

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 #319165 / \$4,700,000 [VIEW FULL PROFILE →](#)

A utility in California who needs ERP including: purchase order, payroll, HR management, budgeting, bank reconciliation, GL, AP, and AR functionalities.

"This is for a utility company that is also a government entity that operates on a large municipal level. This contact is an operations research analyst for the organization who desires a solution to their accounting (AR,AP,GL) with bank reconciliation, payroll, benefits admin, HR, purchase orders and budgeting/forecasting. Their main motivation to..." [\(MORE\)](#)

Lead #319140 / \$374,000 [VIEW FULL PROFILE →](#)

A made-to-order manufacturer in New Jersey who needs ERP including: order management, inventory control, job cost, manufacturing management, budgeting, GL, AP, and AR functionalities.

"This is a consultant lead on behalf of a client that does manufacturing and engineered to order products designed for use within commercial construction projects. The client has over 1,000 employees and is looking for an ERP system including financial and production management modules The client has 2 profiles within their company. The first is..." [\(MORE\)](#)

Lead #318816 / \$200,200 [VIEW FULL PROFILE →](#)

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

"This is for a made for stock manufacturer of consumable goods. this contact is the general manager for the company who desires a solution to their accounting

(AR,AP,GL) with bank reconciliation, EDI, inventory control, MRP, order management and purchase orders. Their main motivation to change is that they are due for an update on their current... [\(MORE\)](#)

Lead #319046 / \$158,800 [VIEW FULL PROFILE →](#)

A retailer of hard goods in Saint Lucia who needs ERP including: project tracking, inventory control, purchase order, CRM, and seven other modules.

“This is a consultant requesting on behalf of a client with 300 employees and two business divisions: a hardware retail shop and commercial construction. The company is using Dynamics RMS at the retail shop. The company is looking for a business management software that can perform accounting (AP, AR, GL), contract management, CRM, estimates...” [\(MORE\)](#)

Lead #319157 / \$143,000 [VIEW FULL PROFILE →](#)

A service company in Illinois who needs ERP including: CRM, work order, fixed asset management, invoicing, and six other modules.

“This company provides a service to dispatch emergency repair services for intermodal customers. It is part of a larger parent company; this particular entity has 30 employees and annual sales of between \$15-20 million. Company wide it is using ASA Tire Max and Service Dispatch. (Do not request with existing products) The contact is the new...” [\(MORE\)](#)

Lead #318780 / \$129,200 [VIEW FULL PROFILE →](#)

A made-for-stock manufacturer in Alberta who needs ERP including: inventory control, purchase order, manufacturing management, CRM, time & attendance, GL, AP, and AR capabilities.

“This is for a made for stock manufacturer with 50 employees that makes concrete water and sewer tanks. It is using Quickbooks for its accounting and a few internally-developed Access applications for inventory, sales, and time & attendance. It uses a third party payroll provider. The contact is the controller who is looking for a single ERP system...” [\(MORE\)](#)

Lead #318760 / \$92,000 [VIEW FULL PROFILE →](#)

A food manufacturing company in Trinidad And Tobago who needs time & attendance capability.

“This is for a food manufacturer with 500 employees. It is using Microsoft Dynamics GP as its ERP solution, including payroll. The contact is the CIO who is looking for a biometric time & attendance solution that can integrate or import/export data into Dynamics GP. He has already reviewed HandPunch Biometric Time Clock by Sierra Workforce...” [\(MORE\)](#)

Lead #319220 / \$73,200 [VIEW FULL PROFILE →](#)

A durable goods distributor in Pennsylvania who needs inventory control, order management, and CRM components.

“This is for a distributor of durable goods throughout the United States The client is looking for an inventory and order management system that can also have CRM functionalities. This is a multi-national organization that is setting up a US location. They have 3 other locations in Germany, Hungary, and Turkey. Their motivation to change is based...” [\(MORE\)](#)

Lead #318836 / \$69,000 [VIEW FULL PROFILE →](#)

A professional services or consulting company in Minnesota who needs ERP including: CRM, dispatching, bank reconciliation, budgeting, GL, AP, and AR capabilities.

