

THIS WEEK'S FRESH LEADS

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 #318589 / **\$230,000** [VIEW FULL PROFILE →](#)

A made-for-stock manufacturer in Manitoba who needs ERP including: inventory control, order management, job cost, manufacturing management, and six other modules.

"This is for a made for stock manufacturer located in Canada who produces chemicals for the textile industry who also creates made to order items as well. This contact is the general manager for the company who desires a solution to their accounting (AR,AP,GL) with bank reconciliation, e-commerce, estimating, job costing, inventory, order..." [\(MORE\)](#)

Lead #318559 / **\$194,000** [VIEW FULL PROFILE →](#)

An audio, video, and cabling sub-contractor in Texas who needs ERP including: inventory control, purchase order, payroll, project management, and eight other modules.

"This is a large communications, cabling, visual, and audio installation company that works for large general contractors and also places their own bids with schools and hospitals. They have 300 employees. They are looking for a fully integrated software system to handle their ap,ar,gl, bank reconciliation, budgeting, planning, forecasting..." [\(MORE\)](#)

Lead #318570 / **\$179,800** [VIEW FULL PROFILE →](#)

A professional services or consulting company in Florida who needs ERP including: HR management, business intelligence, payroll, time billing, and six other modules.

“This is for a multi-division professional services company that will provide arbitration and financial consulting. This contact is a principal of the company who desires a solution to their accounting (AR,AP,GL) with bank reconciliation, payroll, HR, benefits admin, budgeting, commissions management, EHR/EMR, business intelligence, and...” [\(MORE\)](#)

Lead #318605 / \$179,800 [VIEW FULL PROFILE →](#)

A retailer of hard goods in California who needs ERP including: supply chain management, point-of-sale, time & attendance, EDI, bank reconciliation, GL, AP, and AR functionalities.

“This is for a hard good retailer that sells through both brick/mortar channels and e-commerce auctions (Amazon,E-bay). This contact is the owner of the company who desires a solution to their accounting (AR,AP,GL) with bank reconciliation, time/attendance, EDI, inventory, order management, POS and purchase orders. Their main motivation to change...” [\(MORE\)](#)

Lead #318453 / \$159,000 [VIEW FULL PROFILE →](#)

A government entity in South Carolina who needs ERP including: purchase order, cash management, fund accounting, budgeting, GL, AP, and AR capabilities.

*“This is for a government entity with over 300 employees. The organization is using Harris Systems for its current accounting program. The contact is the Division Head of the Property Department and also does procurement so he will be reviewing solutions. *Please note that this prospect has a formal bid process to go through. The organization is...”* [\(MORE\)](#)

Lead #318353 / \$154,200 [VIEW FULL PROFILE →](#)

A resort in California who needs property management capability.

“This is for a full service resort that has 170 rooms, a health club, and a spa. It is using a variety of software applications to manage its business: Epitome (for front desk), Micros (POS - for the restaurant), CSI (for the health club), Booker (for the Spa), and ZingFit (for its studios), and Sage 100 (accounting). The contact is the Director of...” [\(MORE\)](#)

Lead #318582 / \$154,200 [VIEW FULL PROFILE →](#)

A resort in California who needs business intelligence and property management capabilities.

*“*This is the same lead as 318353, however, it is changed to a new industry due to industry-specific product request* This is for a full service resort that has 170 rooms, a health club, and a spa. It is using a variety of software applications to manage its business: Epitome (for front desk), Micros (POS - for the restaurant), CSI (for the health...”* [\(MORE\)](#)

Lead #318215 / \$153,000 [VIEW FULL PROFILE →](#)

An agriculture, forestry, fishing or mining company in Florida who needs ERP including: project tracking, inventory control, purchase order, HR management, and six other modules.

