

## 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 #320062 / \$1,200,000 [VIEW FULL PROFILE →](#)

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A government entity in New York who needs accounting functionality.

*"This is for a government agency that represents the state of New York. The client is looking for an accounting system primarily focused on: AR, GL, bank rec, fund accounting, and AP as a potential add on. The primary motivation for change is they are using a very old version of Walker accounting software. As it is out dated and no longer..."* [\(MORE\)](#)

Lead #320387 / \$497,000 [VIEW FULL PROFILE →](#)

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An information, telecommunication, or recording company in North Carolina who needs AP, purchase order, business intelligence, and work order components.

*"This is for one division of an IT company with over 1,000 employees and is using Lotus Notes. The contact is the Database Administrator who is looking for an ERP system for AP, BI (forecasting), estimating/quoting, purchase order, work order, and wishlist for project management and job cost. There is no primary need for AR or GL module because..."* [\(MORE\)](#)

Lead #320046 / \$480,000 [VIEW FULL PROFILE →](#)

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A transportation company in Alberta who needs ERP including: order management, CRM, business intelligence, fixed asset management, and seven other modules.

*"This is for an airline carrier located in Canada. This contact is a high ranking officer for the company who desires a solution to their accounting (AR,AP,GL) with bank reconciliation, budgeting and forecasting, business intelligence, fixed assets, foreign currency conversion, CRM, asset management, order management, purchase orders and workflow..."* [\(MORE\)](#)

Lead #320039 / \$391,200 [VIEW FULL PROFILE →](#)

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A general contractor in Maryland who needs document management, contract management, and workflow management components.

*“This is for a subcontractor that primarily does commercial and civil heavy construction. The contact is the Contract Manager who did not specify which Viewpoint software the company is using. He desires a contract/document management software that is able to route and perform workflow management. He is NOT looking to replace Viewpoint as the...”* [\(MORE\)](#)

Lead #320033 / \$291,000 [VIEW FULL PROFILE →](#)

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A healthcare organization in Wisconsin who needs accounting and bank reconciliation functionalities.

*“This is a health care provider that works with all age ranges of clients with varying types of disabilities. They are located in Wisconsin and have about 250 employees. They are looking for an accounting system to keep track of their ap,gl fixed asset management, bank reconciliation, budgeting, planning, and forecasting. They recently installed a...”* [\(MORE\)](#)

Lead #320355 / \$278,800 [VIEW FULL PROFILE →](#)

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A sub-contractor in Minnesota who needs ERP including: project tracking, purchase order, payroll, fixed asset management, and five other modules.

*“This is for a construction company that works on a sub contract level for both residential and commercial project for electrical installations. This contact is the controller for the company who desires a solution to their accounting (AR,AP,GL) with bank reconciliation, payroll, estimating, job costing, purchase orders and project management...”* [\(MORE\)](#)

Lead #320038 / \$209,000 [VIEW FULL PROFILE →](#)

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A service company in Texas who needs ERP including: business intelligence, api connectivity, fixed asset management, bank reconciliation, GL, AP, and AR functionalities.

*“This is for a professional service company that provides contract moving services nationwide. This contact is the VP of finance for the company who desires a solution*

*to their accounting (AR,AP,GL) with bank reconciliation, budgeting/planning, business intelligence, fixed assets and API connectivity. Their main motivation to change is that they..."* [\(MORE\)](#)

Lead #320231 / \$200,000 [VIEW FULL PROFILE →](#)

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A non-profit in Pennsylvania who needs ERP including: inventory control, CRM, fund accounting, GL, AP, and AR functionalities.

*"This is a consultant requesting on behalf of a non-profit shelter that has anywhere between 150 to 200 employees. The organization is using CornerStone as its core management software. The consultant stated that he was tasked to help update and manage the client's inventory and is looking for a system that is able to perform inventory management..."* [\(MORE\)](#)

Lead #320073 / \$189,000 [VIEW FULL PROFILE →](#)

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A made-to-order manufacturer that produces heavy duty metal items in Idaho who needs ERP including: inventory control, payroll, invoicing, time & attendance, GL, AP, and AR components.