“This is for a professional services company that provides security systems installation and monitoring. This contact is the office manager for the company who desires a solution to their accounting (AR,AP,GL) with bank reconciliation, CRM, budgeting and route/dispatch. Their main motivation to change is that they have a difficult time managing the...” [\(MORE\)](#)

Lead #318840 / \$69,000 [VIEW FULL PROFILE →](#)

A made-to-order manufacturer in New Jersey who needs inventory control and warehouse management capabilities.

“This is for a made to order manufacturer with 300 employees that specializes in cosmetic packaging. It is using an AS400 system at the moment but will be moving to SAP slowly throughout the year. The contact is the Sr. Purchasing Manager who is

looking for an inventory and warehouse management software that has barcode capability. It is using a..." [\(MORE\)](#)

Lead #319185 / **\$65,400** [VIEW FULL PROFILE →](#)

A professional services or consulting company in Maryland who needs ERP including: job cost, business intelligence, fixed asset management, invoicing, GL, AP, and AR functionalities.

"This is for a government contractor that specializes in IT advisory services and cloud computing. It is using Deltek GCS Premier and a third party payroll provider. The contact is the Controller who is looking for a software solution that can perform general accounting (AP, AR, GL), budgeting, quotes, fixed assets, and job cost, and invoicing..." [\(MORE\)](#)

Lead #318523 / **\$62,600** [VIEW FULL PROFILE →](#)

A process operations manufacturer in Michigan who needs AP, inventory control, AR, payroll, and four other modules.

"This is for a process manufacturer that does smelting for aluminum and then wholesales the aluminum to stamping factories. This is a start up organization, that is part of an already established business that is looking for accounting software as well as the ability to do budgeting, inventory control, HR, and payroll with time and attendance..." [\(MORE\)](#)

Lead #318855 / **\$62,000** [VIEW FULL PROFILE →](#)

A non-profit in New York who needs ERP including: payroll, fund accounting, budgeting, bank reconciliation, GL, AP, and AR functionalities.

"This is a large non profit with 70 employees located in New York that provides housing advise and counseling to individuals who may be close or going through foreclosure on their homes. They are looking for a full accounting system to handle their ap,ar,gl, fund accounting, bank reconciliation, budgeting, planning, forecasting, and payroll. They..." [\(MORE\)](#)

Lead #318937 / **\$60,600** [VIEW FULL PROFILE →](#)

A transportation company in Trinidad And Tobago who needs ERP including: order management, fixed asset management, CRM, GL, AP, and AR modules.

“This is a transportation company based in Trinidad that provides delivery services for companies. The client is interested in a solution that can provide accounting, order management, and CRM capabilities. Their motivation for change is to get a more robust system that does more than accounting and can provide higher scalability. They are looking...” [\(MORE\)](#)

Lead #319039 / \$58,200 [VIEW FULL PROFILE →](#)

A food retailer in Michigan who needs document management and workflow management modules.

“This is for the Internal Audit Department of a food retailer with 18,000 employees. The department has 15 employees. The contact is the Senior Internal Auditor who did not say what business management software the company is using. She is really more focused on finding a work flow management and documents management software for her internal...” [\(MORE\)](#)

Lead #319021 / \$52,600 [VIEW FULL PROFILE →](#)

A professional services or consulting company in Maryland who needs accounting and work order modules.

“This is a group that consultants for various hospitals and outpatient centers. They have a number of physicists who inspect radiation equipment and also work in actual hospitals/clinics dealing specifically with radiation therapy. This contact is an Administrator for the organization who desires a fully integrated solution to meet their accounting...” [\(MORE\)](#)

Lead #318792 / \$50,000 [VIEW FULL PROFILE →](#)

A government entity in Puerto Rico who needs accounting functionality.