“This is for a mining company that operates on a global level. This contact is the CEO of the company who desires a solution to their accounting (AR,AP,GL) with bank reconciliation, payroll, HR, time/attendance, benefits admin, budgeting, BI, inventory and purchase orders. Their main motivation to change is that currently they are operating one of...” [\(MORE\)](#)

Lead #318564 / \$151,200 [VIEW FULL PROFILE →](#)

A process operations manufacturer in California who needs ERP including: inventory control, order management, manufacturing management, CRM, budgeting, GL, AP, and AR capabilities.

“This is for a process manufacturer with 40 employees that does some in-house and outsourced production of skin care products. The company is using Oasis CRM and Quickbooks. The payroll is performed through Paychex. The contact is the owner who is looking for an ERP to perform the accounting (AP, AR, GL), CRM, budgeting, MRP, inventory control...” [\(MORE\)](#)

Lead #318744 / \$138,000 [VIEW FULL PROFILE →](#)

A professional services or consulting company in Virginia who needs ERP including: CRM, project management, invoicing, bank reconciliation, budgeting, GL, AP, and AR components.

“This is a professional consulting company that works exclusively with government agencies. They have about 115 employees and are located in Virginia. They are looking for a software system to handle their ap,ar,gl, budgeting, planning, forecasting, bank reconciliation, crm, project management, and invoicing. This consulting company works on large...” (MORE)

Lead #317406 / \$121,400 [VIEW FULL PROFILE →](#)

A large general contractor that also has an equipment retail business with multiple locations in Wisconsin who needs ERP including: supply chain management, project tracking, payroll, invoicing, and eight other modules.

“This is a large general contractor located in Wisconsin with 55 employees. They receive 90% of their revenue from construction projects and 10% of their revenue from equipment sales at their two locations. They are looking for an accounting system to handle their ap,ar,gl, job costing, payroll, purchase orders, estimating, bank reconciliation, time...” (MORE)

Lead #318789 / \$120,000 [VIEW FULL PROFILE →](#)

An expanding pharmacy chain in Idaho who needs ERP including: inventory control, order management, payroll, CRM, and nine other modules.

“This is a growing pharmaceutical retail company with 19 employees currently that has its corporate office located in Idaho. This company is looking for a fully integrated accounting system to keep track of ap,ar,gl, payroll, bank reconciliation, budgeting, planning, forecasting, fixed asset management, payroll, time and attendance tracking...” (MORE)

Lead #318355 / \$97,000 [VIEW FULL PROFILE →](#)

A retailer of soft goods in California who needs ERP including: inventory control, order management, CRM, e-commerce, bank reconciliation, GL, AP, and AR functionalities.

“This is for a retail company that sells sports apparel via multiple e-commerce channels. This contact is the director of sales who desires a solution to their accounting (AR,AP,GL) with bank reconciliation, inventory, order management, CRM and e-commerce. Their main motivation is that they have a current solution that in no way shape or form...” (MORE)

Lead #313674 / **\$95,000** [VIEW FULL PROFILE →](#)

A process operations manufacturer in Texas who needs ERP including: inventory control, order management, manufacturing management, CRM, and eight other modules.

“This is a medium sized process manufacturing company with 40 employees located in Texas. They are looking for a fully integrated accounting system to handle their ap,ar,gl, bank reconciliation, budgeting, planning, forecasting, foreign currency conversion, purchase orders, time and attendance tracking, bill of materials, inventory control, mrp...” [\(MORE\)](#)

Lead #318165 / **\$92,000** [VIEW FULL PROFILE →](#)

A software development company in Ontario who needs ERP including: inventory control, order management, job cost, foreign currency conversion, and six other modules.

“This is for a software development company that specializes in POS software. This contact is the controller for the company who desires a solution to their accounting (AR,AP,GL) with bank reconciliation, e-commerce, foreign currency, inventory, invoicing, job costing, order management, scheduling and time/billing. Their main motivation to change...” [\(MORE\)](#)

Lead #318426 / **\$75,000** [VIEW FULL PROFILE →](#)

An industrial and commercial electrical sub-contractor in Rhode Island who needs ERP including: invoicing, time & attendance, bank reconciliation, GL, AP, AR, and project tracking functionalities.