*"This is a larger job shop manufacturer who produces heavy duty metal items with 49 employees located in Idaho. They are looking for a software system to handle their ap,ar,gl invoicing, payroll, time and attendance tracking, and inventory. They are currently using QuickBooks for these items and have outgrown this system and want to replace it. The..."* [\(MORE\)](#)

Lead #320132 / \$171,000 [VIEW FULL PROFILE →](#)

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A janitorial company in Nebraska who needs payroll, CRM, project management, and time & attendance modules.

*"This is a large janitorial company in Nebraska with about 200 employees. They are looking for a fully integrated software system to handle their payroll, time and attendance tracking, project management, and crm system. They currently use QuickBooks for their accounting and have no issues with this system and are not looking to replace it. Their..."* [\(MORE\)](#)

Lead #320322 / \$145,000 [VIEW FULL PROFILE →](#)

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A professional services or consulting company in New Jersey who needs ERP including: business intelligence, project tracking, time billing, foreign currency conversion, bank reconciliation, GL, AP, and AR components.

*“This is for a multi-location professional services firm that provides non-profit firms with fund-raising and analytics services. This contact is the CFO of the firm who desires a solution to their accounting (AR,AP,GL) with bank reconciliation, budgeting/forecasting, business intelligence, foreign currency, job costing, project management and...”* [\(MORE\)](#)

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Lead #320265 / \$133,800 [VIEW FULL PROFILE →](#)

A general contractor in Ohio who needs ERP including: payroll, work order, project tracking, estimating, GL, AP, and AR components.

*“This is for a union general contractor that offers design/build services for public and commercial construction. The annual revenue is \$40 - \$60 million. There are roughly 50 employees and that can change during the year. They are using Foundations Software. The contact is an Associate Owner (1 or 4) who desires a construction specific ERP system...”* [\(MORE\)](#)

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Lead #320367 / \$120,000 [VIEW FULL PROFILE →](#)

Food manufacturing company in Liberia who needs ERP including: inventory control, order management, payroll, manufacturing management, and six other modules.

*“This is a larger food manufacturing company with 150 employees located in Liberia being represented by a consultant. This company is looking for a fully integrated system to handle their ap,ar,gl, bank reconciliation, payroll, purchase orders, time and attendance tracking, order management, purchase orders, supply chain management, inventory...”* [\(MORE\)](#)

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Lead #320369 / \$117,200 [VIEW FULL PROFILE →](#)

An accounting or legal services firm in Puerto Rico who needs ERP including: payroll, fixed asset management, client write-up, bank reconciliation, GL, AP, and AR capabilities.

*“This is for a multi-location accounting services firm located in Puerto Rico. This contact is the accounting director who desires a solution to their accounting (AR,AP,GL) with bank reconciliation, payroll and fixed assets. Their main motivation to change is that their current solution doesn't allow them remote access, for functional and...”* [\(MORE\)](#)

Lead #320239 / \$116,800 [VIEW FULL PROFILE →](#)

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A utility in Florida who needs ERP including: business intelligence, bank reconciliation, GL, and AP components.

*“This is for a utility company that provides wholesale energy services to municipalities. This contact is a senior accountant for the company who desires a solution to their accounting (AR,AP,GL) with bank reconciliation, budgeting and business intelligence. Their main motivation to change is that their current solution doesn't work the best for...”* [\(MORE\)](#)

Lead #320222 / \$106,600 [VIEW FULL PROFILE →](#)

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A retailer of hard goods in Virginia who needs payroll and HR management capabilities.