*“This is a government organization. **This organization is located in Puerto Rico.** They have 85 employees. This contact is their Directory of Information Systems. They strongly desire an accounting solution to handle GL, AP, and AR. The biggest need is for the GL for compiling information on their income and expenses. The biggest need of this...”* [\(MORE\)](#)

Lead #319188 / \$45,200 [VIEW FULL PROFILE →](#)

A made-to-order manufacturer in Pennsylvania who needs ERP including: inventory control, purchase order, manufacturing management, budgeting, GL, AP, and AR capabilities.

“This is a consultant requesting on behalf of a made to order manufacturer with 5 employees. The company is using Quickbooks. It wants to find an ERP system for a small business that can perform the general accounting (AP, AR, GL), BOM, budgeting, inventory control, MRP, purchase order, and work order. The company wants an expandable software that...” [\(MORE\)](#)

Lead #318998 / \$43,400 [VIEW FULL PROFILE →](#)

A non-profit in Wisconsin who needs ERP including: inventory control, purchase order, job cost, report writer, and six other modules.

“This is for a non-profit foundation who's purpose is to organize events with other non-profit organizations to help the community on a large level. This contact is an accountant for the foundation who desires a solution to their accounting (AR,AP,GL) with fund accounting, payroll (wishlist), inventory, job costing, bank reconciliation...” [\(MORE\)](#)

Lead #318897 / \$42,400 [VIEW FULL PROFILE →](#)

A made-to-order manufacturer in Arkansas who needs ERP including: inventory control, job cost, bank reconciliation, GL, AP, and AR components.

“This is for a job shop made to order manufacturer of concrete. This contact is the president of the organization who desires a solution to their accounting (AR,AP,GL) with bank reconciliation, inventory and job costing. Their main motivation to change is that they have been using a solution they implemented 20 years ago when they had many more...” [\(MORE\)](#)

Lead #318524 / \$38,800 [VIEW FULL PROFILE →](#)

A college university in North Carolina who needs EDI capability.

“This is a large college university in North Carolina with about 12,000 employees. They are looking for EDI software. They are currently operating on an IBM system and they are upgrading to a Solaris server and moving their platform to a Linux

based platform. For their EDI they have a low amount of flat files and maybe only generate 2-3..." [\(MORE\)](#)

Lead #318551 / \$38,000 [VIEW FULL PROFILE →](#)

A finance, banking & insurance company in Tennessee who needs accounting and bank reconciliation capabilities.

"This is for an insurance organization who provides mainly property and casualty coverage. This contact is the controller for the firm who desires a solution to their accounting (AR,AP,GL) with bank reconciliation, and fixed assets. Their main motivation to change is that they have a proprietary system in place currently that is not in compliance..." [\(MORE\)](#)

Lead #318671 / \$38,000 [VIEW FULL PROFILE →](#)

Hotel company with 2 locations in California who needs accounts receivable, invoicing, and reservations management components.

"This is a 2 building hotel corporation with 75 employees and about 900 rooms located in California. They are looking for software to handle their ar, invoicing, and reservation scheduling. They are also looking for a software system for their reservation and scheduling that can easily integrate or connect with air bnb or other website such as..." [\(MORE\)](#)

Lead #318853 / \$36,400 [VIEW FULL PROFILE →](#)

A food manufacturing company in Pennsylvania who needs inventory control and order management capabilities.

"This is for a food manufacturing/processing company with 50 employees. The company is using an undisclosed edition of Microsoft Dynamics. It has VistaTrac for inventory control and Datamax barcode hardware. The contact is the Controller who is tasked to find a new inventory control and order management software. It is NOT looking to replace its..." [\(MORE\)](#)

Lead #319176 / \$35,200 [VIEW FULL PROFILE →](#)

A property management company in Alabama who needs work order and property management capabilities.

