

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 #319311 / \$26,308,000 [VIEW FULL PROFILE →](#)

A government entity in Colorado who needs ERP including: project tracking, purchase order, CRM, business intelligence, and eight other modules.

"This is for a government entity that represents many different departments and many different services. This contact is a consultant on behalf of the agency who desires a solution to their accounting (AR,AP,GL) with bank reconciliation, budgeting/forecasting, business intelligence, CRM, document management, estimating, fund accounting, job..." [\(MORE\)](#)

Lead #319253 / \$2,220,000 [VIEW FULL PROFILE →](#)

A durable goods distributor in New York who needs ERP including: supply chain management, CRM, fixed asset management, foreign currency conversion, and 10 other modules.

"This is a large durable good distributor with 120 employees in 7 offices with their main branch located in New York. This company is looking for a robust cloud based system to handle their ap,ar,gl, foreign currency conversion, fixed asset management, bank reconciliation, budgeting, planning, forecasting, purchase order, order management, edi..." [\(MORE\)](#)

Lead #319314 / \$329,400 [VIEW FULL PROFILE →](#)

A government entity in Saint Lucia who needs project tracking and workflow management components.

"This consultant was hired by a government entity with 150 employees. The company is using Sage 100 and Sage HRMS. The consultant is tasked with finding the right project management system to perform BI reporting, job cost, and workflow

management. It doesn't have to integrate with Sage but it would be ideal if it did. She has reviewed SmartSheet..." [\(MORE\)](#)

Lead #319393 / \$195,000 [VIEW FULL PROFILE →](#)

A computer/electronics retailer in Florida who needs ERP including: inventory control, invoicing, e-commerce, bank reconciliation, GL, AP, and AR modules.

"This is a multi entity enterprise that operates about 3 branches of different services that all range under the umbrella of electronic sales and services with about 20 employees who are located in Florida. The company is looking for a mid range erp system to handle their ap,ar,gl bank reconciliation, inventory control, e-commerce, and invoicing..." [\(MORE\)](#)

Lead #319590 / \$175,000 [VIEW FULL PROFILE →](#)

An educational organization in Louisiana who needs ERP including: time billing, fund accounting, HR management, budgeting, GL, AP, and AR functionalities.

"This is a consultant on behalf of a company that will be running 5 K-12 schools. The client is looking for a full ERP system that can also provide HR capabilities and fund accounting. The motivation to change is that the client will be new to running these 5 schools and needs to implement a solution that will work across all entities. The school..." [\(MORE\)](#)

Lead #319312 / \$173,600 [VIEW FULL PROFILE →](#)

A property management company in Minnesota who needs ERP including: business intelligence, property management, GL, and AP capabilities.

"This consultant was hired on behalf of a property rental company with roughly 50 employees. The client is not using any software at the moment outside of an unnamed work order management system that tenants can request work orders online. He is looking for a property management system that can perform general accounting (AP, AR, GL), business..." [\(MORE\)](#)

Lead #319384 / \$163,200 [VIEW FULL PROFILE →](#)

A sub-contractor in Arizona who needs ERP including: payroll, HR management, bank reconciliation, GL, AP, AR, and project tracking components.

“This is for a construction company that operates on a sub-contract basis for primarily commercial projects. This contact the the controller for the company who desires a solution to their accounting (AR,AP,GL) with bank reconciliation, payroll, time & attendance, HR, job costing, and project management. Their main motivation to change is that they...” [\(MORE\)](#)

Lead #319218 / \$160,400 [VIEW FULL PROFILE →](#)

An author in Nevada who needs accounting and CRM capabilities.

“This is for an author who writes action thrillers and has 25 remote employees in 20 countries. He uses Quicken for his accounting. He desires a software solution that can perform general accounting (AP, AR, GL), CRM and lead management. He has realized a need for a more robust system that is centralized and allows his employees access to their...” [\(MORE\)](#)

Lead #319467 / \$143,000 [VIEW FULL PROFILE →](#)

A software development company in North Carolina who needs ERP including: purchase order, project management, bill of materials, time billing, and five other modules.

“This is medium sized medical software development company with 40 employees located in North Carolina. They are looking for a fully integrated software system to handle their ap,ar,gl, bank reconciliation, purchase orders, time and billing, bill of materials, project management, and invoicing. The main driver of this company is the development of...” [\(MORE\)](#)

Lead #319443 / \$140,400 [VIEW FULL PROFILE →](#)

A sub-contractor in Trinidad And Tobago who needs ERP including: project tracking, inventory control, payroll, fixed asset management, and seven other modules.