*“This is for a hard good retailer that sells furniture. The client is looking for a solution that can do HR, payroll, and time and attendance tracking for their company. The primary motivation for change is they feel their current solution no longer fits their needs and that they have outgrown it, thus they are looking for a new solution. The...”* [\(MORE\)](#)

Lead #320363 / \$102,000 [VIEW FULL PROFILE →](#)

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A government entity in North Dakota who needs asset management capability.

*“This is for a government entity with 850 employees. The organization is using HTE government software. \*The contact is the CIO who only desires a RFID asset management software. He is NOT looking to replace HTE as the core business system. \* So long as the RFID software is SQL based, his team is able to integrate the two solutions. His current...”* [\(MORE\)](#)

Lead #320282 / \$100,600 [VIEW FULL PROFILE →](#)

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A sub-contractor in New York who needs ERP including: inventory control, job cost, invoicing, workflow management, budgeting, estimating, GL, AP, and AR functionalities.

*“This is a consultant on behalf of a subcontracting company that does installation of security systems for commercial businesses. The client is in need of a full ERP, construction, and accounting modules, with the ability to add e-commerce capabilities. The consultant stated he is looking to become the controller of the company but for now is...”* [\(MORE\)](#)

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Lead #320005 / \$97,000 [VIEW FULL PROFILE →](#)

A consultant for an online food retailer in District of Columbia who needs accounting and order management modules.

*“This is a consultant requesting on behalf of a client with roughly 50 employees that provides an online food catalog and delivery service. He is not sure of what they are using currently. The consultant has a good relationship with the client so is hoping to win their business by finding the right software system for them. Their needs include...”* [\(MORE\)](#)

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Lead #320129 / \$87,600 [VIEW FULL PROFILE →](#)

A durable goods distributor in Texas who needs ERP including: order management, payroll, CRM, EDI, and five other modules.

*“This is for a durable goods distributor that distributes industrial, medical, and IT supplies. The company is in need of a full ERP solution that will encompass: accounting modules, EDI, CRM, inventory control, order management, payroll, and purchase orders. The primary motivation for change is that the company is expecting rapid growth in their...”* [\(MORE\)](#)

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Lead #320074 / \$81,000 [VIEW FULL PROFILE →](#)

A retailer of soft goods in Connecticut who needs inventory control functionality.

*“This is for a retail business that specializes in apparel and footwear. The company has about 50 locations and the contact believes over 1,000 employees. She is the Inventory Supervisor and said the company is using APTOS as its core business*

*system. She desires a barcoding software that is able to generate a usable file/report of actual product..."* [\(MORE\)](#)

Lead #320370 / \$69,000 [VIEW FULL PROFILE →](#)

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

*"This is for a made to order furniture manufacturer that has 15 employees, 1 manufacturing warehouse, and 1 showroom. The company is using QB online and Google spreadsheets. The contact is the Manager who desires an ERP system that can perform inventory control, bill of materials, material resource planning, payroll (w/ time tracking), and also has..."* [\(MORE\)](#)

Lead #320235 / \$64,000 [VIEW FULL PROFILE →](#)

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A sub-contractor in Indiana who needs ERP including: CRM, document management, estimating, reservations management, and six other modules.

*"This is for a multi-location construction company that operates mostly on a subcontract level for primarily commercial projects. This contact is the president of the company who desires a solution to their accounting (AR,AP,GL) with bank reconciliation, contract management, CRM, document management, estimating, job costing, scheduling and project..."* [\(MORE\)](#)

Lead #320072 / \$52,200 [VIEW FULL PROFILE →](#)

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A retailer of hard goods in Alberta who needs ERP including: purchase order, CRM, budgeting, estimating, GL, AP, and AR components.

*"This is for a Canadian retailer of hard goods that provides custom windows and doors for customers. The client also does wholesale and distribution of windows and doors, but stated that the retail portion makes up 85% of his revenue while wholesale is the other 15%. The client is in need of accounting software, CRM, and estimates and quoting..."* [\(MORE\)](#)

Lead #320134 / \$52,200 [VIEW FULL PROFILE →](#)

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A retailer of hard goods in Texas who needs inventory control and order management components.