“This is for the repair division of a parent company that does property management. The company is using Skyline Property Management. The contact is the Facilities Coordinator who is looking for a work order management system that has some property management capability. He is not looking to replace Skyline for the entire company; he is looking to...” [\(MORE\)](#)

Lead #318946 / \$34,500 [VIEW FULL PROFILE →](#)

A general contractor in Texas who needs project management capability.

“This is for a construction company that operates on a general contract level for commercial wind farm builds. This contact is a procurement specialist with the company who desires a solution to their project management. Their main motivation to change is that they are growing extremely fast and are in need of a solution that will allow them to...” [\(MORE\)](#)

Lead #318989 / \$33,000 [VIEW FULL PROFILE →](#)

An auto parts retailer in Georgia who needs accounts receivable, general ledger, and bank reconciliation capabilities.

“This is an auto parts retail store with more than 20 employees located in Georgia. The store is looking for a software system handle their ar,gl and bank reconciliation. They are currently using SAP for their ERP system and it does not allow them to match their receivables that were paid with credit cards. They want to have the ability to match...” [\(MORE\)](#)

Lead #318877 / \$31,900 [VIEW FULL PROFILE →](#)

A professional services or consulting company in Illinois who needs ERP including: business intelligence, bank reconciliation, GL, and AP modules.

“This is for a professional services firm that provides staffing and outsourced management services nationwide. This contact is the controller for the company who desires a solution to their accounting (AR,AP,GL) with bank reconciliation, business intelligence and budgeting/forecasting. Their main motivation to change is that they are using a...” [\(MORE\)](#)

Lead #318820 / \$26,000 [VIEW FULL PROFILE →](#)

A general contractor that specializes in apartment and residential remodels in Oregon who needs project management, time & attendance, asset management, and estimating functionalities.

“This is a general contractor with 27 employees that focuses on apartment complex construction and remodel as well as residential remodels. They are located in Oregon. They are looking for a software system to handle their asset management, estimating, time and attendance tracking, and project management. For their time and attendance tracking they...” [\(MORE\)](#)

Lead #318932 / \$25,000 [VIEW FULL PROFILE →](#)

A non-profit in Indiana who needs accounting functionality.

“This is a nonprofit organization that helps provide community and youth programs covering many fields. This organization has 60 employees and has an annual operating budget of about \$1.5M. This contact is the CFO of the organization who desires a nonprofit focused solution to handle their AP, AR, GL, and fund accounting. They may also desire a...” [\(MORE\)](#)

Lead #318935 / \$25,000 [VIEW FULL PROFILE →](#)

A large produce farm in Manitoba who needs accounting capability.

“This is a large farm that grows, packages, and ships their produce to their supplier and are located in Canada with about 100 employees. They are looking for a fully integrated accounting system to handle their ap,ar,gl inventory, and invoicing. They recently made a switch from Windows to Mac and had to convert their QuickBooks to QuickBooks...” [\(MORE\)](#)

Lead #318920 / \$24,000 [VIEW FULL PROFILE →](#)

An engineering consulting company that works almost exclusively with the Navy in Virginia who needs ERP including: payroll, project management, time billing, invoicing, time & attendance, GL, AP, and AR components.

“This is an engineering consulting firm who almost exclusively works with the government and more specifically the Navy. They have 10 employees and work out of Virginia. They are looking for a new fully integrated cloud based solution to run their

ap,ar,gl, payroll, time and billing, time and attendance, invoicing, and project management. They need..." [\(MORE\)](#)

Lead #318879 / \$23,000 [VIEW FULL PROFILE →](#)

A utility company in Oregon who needs inventory control functionality.

"This is a water and electric utility company located in Oregon with about 500 employees. They are looking specifically for an inventory tracking system. They recently implemented WAM (work and asset management) system an Oracle based system and tried to integrate an archaic inventory system that just didn't work it. They are looking to track all..." [\(MORE\)](#)

Lead #318890 / \$23,000 [VIEW FULL PROFILE →](#)

A non-profit in Ontario who needs ERP including: payroll, fund accounting, budgeting, bank reconciliation, GL, AP, and AR components.