“This is for a subcontractor that does commercial and heavy industrial installation located in Trinidad. The client is seeking a full ERP system that contains accounting, and construction modules, as well as retail modules. The client has multiple revenue sources including 3 retail locations, as well as providing service to the items they install...” [\(MORE\)](#)

Lead #319538 / \$138,000 [VIEW FULL PROFILE →](#)

A hospitality or hotel management company in Virginia who needs ERP including: fund accounting, budgeting, bank reconciliation, GL, AP, and AR capabilities.

“This is a consultant who is working with a very large hotel with 5 locations 2 golf courses and a spa that employees 900 individuals in the state of Virginia. They are looking just for an accounting software for their ap,ar,gl, bank reconciliation, budgeting, planning, forecasting. They are currently using Infinium DOS and they know they need to...” [\(MORE\)](#)

Lead #319465 / \$120,000 [VIEW FULL PROFILE →](#)

An educational organization in Arizona who needs accounts receivable capability.

*“**This is a Request for Proposal (RFP) process. This company desires a handful of vendors that will be willing to submit proposals for a Student Billing (Accounts Receivable) software product and its implementation.** The intent is to obtain information about and an understanding if the product presented will meet their needs, and evaluate the...”* [\(MORE\)](#)

Lead #319254 / \$116,400 [VIEW FULL PROFILE →](#)

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

“This is for a made for stock manufacturer of machine tools/parts who also has a small job shop operation as well. This contact is the owner of the company who desires a solution to their accounting (AR,AP,GL) with bank reconciliation, inventory, job costing, MRP, order management, purchase orders and time/attendance. Their main motivation to...” [\(MORE\)](#)

Lead #319318 / \$96,000 [VIEW FULL PROFILE →](#)

A consultant on behalf of a general contractor in Alberta who needs ERP including: project tracking, inventory control, purchase order, time billing, invoicing, estimating, GL, AP, and AR components.

“This is a consultant requesting on behalf of a general contractor with 17 employees that does residential and commercial construction. The client is using Sage 300 CRE.

The consultant does marketing for the client and is helping to find a construction-specific ERP system that can perform general accounting (AP, AR, GL), estimates, inventory..." [\(MORE\)](#)

Lead #319402 / \$78,400 [VIEW FULL PROFILE →](#)

A healthcare organization in California who needs accounting and medical billing functionalities.

"This is for a healthcare provider that has 150 employees and over 500 providers. They are looking for a solution that can do accounting functions as well as medical billing. Their primary motivation for change, is that they are currently working with 5 3rd party billing companies and are looking to bring their medical billing in house. They..." [\(MORE\)](#)

Lead #319397 / \$74,000 [VIEW FULL PROFILE →](#)

Medical device distributor in Arizona who needs ERP including: inventory control, purchase order, payroll, CRM, invoicing, budgeting, GL, AP, and AR components.

"This is a medical device sales and distribution company with 12 employees located in Arizona. They are looking for a fully integrated software system to handle their ap,ar,gl, payroll, budgeting, planning, forecasting, purchase orders, inventory,crm, and invoicing. The company is currently operating on QuickBooks but once they go live with their..." [\(MORE\)](#)

Lead #318842 / \$70,000 [VIEW FULL PROFILE →](#)

A non-profit in New York who needs accounts payable and budgeting functionalities.

"This is for a non-profit organization with 150 employees. It is using Ceres Foodbank Software (powered by Microsoft NAV), Jet Reporting/BI, and e-Post for procurement (which does integrate with Ceres). The contact is the AP Manager who is looking for automated AP and budgeting modules to integrate with Ceres. Though these modules are normally..." [\(MORE\)](#)

Lead #319426 / \$70,000 [VIEW FULL PROFILE →](#)

A retailer of hard goods in Trinidad And Tobago who needs ERP including: inventory control, order management, payroll, point-of-sale, GL, AP, and AR capabilities.

“This is for a retailer of office supplies and cleaning products with 40 employees. It is using Sage 50 version 2015. The contact is the Corporate Manager who is looking for a software system that can perform general accounting (AP, AR, GL), inventory control, order management, payroll, and point of sales. She stated that the company is expanding...” [\(MORE\)](#)

Lead #319289 / \$65,400 [VIEW FULL PROFILE →](#)

A sub-contractor in Missouri who needs ERP including: payroll, job cost, fixed asset management, estimating, and four other modules.