*“This is for a retail store with multiple locations who sells furniture. This contact is a manager for the organization who desires a solution to their inventory and order management. Their main motivation to change is that their current software that they are using is going to a format that doesn't suit their business model and they would like to...”* [\(MORE\)](#)

Lead #320279 / \$51,000 [VIEW FULL PROFILE →](#)

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A dermatology and healthcare laboratory in North Carolina who needs ERP including: inventory control, purchase order, CRM, quality management, and four other modules.

*“This is a dermatology and health care laboratory with 27 employees located in North Carolina. They are currently looking for a fully integrated system that can handle their ap,gl, bank reconciliation, purchase orders, project management, inventory control, quality management, and crm. The system must be Hippa compliant as well. They have a major...”* [\(MORE\)](#)

Lead #320085 / \$46,600 [VIEW FULL PROFILE →](#)

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A durable goods distributor in Texas who needs EDI capability.

*“This is for a distributor that has roughly 40 employees and 7 warehouse locations. The contact is the President who mentioned the company uses a WMS software but he did not disclose the name of it. He desires an EDI software solution and doesn't require it to integrate with his WMS software. His request is motivated by the numerous customers he...”* [\(MORE\)](#)

Lead #320262 / \$43,800 [VIEW FULL PROFILE →](#)

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A professional services or consulting company in Maryland who needs ERP including: job cost, time billing, time & attendance, bank reconciliation, contract management, GL, AP, and AR components.

*“This is a professional services firm that provides technology development services to the federal government. This contact is the controller of the company who desires a solution to their accounting (AR,AP,GL) with bank reconciliation, time/attendance, time/billing, job costing and and contract management. Their main motivation to change is that...”* [\(MORE\)](#)

Lead #320223 / \$36,000 [VIEW FULL PROFILE →](#)

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A service company in New Mexico who needs ERP including: purchase order, job cost, work order, invoicing, and five other modules.

*“This is for a commercial equipment maintenance provider with 12 employees. This location is a sister company to a larger organization that has 150 employees. The contact is the General Manager (soon to be VP) who stated that her company is using an in-house solution that was built 12 years ago on SQL server. The larger sister company is using an...”* [\(MORE\)](#)

Lead #320035 / \$38,500 [VIEW FULL PROFILE →](#)

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A utility in Manitoba who needs inventory control functionality.

*“This is for a Canadian wireless internet service provider that will be starting a new branch that will focus on the setup and management of wireless environments. The client is in need of inventory control for the items used for the projects they will be delivering on. The primary motivation for change is that because this will be a new business...”* [\(MORE\)](#)

Lead #320063 / \$37,000 [VIEW FULL PROFILE →](#)

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A general contractor in Ohio who needs project management functionality.

*“This is for a construction company that operates as a general contractor solely for commercial level projects. This contact is a project engineer for the company who desires a solution to their project management. Their main motivation to change is that they feel they have outgrown their existing solution and would like to implement a program that...”* [\(MORE\)](#)

Lead #320105 / \$36,300 [VIEW FULL PROFILE →](#)

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A hospitality or hotel management company in New Jersey who needs ERP including: reservations management, bank reconciliation, property management, GL, AP, and AR functionalities.

*“This is for a hospitality company that operates as a brand new 200 room hotel. This contact is a consultant to the company who desires a solution to their accounting (AR,AP,GL) with bank reconciliation, reservation/scheduling and property*

*management. Their main motivation to change is that this is a brand new hotel and they need their inaugural...* [\(MORE\)](#)

Lead #320079 / \$32,200 [VIEW FULL PROFILE →](#)

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A retailer of soft goods in California who needs inventory control functionality.