"This is for a faith based non-profit organization located in Canada. This contact is the executive director of the organization who desires a solution to their accounting (AR,AP,GL) with bank reconciliation, fund accounting, payroll and budgeting/forecasting. Their main motivation to change is that they are using a system currently that in no way..." [\(MORE\)](#)

Lead #319189 / \$23,000 [VIEW FULL PROFILE →](#)

A durable goods distributor in Connecticut who needs business intelligence functionality.

"This is for a wholesaler/retailer of durable goods. This contact is the CFO of the organization who desires a solution to their business intelligence. Their main motivation to change is that they have a very capable ERP system for their accounting, however the reporting of the system for financial reports is a time consuming and inefficient..." [\(MORE\)](#)

Lead #319126 / \$22,600 [VIEW FULL PROFILE →](#)

Legal services firm in South Carolina who needs ERP including: CRM, time billing, budgeting, GL, AP, and AR modules.

“This is for a law firm that is currently in need of accounting software This client is interested in a solution that will offer the following account functionality: AP, AR, budgeting, planning & forecasting, CRM, GL, and time and billing. Their motivation to change is that they have no training on their current solution which makes it difficult...” [\(MORE\)](#)

Lead #318956 / \$22,500 [VIEW FULL PROFILE →](#)

A sub-contractor in Missouri who needs ERP including: purchase order, job cost, estimating, bank reconciliation, GL, AP, and AR capabilities.

“This is for construction firm who operates mostly on a sub-contract level for commercial projects. This contact is the owner of the company who desires a solution to their accounting (AR,AP,GL) with bank reconciliation, estimating, job costing and purchase orders. Their main motivation to change is that this is a fairly new company that only has...” [\(MORE\)](#)

Lead #319139 / \$21,700 [VIEW FULL PROFILE →](#)

A finance, banking & insurance company in New York who needs purchase order capability.

“This is for a multi-location insurance company located on the east coast. This contact is the office manager for the company who desires a solution to their purchasing. Their main motivation to change is that they need a solution that will help automate requests and the purchasing for the organization as a whole for their 6 locations. Currently...” [\(MORE\)](#)

Lead #319221 / \$21,300 [VIEW FULL PROFILE →](#)

A general contractor in Indiana who needs payroll and job cost capabilities.

“This is for a general contractor the does both residential and commercial work. The client is interested in a solution that will offer both job costing and payroll. Their motivation for change is that they currently have redundant processes that are not efficient. They are looking to increase the efficiency. They currently use Quickbooks...” [\(MORE\)](#)

Lead #319180 / \$19,400 [VIEW FULL PROFILE →](#)

A retailer of hard goods in Missouri who needs ERP including: order management, CRM, e-commerce, sales tax, GL, AP, and AR functionalities.

“This is for a retailer selling ergonomic supplies across the US. The client is interested in a full ERP system for their small business that can provide financial, and order management, with CRM added. The motivation for change is based on having multiple systems currently in place that create redundant work. The client is looking for a solution...” [\(MORE\)](#)

Lead #318894 / \$19,100 [VIEW FULL PROFILE →](#)

A made-to-order manufacturer in New York who needs manufacturing management functionality.

“This is for a start-up job shop manufacturer with 18 employees that specializes in waste water treatment tanks. The company is using Quickbooks. The contact is the Office Manager and Executive Assistant to the CEO. She is looking for JUST a bill of materials software/module. She recently spoke with the Engineering Senior VP who is motivated to...” [\(MORE\)](#)

Lead #319038 / \$16,600 [VIEW FULL PROFILE →](#)

A large made-to-order manufacturer in California who needs EDI functionality.