“This is a subcontractor with 30 employees (and can hire up to 200 depending on demand) that specializes in structural steel construction for commercial properties. It is using Sage 100 Contractor and has an unnamed estimating software (which does not integrate with Sage). The contact is the President of the company who desires a software system...” [\(MORE\)](#)

Lead #319495 / \$64,000 [VIEW FULL PROFILE →](#)

Medical supply distributor in Washington who needs ERP including: supply chain management, payroll, CRM, invoicing, bank reconciliation, GL, AP, and AR functionalities.

“This is a large medical supply distributor with 45 employees located in Washington. They are looking for a software solution to handle their ap,ar,gl, bank reconciliation, payroll, purchase orders, order management, inventory, work orders, crm, and invoicing. They are currently using a very outdated Pro4 system that they are looking to upgrade by...” [\(MORE\)](#)

Lead #319385 / \$58,000 [VIEW FULL PROFILE →](#)

A large chemical manufacturer in Kentucky who needs inventory control and workflow management capabilities.

“This is a large chemical manufacturing company with over 22,000 employees and more than 20 manufacturing plants. The lead is looking for inventory control

software only. They will need barcoding and rfid scanning capability. They are currently using SAP version 7400.1.1 and will need this new system to integrate with it. This lead is for one..." [\(MORE\)](#)

Lead #319192 / \$57,200 [VIEW FULL PROFILE →](#)

An agriculture, forestry, fishing or mining company in Massachusetts who needs AP, AR, payroll, job cost, and three other modules.

"This is for an agriculture company with 20 employees. It is using Quickbooks Enterprise and QB payroll services to manage its business. It has an accountant that uses EasyAcct for depreciation. The contact is the Co-Owner and Solutions Manager who is looking for an alternative system that can perform general accounting (AP, AR, GL), Business..." [\(MORE\)](#)

Lead #319589 / \$52,600 [VIEW FULL PROFILE →](#)

A consultant requesting on behalf of a made-for-stock manufacturer in North Carolina who needs inventory control, order management, and warehouse management modules.

"This is a consultant requesting on behalf of a made for stock manufacturer with roughly 15 employees. The company is using an unknown edition of Sage. They are looking for a warehouse management solution that can perform inventory control and order management. They are interested in Accellos One Warehouse but are open to comparing options. They..." [\(MORE\)](#)

Lead #319477 / \$51,000 [VIEW FULL PROFILE →](#)

A made-to-order medical device manufacturer in New York who needs supply chain management and invoicing components.

"This is a medical component manufacturer with 100 employees located in New York. They are looking for software to handle their purchase orders, invoicing, order management, and inventory. They are currently using Macola and do not want to replace this system but find a solution that will integrate with it. They are having major problems with their..." [\(MORE\)](#)

Lead #319247 / \$49,400 [VIEW FULL PROFILE →](#)

A made-for-stock manufacturer in Trinidad And Tobago who needs payroll and HR management capabilities.

“This is a manufacturing company based in Trinidad that has 300 employees. The client is interested in an HR and Payroll solution. The motivation for change is that they currently don't have a solution in place that helps manage their employee records. The client has a goal of going paperless this year. They need a software solution that can assist...” [\(MORE\)](#)

Lead #318925 / \$40,500 [VIEW FULL PROFILE →](#)

A healthcare or social services organization in Illinois who needs payroll and time & attendance components.

“This is for a health care provider who operates a long-term care facility. This contact is the HR Director for the company who desires a solution to their payroll and time/attendance. Their main motivation to change is they need a payroll and time/attendance system that is capable of payroll based journal entries, their current solution doesn't...” [\(MORE\)](#)

Lead #319428 / \$37,400 [VIEW FULL PROFILE →](#)

A property management company in Michigan who needs ERP including: payroll, fixed asset management, invoicing, property management, budgeting, GL, AP, and AR capabilities.

“This is for a commercial property management company that manages 70 unique properties. The client does have 2 residential apartment buildings that are managed by outside of firms and are considered out of scope for this project. The client is looking for a full accounting solution that will also provide property management capabilities. Their...” [\(MORE\)](#)

Lead #319558 / \$36,300 [VIEW FULL PROFILE →](#)

A general contractor in Jamaica who needs accounting and project tracking functionalities.

“This is for a general contractor that does both residential and commercial construction. There can be anywhere between 20 to 30 employees depending on the season. The company has operated since 2010 but never purchased any business

management software. The contact is the owner of the business and has a primary need for a project management..." [\(MORE\)](#)

Lead #319308 / \$36,000 [VIEW FULL PROFILE →](#)

A retailer of hard goods in Ontario who needs ERP including: inventory control, CRM, point-of-sale, budgeting, GL, AP, and AR functionalities.

