and AR components.

*“This is for a software reseller with roughly 35 employees that offers both solutions, products, and services for commercial and government markets. The contact is the owner of the company who did not specify what accounting system they are using but did say they are using ADP for their payroll. The organization is looking for a business management...”* [\(MORE\)](#)

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**Lead #318083 / \$35,600** [VIEW FULL PROFILE →](#)

A finance, banking & insurance company in New York who needs accounting and bank reconciliation functionalities.

*“This is for a financial services firm that provides private equity and hedge fund management services. This contact is a financial analyst for the firm who desires a solution to their accounting (AR,AP,GL) with bank reconciliation, payroll and investment tracking as a wishlist item. Their main motivation to change is that they are a fairly new...”* [\(MORE\)](#)

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**Lead #318145 / \$34,200** [VIEW FULL PROFILE →](#)

A sub-contractor in Maryland who needs ERP including: inventory control, purchase order, payroll, job cost, bank reconciliation, GL, AP, and AR capabilities.

*“This is for a construction company that operates as a sub-contractor for residential new home builds. This contact is the operations manager for the company who desires a solution to their accounting (AR,AP,GL) with bank reconciliation, payroll, inventory, job costing and purchase orders. Their main motivation to change is that they have a very...”* [\(MORE\)](#)

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**Lead #317886 / \$32,000** [VIEW FULL PROFILE →](#)

A government entity in Ontario who needs false alarm management and invoicing capabilities.

*“This is a local police station. They have 250 employees. This contact is their alarms coordinator who desires a solution that can aid with their emergency aid operations. This includes tracking false alarms, processing invoices, collecting payments and*

*simplifying false alarm management. This company uses a CAD (computer aided dispatch) system..."* [\(MORE\)](#)

**Lead #317398 / \$28,000** [VIEW FULL PROFILE →](#)

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A made-to-order modular home manufacturer in Florida who needs purchase order, manufacturing management, estimating, and workflow management components.

*"This is a modular home manufacturer with 125 employees located in Florida. They are looking for software to handle their sales estimates, purchase orders, work orders, and work flow management. They are currently using Dynamics GP for their accounting software and do not want to get rid of this system, but will want their new software to integrate..."* [\(MORE\)](#)

**Lead #317415 / \$27,400** [VIEW FULL PROFILE →](#)

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A made-for-stock manufacturer in Ohio who needs inventory control capability.

*"This is for a made for stock manufacturer of residential and commercial electrical goods. This contact is the president/owner of the company who desires a solution to their BOM/Inventory. Their main motivation to change is that they have an ERP solution that they are satisfied with however their inventory/BOM is lacking for what they are looking..."* [\(MORE\)](#)

**Lead #318282 / \$26,000** [VIEW FULL PROFILE →](#)

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A sub-contractor in California who needs ERP including: payroll, job cost, estimating, GL, AP, and AR components.

*"This is for a subcontractor with 85 employees that specializes in residential and commercial fencing. It is using QB Premier Contractor for its accounting. The contact is the Office Manager who will be reviewing software before suggesting a solution to the President. She is looking for an accounting program that can perform the general accounting..."* [\(MORE\)](#)

**Lead #318018 / \$25,600** [VIEW FULL PROFILE →](#)

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A software development company in Ontario who needs accounting and bank reconciliation components.

*“This is for a software company that develops apps. This contact is the CEO of the firm who desires a solution to their accounting (AR,AP,GL) with bank reconciliation and inventory. Their main motivation to change is that they have been in business for a short time now and are need of a solution that will allow them to properly track their income...”* [\(MORE\)](#)

**Lead #317854 / \$24,000** [VIEW FULL PROFILE →](#)

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A sub-contractor in Kansas who needs ERP including: payroll, job cost, CMMS, invoicing, and six other modules.

*“This is a sub contractor that is focused on excavating and has 40 employees. The business is located outside of Kansas City but the majority of their business is done there. They are looking for a fully integrated system to handle their ap,ar,gl, bank reconciliation, job costing, estimating, payroll, time and attendance tracking, cmms and...”* [\(MORE\)](#)

**Lead #317895 / \$24,000** [VIEW FULL PROFILE →](#)

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An accounting or legal services firm in California who needs accounting and bank reconciliation modules.

*“This is for a large renewable energy company that provides asset management services to their wind/solar farm clients. This contact is the asset administration manager who desires a solution to their accounting (AR,AP,GL) with bank reconciliation. Their main motivation to change is that they are managing several entities payables, receivables and...”* [\(MORE\)](#)

**Lead #318151 / \$23,000** [VIEW FULL PROFILE →](#)

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A healthcare organization in New Jersey who needs accounts payable and general ledger functionalities.

*“This is a medical organization that deals with surgical and medical diseases. This company has upwards of 200 employees and does around \$40M in annual revenue. This contact is their Director of Finance who desires an accounting solution for their AP and GL needs. The program will help track their payable accounts and help organize reports brought...”* [\(MORE\)](#)

**Lead #317671 / \$22,500** [VIEW FULL PROFILE →](#)

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A general contractor in Georgia who needs ERP including: purchase order, job cost, estimating, bank reconciliation, GL, AP, and AR modules.