*“This is for an educational institution that provides schooling on the high school level. This contact is the strength and conditioning director who desires a solution to their inventory. Their main motivation to change is that they have a large number of home/away uniforms and even larger number of pieces of equipment that they need to track and...”* [\(MORE\)](#)

Lead #320147 / \$31,900 [VIEW FULL PROFILE →](#)

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A made-for-stock tool manufacturer in Utah who needs inventory control, order management, and manufacturing management modules.

*“This is a start up tool manufacturing for stock company with 4 employees located in Utah. They own a few other operations in the area and this is their newest branch to the corporation. They are looking for an integrated system to keep track of their order management, inventory control, and work orders. The company currently uses QuickBooks Online...”* [\(MORE\)](#)

Lead #320389 / \$31,000 [VIEW FULL PROFILE →](#)

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A general contractor that builds industrial sized plants in Texas who needs ERP including: job cost, budgeting, bank reconciliation, GL, AP, and AR functionalities.

*“This is a larger general contractor that builds industrial sized plants with 3 other off shoots of businesses that are all handled through the main subsidiary that's located in Texas with about 25 employees. The company is looking for a fully integrated software system to keep track of their ap,ar,gl bank reconciliation, budgeting, planning...”* [\(MORE\)](#)

Lead #320200 / \$29,400 [VIEW FULL PROFILE →](#)

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A large computer/electronics online retailer in California who needs inventory control capability.

*“This is a large online retailer with a focus on electronic equipment sales. They are located in California with about 50 employees. They are currently looking for inventory tracking software with rfid capability. They currently use a home built inventory and accounting system. The inventory system is a simple push or pull system that does use...”* [\(MORE\)](#)

Lead #319111 / \$25,800 [VIEW FULL PROFILE →](#)

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A real estate sales & development company in New York who needs accounting functionality.

*“This is for a new real estate company that does residential real estate. The client is in need of back office accounting software for their new office of 37 employees. Their primary motivation for change, is as a new office they need the back end software in place. The client stated that ReMax had recommended Lone Wolf software and that they are...”* [\(MORE\)](#)

Lead #320378 / \$25,000 [VIEW FULL PROFILE →](#)

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An accounting firm in Idaho who needs contact database, project management, time billing, and invoicing functionalities.

*“This is an accounting firm with about 15 employees located in Idaho. They are looking for practice management software to handle their time and billing, project management, and invoicing, and a client contact database. They are currently using Active Collab for their practice management software, but it hasn't been functioning properly and they...”* [\(MORE\)](#)

Lead #320106 / \$23,000 [VIEW FULL PROFILE →](#)

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A non-profit in Michigan who needs accounting capability.

*“This is a consultant requesting on behalf of a nonprofit organization that has less than 20 employees. The consultant is located in Michigan but his client is located in California. He stated that the organization is not using any software at the moment. The consultant will be meeting with the client next week (5/1/17) but is being proactive with...”* [\(MORE\)](#)

Lead #320392 / \$21,500 [VIEW FULL PROFILE →](#)

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A medical lab in Florida who needs inventory control capability.

*“This is for a medical lab with 12 employees. The company is using Quickbooks for its accounting. The contact is the COO who desires an inventory management solution w/ barcoding capability and would like if it integrated into QB but that is not mandatory. He is NOT looking to replace QB for the accounting. There is no real-time tracking in place...”* [\(MORE\)](#)

Lead #320353 / \$21,400 [VIEW FULL PROFILE →](#)

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A service company in Georgia who needs accounting capability.

*“This is for a commercial and services company that is a sister company of a larger parent company. The parent company is a large construction company, the 2 sister companies is a vehicle leasing company and a property management company. The 2 sister companies, are the only companies that are in scope of this project. The client is interested in a...”* [\(MORE\)](#)

Lead #320146 / \$21,000 [VIEW FULL PROFILE →](#)

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An accounting or legal services firm in Virginia who needs ERP including: payroll, time billing, bank reconciliation, GL, AP, and AR capabilities.