“This is a large made for stock manufacturer with 25 employees located in California. This company is looking specifically for EDI software that can integrate with their current Oak Street software system. They are only open to viewing on premise solutions. They are willing to view solutions that cost \$13,000 for installation, licensing, and...” [\(MORE\)](#)

Lead #318652 / \$16,400 [VIEW FULL PROFILE →](#)

A start up general contractor that specializes in health care construction and remodels in North Carolina who needs ERP including: payroll, job cost, budgeting, GL, AP, and AR capabilities.

“This will be a new general contractor with 2 employees who specializes on health care remodels with an average job cost of 2-3 million and lower. They are also located in North Carolina. The owner of this is currently an executive for a large

construction company in North Carolina and will be branching out to form his own company by the end of the..." [\(MORE\)](#)

Lead #318826 / \$15,400 [VIEW FULL PROFILE →](#)

A professional services or consulting company in Manitoba who needs ERP including: project tracking, purchase order, time billing, bank reconciliation, GL, AP, and AR capabilities.

"This is for a professional services firm who provides general contracting consulting services and will occasional manage a project from a hands on approach. This contact is the co-owner of the company who desires a solution to their accounting (AR,AP,GL) with bank reconciliation, job costing, purchase orders, project management and time/billing..." [\(MORE\)](#)

Lead #319006 / \$15,000 [VIEW FULL PROFILE →](#)

A property management company with 4 commercial buildings and 15 total tenants in Florida who needs accounting and property management modules.

"This is a family owned property management company with 4 employees located in Florida. They are looking for a software system that can replace their Quicken for their ap,ar,gl functionality and add much needed property management functionality. They currently manage 4 commercial building with 15 total units. Some of these buildings are owned by..." [\(MORE\)](#)

Lead #318881 / \$13,800 [VIEW FULL PROFILE →](#)

A process operations manufacturer in Nevada who needs accounting and order management components.

"This is a manufacturing company that works on a process operation creating an oil absorbent. They are a start-up and have just started their operations within the past 6 months. They have 10 employees and do under \$1M in annual sales. This contact is the controller for the company who desires a solution to handle their AP, AR, GL, inventory..." [\(MORE\)](#)

Lead #319014 / \$13,400 [VIEW FULL PROFILE →](#)

A property management company in Florida who needs accounting and property management components.

“This is for a property management company with 5 employees that has marina properties for rent. This current company is buying out the old company and so is not using any software to manage. The contact is the Operations Manager who is looking for a property management and accounting (AP, AR, GL) software. He has familiarity with...” [\(MORE\)](#)

Lead #319141 / \$12,800 [VIEW FULL PROFILE →](#)

A property management company in Texas who needs accounting, property management, and utility billing components.

“This is for a property rental and management company with 2 employees that offers medical-use commercial spaces for lease. The company is using Microsoft Dynamics GP. The contact is the Controller who is looking for a new software system that can perform general accounting (AP, AR, GL), property management, and utility billing. She is looking for...” [\(MORE\)](#)

Lead #318666 / \$12,000 [VIEW FULL PROFILE →](#)

A professional services or consulting company in California who needs ERP including: payroll, job cost, bank reconciliation, GL, AP, and AR capabilities.

“This is for a professional consulting company who provides market research services. This contact is the research director who desires a solution to their accounting (AR,AP,GL) with bank reconciliation, job costing and payroll. Their main motivation to change is that they use a solution currently that accurately tracks the overall income and...” [\(MORE\)](#)

Lead #318865 / \$12,000 [VIEW FULL PROFILE →](#)

A property management company in Oregon who needs accounting, bank reconciliation, and property management functionalities.

“This is a new start up property management company with 2 employees and 34 units to start. They are located in Oregon. They will be taking over a total of 34 units which will be both single family and multi family homes. They plan on expanding the

business and taking over affordable homes as well and will need the software to be able to handle the...” [\(MORE\)](#)



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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