*“This is for a construction company that operates as a general contractor for both residential remodels and commercial projects. This contact is the CEO of the company who desires a solution to their accounting (AR,AP,GL) with bank reconciliation, purchase orders, estimating and job costing. Their main motivation to change is that they are using a...”* [\(MORE\)](#)

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**Lead #317909 / \$19,000** [VIEW FULL PROFILE →](#)

A printing company in Jamaica who needs payroll and HR management functionalities.

*“This is for a digital printing company with 65 employees. This request comes from the HR department which is looking for a standalone HRMS solution. The contact is the HR Coordinator who will be reviewing the software options with her General Manager and the HR Director. The department is looking for a HR system that can perform payroll, time...”* [\(MORE\)](#)

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**Lead #317441 / \$18,900** [VIEW FULL PROFILE →](#)

A non-profit in District of Columbia who needs accounting and bank reconciliation modules.

*“This is for a non-profit membership based organization. This contact is the finance director for the organization who desires a solution to their accounting (AR,AP,GL) with bank reconciliation and fund accounting. Their main motivation to change is that they want to migrate away from on premise solutions to SaaS solutions while improving their...”* [\(MORE\)](#)

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**Lead #317856 / \$18,600** [VIEW FULL PROFILE →](#)

A made-for-stock manufacturer in Pennsylvania who needs inventory control capability.

*“This is a mid sized box and carton manufacturer with 30 employees located in Pennsylvania. They are looking specifically to replace their WASP inventory system with a new one. They have found their current system to be unreliable and are*

looking for a replacement. They want to be able to scan in raw materials and then scan out these same materials..." [\(MORE\)](#)

**Lead #317962 / \$18,000** [VIEW FULL PROFILE →](#)

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A general contractor in Texas who needs inventory control capability.

*"This is a large general contractor with 500 employees located in Texas. They are looking specifically for bar code scanning and tracking of about 18,000 pins/flags that are used to track and plot 100's of acres of land for large construction projects. The lead project manager has been paying 4-5 full time employees to to number 120-150 flags a day..."* [\(MORE\)](#)

**Lead #317981 / \$17,400** [VIEW FULL PROFILE →](#)

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A general contractor in British Columbia who needs accounting capability.

*"This is a construction company that mostly handles larger jobs for road construction and excavation work for mining companies. They have anywhere from 75-150 employees depending on the time of the year and the number of ongoing jobs they have. They do just over \$10M in annual sales. This contact is their office manager who desires a solution to..."* [\(MORE\)](#)

**Lead #318061 / \$17,400** [VIEW FULL PROFILE →](#)

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A recycling company in Alabama who needs time & attendance functionality.

*"This is a recycling company located in Alabama with 140 employees. They are looking specifically for time and attendance tracking for their 140 employees. They are currently using Time IPS and this system does not generate any type of needed reports and they are looking to replace it. They would like each department to be able to approve their..."* [\(MORE\)](#)

**Lead #318067 / \$17,100** [VIEW FULL PROFILE →](#)

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A restaurant or food service company in Virginia who needs inventory control functionality.

*"This is for a retail company that operates as both a fresh seafood market and restaurant and has a giftshop as well. This contact is an administrative assistant*

*with the company who desires a solution to their inventory. Their main motivation to change is that they do not have a solution to their inventory that is capable of bar-coding and would..."* [\(MORE\)](#)

**Lead #317995 / \$16,600** [VIEW FULL PROFILE →](#)

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An accounting or legal services firm in Trinidad And Tobago who needs ERP including: inventory control, client write-up, bank reconciliation, GL, AP, and AR modules.

*"This is for an accounting services firm that provides outsourced bookkeeping, payroll and tax preparation services located in Trinidad and Tobago. This contact is the owner of the firm who desires a solution to their accounting (AR,AP,GL) with bank reconciliation, inventory and client write-up. Their main motivation to change is that they have..."* [\(MORE\)](#)

**Lead #318118 / \$16,000** [VIEW FULL PROFILE →](#)

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A consultant on behalf of a general contractor in Florida who needs ERP including: project tracking, purchase order, estimating, GL, AP, and AR modules.

*"This is for a consultant requesting on behalf of a general contractor located in the Eastern Caribbeans. The company is not using any software at the moment. The consultant is a vendor/exporter who procures the materials for the general contractor. His client desires a business management system that can perform general accounting (AP, AR, GL..."* [\(MORE\)](#)

**Lead #318093 / \$15,000** [VIEW FULL PROFILE →](#)

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A sub-contractor in California who needs accounting capability.

*"This is a plumbing company that mostly operates as a subcontractor on larger construction jobs. They will team up with GC's on both residential and commercial new builds for laying the plumbing infrastructure down. They have 25 employees and do between \$1M-\$2M each year. This contact is the administrative assistant who has been tasked with finding..."* [\(MORE\)](#)

**Lead #318250 / \$14,976** [VIEW FULL PROFILE →](#)

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A made-to-order manufacturer in North Dakota who needs ERP including: purchase order, job cost, invoicing, estimating, GL, AP, and AR capabilities.

*“This is for a job shop manufacturer with 14 employees. The company contracts out the manufacturing to its vendors/suppliers. The company is using Quickbooks 2014 and uses a 3rd party payroll provider. The contact is the Controller who desires a replacement to QB for the accounting (AP, AR, GL), invoicing, purchase order, estimating, and job cost...”* [\(MORE\)](#)



**I'm here to help!** My name is Monica Wilson, and I am your account representative. If you have any questions about a lead or service membership, just let me know. I'd be happy to provide assistance and help get you connected with new prospects.

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