“This is a mid sized electrical sub contractor focused on commercial and industrial construction with 30 employees. They are looking for a fully integrated system to handle their ap,ar,bank reconciliation, job costing, time and attendance tracking, project management, and invoicing. They currently use CF Data for their accounting needs along with...” [\(MORE\)](#)

Lead #318813 / **\$71,000** [VIEW FULL PROFILE →](#)

Non-profit mixed business in New York who needs ERP including: purchase order, business intelligence, fund accounting, GL, AP, and AR modules.

“This is for a multi-industry business with 3 different divisions but primarily requires non-profit (fund) accounting. It has a non-profit entity with 86 employees, a for-profit speech therapy entity with 360 employees, and a retail spa with 33 employees. The business is using Kronos for payroll, iCase for its speech therapy billing, and Quickbooks...” [\(MORE\)](#)

Lead #318459 / \$67,000 [VIEW FULL PROFILE →](#)

A general contractor in Alabama who needs project tracking and purchase order modules.

“This is for a multi-location restaurant chain who is rapidly expanding and overseeing multiple new restaurant builds. This contact is the maintenance coordinator for the company who desires a solution to their job costing, purchase orders and project management. Their main motivation to change is that this is a rapidly expanding company that has...” [\(MORE\)](#)

Lead #318432 / \$62,000 [VIEW FULL PROFILE →](#)

A large multi entity company with a main focus acting as a general contractor in California who needs ERP including: invoicing, time & attendance, bank reconciliation, asset management, GL, AP, AR, and project tracking modules.

“This is a large multi entity company with their focus for this search for their general construction company that has 15 employees and is located in California. This company is looking for a software program to handle their ap,ar,gl, job costing, bank reconciliation, asset management, time and attendance tracking, project management, and...” [\(MORE\)](#)

Lead #318171 / \$59,200 [VIEW FULL PROFILE →](#)

A healthcare or social services organization in Texas who needs ERP including: inventory control, purchase order, budgeting, bank reconciliation, GL, AP, and AR modules.

“This is for a multi-location health care organization who provides dental and orthodontic treatment. This contact is the Executive Vice President of the organization who desires a solution to their accounting (AR,AP,GL) with bank reconciliation, budgeting, inventory and purchase orders. Their main motivation to change is that they are using a more...” [\(MORE\)](#)

Lead #318532 / \$59,200 [VIEW FULL PROFILE →](#)

A non-profit in New York who needs business intelligence and lease management/reporting modules.

*“This is for a nonprofit organization with 4,000 employees that provides programs, support, and training for individuals with disabilities. The organization is using Microsoft Dynamics GP for its accounting. *The contact is the Assistant Director of Reporting and Analysis who is looking for a reporting/BI tool that can perform lease revenue...”* [\(MORE\)](#)

Lead #318547 / \$58,200 [VIEW FULL PROFILE →](#)

A large catering company in Ohio who needs payroll and HR management capabilities.

“This is a large catering company with an employee count that fluctuates between 150 and 250 employees, and they are located in Cleveland. They are looking specifically for payroll, time and attendance tracking, and hr. They are currently using a combination of systems for their time and attendance such as micros and local table for their time...” [\(MORE\)](#)

Lead #318383 / \$57,200 [VIEW FULL PROFILE →](#)

A durable goods distributor in New Jersey who needs accounting and order management components.

*“This is a wholesale/distribution company of various houseware items. They have between 50-100 employees. This contact is the IT Manager for the company who desires a solution to meet their AP, AR, GL, order management and inventory control needs. **This solution must also integrate in with their Accellos warehouse management solution. They do not...”* [\(MORE\)](#)

Lead #318484 / \$55,000 [VIEW FULL PROFILE →](#)

A made-to-order manufacturer in Oregon who needs ERP including: inventory control, order management, manufacturing management, project management, GL, AP, and AR modules.