"This is for a hard goods retailer based in Ontario Canada. The client is interested in an ERP system that will include CRM as well as POS integration for their single retail store with inventory control. The client has both a retail location as well as a service branch that provides installation, renovation, and service to the items they sell..." [\(MORE\)](#)

Lead #319263 / \$31,600 [VIEW FULL PROFILE →](#)

A real estate sales & development company in Delaware who needs ERP including: job cost, work order, commissions management, GL, AP, and AR modules.

"This is a mid sized real estate and development company with 18 employees located in Delaware. This company is looking for a system to handle their ap,ar,gl, job costing, commissions management, and work orders. They had purchased a half implemented system a couple of years ago but they will be changing accountants soon and the new accountant..." [\(MORE\)](#)

Lead #319290 / \$28,600 [VIEW FULL PROFILE →](#)

An art gallery in Ohio who needs inventory control capability.

"This is for an art gallery with 40 employees that provides fine arts, custom framing, and gifts. The company is using Quickbooks Enterprise. The contact is the Finance Manager who is looking for an inventory management solution; it would great if it integrated with QB but it is not required. He stated that the inventory is growing which has..." [\(MORE\)](#)

Lead #319315 / \$26,400 [VIEW FULL PROFILE →](#)

A medical practice in Michigan who needs medical billing and electronic health records modules.

“This is a medical practice with 15 employees located in Michigan. They are looking for EMR and medical billing software. The lead was one of the therapists and was unsure of their current back office accounting software. She said they may be willing to completely replace it if this system can handle their ap,ar, and gl as well. They would also...” [\(MORE\)](#)

Lead #319343 / \$26,200 [VIEW FULL PROFILE →](#)

A sub-contractor in California who needs inventory control, invoicing, and estimating capabilities.

“This is a subcontractor that deals with government entities. The client is looking for an inventory management solution, that can assist with estimates and quotes as well as provide invoicing capabilities. The motivation to change is that they are currently using Excel spreadsheets and need a system that will allow the increase in productivity and...” [\(MORE\)](#)

Lead #319394 / \$23,400 [VIEW FULL PROFILE →](#)

A made-for-stock manufacturer in Ontario who needs ERP including: supply chain management, CRM, invoicing, GL, AP, and AR functionalities.

“This is for a made for stock manufacturer with 6 employees that diamond coats cutting tools. The company is using Quickbooks Premier and NumberCruncher. The contact is the Chairman who desires an integrated system that can perform general accounting (AP, AR, GL), CRM, Inventory Control, Invoicing, and Order Management. He has been using his...” [\(MORE\)](#)

Lead #319281 / \$21,000 [VIEW FULL PROFILE →](#)

A property management company in New York who needs ERP including: bank reconciliation, contract management, property management, GL, AP, and AR components.

“This is for a real estate development company that has expanded into property management internally and externally as a service. This contact is the property manager for the company who desires a solution to their accounting (AR,AP,GL) with bank reconciliation, contract management, and property management. Their main motivation to change is that...” [\(MORE\)](#)

Lead #319135 / \$19,500 [VIEW FULL PROFILE →](#)

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

“This is for a property management company that owns and operates a variety of properties. This contact is the owner of the company who desires a solution to their accounting (AR,AP,GL) with bank reconciliation and property management. Their main motivation to change is that they have no formal solution in place to their property management and...” [\(MORE\)](#)

Lead #319424 / \$18,400 [VIEW FULL PROFILE →](#)

A transportation company in Ontario who needs payroll capability.

“This is for a transportation company that has interests in both Canada and the US. This contact is the accountant for the company who desires a solution to their payroll. Their main motivation to change is that they are managing their US based payroll manually via spreadsheet. They would like to implement a formal payroll solution that is US...” [\(MORE\)](#)

Lead #319574 / \$16,500 [VIEW FULL PROFILE →](#)

A property management company in South Carolina who needs ERP including: fixed asset management, budgeting, property management, GL, AP, and AR modules.

“This is for a commercial property management client that has 30 commercial properties. They are looking for general accounting as well as property management solution. The client is currently using Quickbooks as an accounting solution, and on the call stated that they either needs a solution that can integrate with Quickbooks, or needs a solution...” [\(MORE\)](#)

Lead #319471 / \$15,600 [VIEW FULL PROFILE →](#)

A general contractor in Idaho who needs fixed asset management capability.

“This is for a construction company that operates on a general contractor level for primarily commercial projects. This contact is the operations manager for the company who desires a solution to their fixed assets. Their main motivation to

change is that they need to get a better handle on the location of their assets. They have multiple ongoing... [\(MORE\)](#)

Lead #318960 / \$14,200 [VIEW FULL PROFILE →](#)

A restaurant in Missouri who needs point-of-sale capability.