*“This is for a law firm that focuses on primarily on family, civil and real estate law. This contact is the office manager for the firm who desires a solution to their accounting (AR,AP,GL) with bank reconciliation, payroll and time/billing. Their main motivation to change is that when they update their current solution it will migrate from an...”* [\(MORE\)](#)

Lead #320268 / \$20,100 [VIEW FULL PROFILE →](#)

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A security installation in New York who needs inventory control capability.

*“This is a security installation company located in New York with 50 employees. They are looking for an inventory tracking system. They currently use QuickBooks Contractor 16 for their accounting and do not necessarily need their inventory system to integrate with it. They will need to create barcodes and purchase the hardware to implement this...”* [\(MORE\)](#)

Lead #320117 / \$20,000 [VIEW FULL PROFILE →](#)

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A real estate sales company in Arizona who needs accounting functionality.

*“This is for a real estate sales company that has roughly 100 employees and 5,000 external agents. The contact is the Web Developer who mentioned that the company is using Quickbooks along with a homegrown package for AR. He desires an accounting system for the AP, AR, and GL that is web-based, built on a SQL server backend (w/ .Net technology...”* [\(MORE\)](#)

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Lead #320209 / \$20,000 [VIEW FULL PROFILE →](#)

A sub-contractor in Nebraska who needs inventory control and order management capabilities.

*“This is for a subcontractor with 20 employees who offers roofing and siding products and services. The company is using Quickbooks. The contact is the Assistant Production Manager who desires a standalone barcode inventory management software with order management capabilities for pick tickets and pack slips. She stated that integration w/ QB is...”* [\(MORE\)](#)

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Lead #320107 / \$19,500 [VIEW FULL PROFILE →](#)

A service company in Maryland who needs ERP including: estimating, bank reconciliation, GL, AP, AR, and project tracking capabilities.

*“This is for a service company that provides handyman and light general construction services on a residential basis. This contact is the co-owner of the company who desires a solution to their accounting (AR,AP,GL) with estimating, job costing and project management. Their main motivation to change is that their business has outgrown their...”* [\(MORE\)](#)

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Lead #320304 / \$19,400 [VIEW FULL PROFILE →](#)

A non-profit in Georgia who needs accounting and bank reconciliation capabilities.

*“This is a large non profit organization with a little more than 100 employees located in Georgia. They are looking for a software system to handle their ap,ar,gk and bank reconciliation. They are currently using Sage 50 and feel that the systems reporting features are lacking for their needs. They have spoken to Sage about their Quantum product...”* [\(MORE\)](#)

Lead #319406 / \$19,100 [VIEW FULL PROFILE →](#)

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A general contractor in Georgia who needs estimating and project tracking capabilities.

*“This is a general contractor that focuses on building and renovating athletic stadiums and fields with about 15 employees located in Georgia. They are looking for software to handle their estimating, job costing, and project management. They are currently using a desktop version of QuickBooks and would like this system to integrate if possible but...”* [\(MORE\)](#)

Lead #320274 / \$18,600 [VIEW FULL PROFILE →](#)

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A made-to-order insulation manufacturer in Ontario who needs order management and e-commerce functionalities.

*“This is a job shop insulation manufacturer with 40 employees located in Canada. They are looking for an integrated system to help them better with their e-commerce, estimating, purchase order, and online configuration tools. The company currently uses a very old accounting system that was hand built by an ex employee and they play on keeping this...”* [\(MORE\)](#)

Lead #320004 / \$17,700 [VIEW FULL PROFILE →](#)

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A professional services or consulting company in Ontario who needs budgeting capability.

*“This is for an E-commerce company located in Canada that provides an online community for North American residents to sell their marijuana related products. This contact is the founder/CEO of the company who desires a solution to their budgeting/planning/forecasting. Their main motivation to change is that they have a proprietary system in place...”* [\(MORE\)](#)



**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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