“This is a manufacturing company that creates and fabricates signs. All of this work is on a made-to-order custom basis. They have 125 employees and do around \$10M

in annual sales. This contact is a project manager for the company who has been tasked with finding a new solution to handle their fully integrated needs. This includes AP, AR, GL... [\(MORE\)](#)

Lead #318752 / \$52,200 [VIEW FULL PROFILE →](#)

A professional services or consulting company in Massachusetts who needs inventory control, order management, and e-commerce capabilities.

“This is for a professional services company that provides promotional printing services. This contact is an operations staffer who desires a solution to their inventory, order management and e-commerce. Their main motivation to change is that they use an accounting system that doesn't meet their needs from an inventory standpoint and would like to...” [\(MORE\)](#)

Lead #318384 / \$50,600 [VIEW FULL PROFILE →](#)

A transportation company in Tennessee who needs dispatching functionality.

“This is for a transportation company that provides regional courier service. This contact is the owner of the company who desires a solution to their route and dispatch. Their main motivation to change is that they are using a program now that doesn't satisfy their needs as they have a high volume of orders that they process on a monthly basis...” [\(MORE\)](#)

Lead #318557 / \$50,000 [VIEW FULL PROFILE →](#)

A healthcare or social services organization in California who needs ERP including: inventory control, order management, e-commerce, bank reconciliation, budgeting, GL, AP, and AR capabilities.

“This is for a multi-entity health care company that has real estate and e-commerce retail divisions as well. This contact is the controller of the entities who desires a solution to their accounting (AR,AP,GL) with bank reconciliation, e-commerce, budgeting, inventory and order management. Their main motivation to change is that they are using an...” [\(MORE\)](#)

Lead #318499 / \$48,000 [VIEW FULL PROFILE →](#)

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

“This is for a manufacturer who creates items for the wellness industry. This contact is the operations manager for the company who desires a solution to their accounting (AR,AP,GL) with bank reconciliation, inventory, MRP, order management, payroll and purchase orders. Their main motivation to change is that they recently developed a proprietary...” [\(MORE\)](#)

Lead #318584 / \$46,000 [VIEW FULL PROFILE →](#)

A government entity in New York who needs ERP including: fixed asset management, fund accounting, budgeting, utility billing, GL, AP, and AR modules.

“This is for a government entity that has 42 employees. It is using KVS Enterprise for its accounting and KVS Standard for the utility billing. It outsources the payroll to Paychex. The contact is the Clerk and Treasurer who is looking for a program that can perform AP, AR, GL management, budgeting, fixed asset management, fund accounting, and...” [\(MORE\)](#)

Lead #318488 / \$45,000 [VIEW FULL PROFILE →](#)

A general contractor in New Mexico who needs ERP including: inventory control, purchase order, payroll, job cost, and five other modules.

“This is a general contractor that primarily handles road work. This company has upwards of 50 employees and does around \$10M in annual sales. This contact is the controller for the company who desires a fully integrated solution. This should handle their accounting (AP, AR, GL) with payroll, job costing, budgeting/planning/forecasting, inventory...” [\(MORE\)](#)

Lead #318568 / \$44,000 [VIEW FULL PROFILE →](#)

A professional services or consulting company in Tennessee who needs CRM functionality.

“This is for a professional services firm that provides engineering and testing services. This contact is an administrative assistant with the company who desires a solution to their CRM. Their main motivation to change is that they are using

spreadsheets and other documents to find information from previous projects and use that to accurately..." [\(MORE\)](#)

Lead #318812 / \$41,400 [VIEW FULL PROFILE →](#)

A general contractor in Ontario who needs ERP including: purchase order, payroll, job cost, bank reconciliation, GL, AP, and AR components.

"This is for a construction company located in Canada that operates mostly as a general contractor for sewer, water main and excavation projects. This contact is the superintendent for the company who desires a solution to their accounting (AR,AP,GL) with bank reconciliation, payroll, job costing and purchase orders. Their main motivation to change..." [\(MORE\)](#)

Lead #318736 / \$37,200 [VIEW FULL PROFILE →](#)

A general contractor in Ohio who needs estimating and project tracking functionalities.