“This is for a set-to-launch bar and restaurant with an anticipated 20 employees. The owner has an existing business which he is using Quickbooks for accounting and payroll. The contact is the Kitchen Manager (and IT Support) for the new bar; he is tasked with finding a new POS systems for the business. He initially submitted a request for Future...” [\(MORE\)](#)

Lead #319494 / \$13,800 [VIEW FULL PROFILE →](#)

A general contractor in Hawaii who needs ERP including: bank reconciliation, GL, AP, and AR functionalities.

“This is a small general contractor who focuses on excavation for trenches, drainage, septic systems, preps for foundations with 18 employees. They work almost completely on residential units. They are looking for an accounting system to handle their ap,ar,gl, bank reconciliation, job costing, and project management. They are currently using Smart...” [\(MORE\)](#)

Lead #318220 / \$13,400 [VIEW FULL PROFILE →](#)

A custom clothing manufacturer in British Columbia who needs inventory control capability.

“This is a custom clothing manufacturer with 7 employees located in Canada. They are looking specifically for inventory and bar code tracking capability. They are currently using QuickBooks Online and would not need this to integrate with that solution. Customers send in their orders for custom made apparel and this company orders the main goods...” [\(MORE\)](#)

Lead #319275 / \$13,000 [VIEW FULL PROFILE →](#)

A made-to-order manufacturer in Ontario who needs inventory control capability.

“This is for a build to order manufacturer. The client is looking for an inventory management system that can assist with providing better management for their large inventory. The motivation for change is that they currently are using Excel and as the business continues to grow, they realize that Excel will not be able to support their needs. They...” [\(MORE\)](#)

Lead #319280 / \$12,900 [VIEW FULL PROFILE →](#)

A service company in Virginia who needs accounting and CRM components.

“This is for a service company offering videography services. The client is in need of an accounting solution that has the ability to integrate with a CRM solution. The primary motivation for change is that they are currently using an outdated and no longer supported version of Peachtree. The client has specific interests in a platform that has the...” [\(MORE\)](#)

Lead #319339 / \$12,800 [VIEW FULL PROFILE →](#)

A retailer of hard goods in Quebec who needs inventory control and point-of-sale components.

“This is for the convenience store of a resort; the resort has 40 employees and the convenience store has 6. The contact did not disclose any other software systems the company is using. The contact is the Vice President who desires a POS and inventory software solution. He prefers it be a standalone system. Along with software, he will need...” [\(MORE\)](#)

Lead #319593 / \$12,800 [VIEW FULL PROFILE →](#)

A retailer of hard goods in New York who needs inventory control and point-of-sale components.

“This is a consultant requesting on behalf of a medical supply retailer with 5 employees. The company operates both online and through its physical store. The consultant did not disclose what other systems the client is using. The company is looking for an inventory control and POS software. Their inventory is growing so they are motivated to find...” [\(MORE\)](#)

Lead #319327 / \$12,000 [VIEW FULL PROFILE →](#)

An agriculture, forestry, fishing or mining company in California who needs fixed asset management functionality.

“This is for a large and growing agricultural operation who is a crop producer. This contact is the finance director for the organization who desires a solution to their fixed assets. Their main motivation to change is that they are on the a path of rapid growth and need a formalized solution that will allow them to get a better handle on their...” [\(MORE\)](#)

Lead #318508 / \$11,000 [VIEW FULL PROFILE →](#)

A newer accounting firm in Maryland who needs ERP including: purchase order, payroll, document management, bank reconciliation, GL, AP, and AR functionalities.

“This is a sole proprietor book keeping company located in Maryland. They are currently using a combination of Sage 50 and QuickBooks to operate their clients books. The client also does tax prep for clients, but is good with her current tax prep software. She will need a software system to handle ap,ar,gl, document management, bank reconciliation...” [\(MORE\)](#)

Lead #319543 / \$11,000 [VIEW FULL PROFILE →](#)

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

“This is for a property management company that manages 184 residential units. The client is based in California but the properties in this scope are located in Iowa. The client is looking for a system that can provide property and work order management. The primary motivation for change is that the client recently found out that their current...” [\(MORE\)](#)

Lead #319354 / \$10,400 [VIEW FULL PROFILE →](#)

A healthcare or social services organization in California who needs document management functionality.

“This is a medical clinic located in California with 4 employees. They are looking specifically for document management and imaging to incorporate at their clinic. They are currently using Practice Fusion and Dashboard to keep track of their

records and scheduling. Some of their patients do not directly go to the doctors office for their needs or..." [\(MORE\)](#)



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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