"This is for a construction firm that operates on a general contractor level for mechanical projects. This contact is the owner/president of the firm who desires a solution to their estimating, job costing and project management. Their main motivation to change is that they have an accounting system currently that tracks income and expenses on a..." [\(MORE\)](#)

Lead #318470 / \$33,600 [VIEW FULL PROFILE →](#)

A large clothing distributor in Illinois who needs inventory control capability.

"This is a large clothing wholesale and distribution company with 200 employees located in Illinois. They are looking specifically for inventory tracking software. The lead works in the fulfillment center and wants to be able to track total items being received and total items being shipped out. They have a total of about 400-450 skus and a total..." [\(MORE\)](#)

Lead #318196 / \$32,800 [VIEW FULL PROFILE →](#)

An auto parts distributor in Massachusetts who needs business intelligence capability.

“This is a large auto part distributor with 35 employees. They are looking specifically for a financial report writer to integrate with their SysPro software they are currently using. SysPro has been a great product but they are looking for better report writing functionality. They are open to web based solutions only. They are willing to view...” [\(MORE\)](#)

Lead #318411 / \$32,200 [VIEW FULL PROFILE →](#)

A sub-contractor in Virginia who needs CRM functionality.

“This is for a construction company that work primarily on a sub-contract basis for a specific niche product. This contact is manager for the company who desires a solution to their CRM. Their main motivation to change is that they are in need of a solution to manage their bids they have created and the contacts associated with them. Currently this...” [\(MORE\)](#)

Lead #318351 / \$31,000 [VIEW FULL PROFILE →](#)

A government entity in Georgia who needs fixed asset management functionality.

*“This request is for the IT Department of a government entity with 7,500 employees company-wide. The organization is using SAP but it is unknown which edition. The contact is an IT Systems Analyst II who will be reviewing software options with 4-5 other IT colleagues. *The organization is looking for JUST fixed asset management, NOT an ERP system...”* [\(MORE\)](#)

Lead #318460 / \$29,400 [VIEW FULL PROFILE →](#)

A non-profit with 250 total branches in Michigan who needs business intelligence functionality.

“This is a large non profit organization with about 250 smaller separate entities associated with the main organization. The total number of employees reporting in this designated branch are about 10. They are looking specifically for a business intelligence tool to help them better create reports and data visualization for the audits that they...” [\(MORE\)](#)

Lead #318622 / \$28,600 [VIEW FULL PROFILE →](#)

A retailer of hard goods in Massachusetts who needs payroll and time & attendance functionalities.

“This is a retail shop with 7 locations and 60 employees located in Mass. They are looking only for payroll and time and attendance tracking software. They are currently using a payroll company located close to them in Mass. but they have become inadequate in their services. They are currently changing their pos system over to Retail Edge which...” [\(MORE\)](#)

Lead #318762 / \$28,000 [VIEW FULL PROFILE →](#)

A made-to-order manufacturer in Ohio who needs inventory control functionality.

“This is a manufacturing company that mostly works in a subcontracting role in investment casting. This company has under 200 employees and does around \$4M in annual sales. They have hopes to expand that to up to \$10M in annual sales within a year. This contact is a Production Control Manager for the company who has been tasked with finding an...” [\(MORE\)](#)

Lead #318401 / \$27,000 [VIEW FULL PROFILE →](#)

A government entity in Saint Lucia who needs time & attendance functionality.

*“This is a government agency. **This organization is located in Saint Lucia. Please keep this in mind when requesting to work with this lead.** This contact is the HR Officer for the organization who desires a time & attendance tracking solution. This company has upwards of 50 employees who they need to track the time & attendance on. This company...”* [\(MORE\)](#)

Lead #318462 / \$26,300 [VIEW FULL PROFILE →](#)

A durable goods distributor in Illinois who needs accounting functionality.

“This is a sales and distribution center for a manufacturer. This specific company is an arm of a larger umbrella organization. They have around 15 employees at this arm and do between \$1M-\$5M in annual sales. This contact is the IT Operations Manager who desires a solution to handle their AP, AR, GL, and inventory. The inventory solution must have...” [\(MORE\)](#)

Lead #318565 / \$25,000 [VIEW FULL PROFILE →](#)

A retailer of hard goods in California who needs accounts payable and general ledger modules.

“This is a large furniture and television retail company with 8 locations and 500 employees located in California. They are looking specifically for an accounting system to only handle their ap, and gl. They use a very old main frame system where the company that developed the software for them is no longer operational. One feature to this company...” [\(MORE\)](#)

Lead #318497 / \$24,000 [VIEW FULL PROFILE →](#)

A 3 man engineering and consulting firm in Washington who needs ERP including: payroll, project management, time billing, invoicing, estimating, GL, AP, and AR components.

“This is a 3 man engineering and consulting firm located in the state of Washington that has been in business for two years and is continuing to expand. They are looking for a software system to handle their ap, ar, gl, payroll, estimating, time and billing, project management and invoicing. They currently use an accounting for all of their needs or...” [\(MORE\)](#)

Lead #318577 / \$22,000 [VIEW FULL PROFILE →](#)

A service company in Colorado who needs accounting capability.

“This is a service-based company that helps provide incentive experiences for companies. They are hired out by companies to help present specific products given to them as incentives by setting up boutiques at corporate events. This company has 22 full time employees and around 100 contractors around the US who will assist in their operations. They...” [\(MORE\)](#)

Lead #317677 / \$21,000 [VIEW FULL PROFILE →](#)

A non-profit in California who needs position control and budgeting modules.

“This is for a nonprofit social services agency with 500 employees that provides support and programs for children, youth, and young adults with mental health disabilities. The organization is using Ascentis HRIS. The contact is the Senior HR Director who will be reviewing solutions with her CFO and getting purchase approval from her CEO. She is...” [\(MORE\)](#)

Lead #318651 / \$20,000 [VIEW FULL PROFILE →](#)

A service company in Ontario who needs ERP including: inventory control, purchase order, CRM, estimating, workflow management, GL, AP, and AR functionalities.

“This is for a commercial/service business with 12 employees that specializes in after-market vehicle modification services. It is using Quickbooks (desktop and online), SmartSheet, and Legrand CRM. The contact manages the accounting and customer service. She is looking for a solution to handle the accounting (AP, AR, GL), CRM, inventory...” [\(MORE\)](#)

Lead #318365 / \$19,400 [VIEW FULL PROFILE →](#)

A consultant on behalf of a healthcare organization in Barbados who needs inventory control capability.

“This is a consultant requesting on behalf of a healthcare organization with a range of 500 - 1,000 employees. The organization is using SmartStream Financial as its financial system. The consultant is looking for JUST an inventory control solution that can integrate with the client's SmartStream Financial system. The organization does not have a...” [\(MORE\)](#)

Lead #318528 / \$19,400 [VIEW FULL PROFILE →](#)

A concrete and excavating sub-contractor in Connecticut who needs ERP including: payroll, project management, invoicing, time & attendance, estimating, GL, AP, and AR functionalities.

“This is a small to mid size concrete and excavation sub contractor with 5-10 employees depending on the time of the year located in CT. They also operate a snow plowing service during the winter months. They are looking for a fully integrated software system to handle their ap.ar.gl, estimating, payroll, project management, time and attendance and...” [\(MORE\)](#)

Lead #318596 / \$19,100 [VIEW FULL PROFILE →](#)

A transportation company in Ontario who needs EDI functionality.

“This is for a transportation company that provides trucking services for retailers. The contact is the Head Dispatcher and he didn't say what accounting or dispatching

software the company is using but did say it is using Walmart RetailLink for some EDI capability. The company is looking for JUST an EDI solution that can communicate with..." [\(MORE\)](#)



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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