

From: Monica Wilson <monica@findaccountingsoftware.com>
Sent: Tuesday, August 15, 2017 17:10
To: Louis Botes
Subject: .. This week's fresh software leads (\$5m)

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 #325538 / \$5,000,000 [VIEW FULL PROFILE →](#)

A soft goods distributor in Texas who needs ERP including: supply chain management, CRM, business intelligence, fixed asset management, and six other modules.

"This lead is a distributor of petrochemical and plastics with 25 global offices and 500 total employees. They are a \$5 billion company using SAP ECC 6.0 and ADP for payroll. The contact is the ERP Director who desires to replace SAP ECC with an ERP system with accounting (AP, AR, GL), bank reconciliation, budgeting, CRM, fixed asset, inventory..." [\(MORE\)](#)

Lead #325549 / \$1,000,000 [VIEW FULL PROFILE →](#)

An educational organization in North Carolina who needs accounting, fixed asset, business intelligence, and bank reconciliation components.

"This lead is an educational institution with medical programs and services. They have over 15,000 employees and over \$150 million in annual revenue. They currently use PeopleSoft accounting and are considering an upgrade into the Oracle platform. They have various other software applications which the contact did not name. He stated they have a..." [\(MORE\)](#)

Lead #325562 / \$848,000 [VIEW FULL PROFILE →](#)

A professional services or consulting company in Alberta who needs ERP including: project tracking, purchase order, payroll, time billing, and seven other modules.

“This is for a Canadian professional services firm who provides engineering, project management and general contractor services for commercial infrastructure projects. This contact is a consultant working on behalf of the company who desires a solution to their accounting (AR,AP,GL) with bank reconciliation, payroll, HR, estimating, job costing...” [\(MORE\)](#)

Lead #325478 / \$500,000 [VIEW FULL PROFILE →](#)

An agriculture, forestry, fishing or mining company in Ohio who needs grain processing portal and e-commerce capabilities.

“This is for an agricultural company that operates as a grain feed processor and manufacturer. This contact is the purchasing manager for the company who desires a solution to their e-commerce. Their main motivation to change is that they would like to develop a portal for their vendors and customers so they can view their important information...” [\(MORE\)](#)

Lead #325410 / \$266,600 [VIEW FULL PROFILE →](#)

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

“This lead is a made for stock medical device manufacturer. It is planned for operations in Jan 2018. There will be 25 employees to start and annual revenue is projected at \$5 million in 3-5 years. The contact is the Quality Manager who is looking for a full ERP/MRP software with accounting (AP, AR, GL), CRM, BOM, inventory control, order...” [\(MORE\)](#)

Lead #324771 / \$230,000 [VIEW FULL PROFILE →](#)

A non-durable goods distributor in New Jersey who needs order management and e-commerce modules.

“This is a wholesaler distributor of cleaning supplies that is looking for an e-commerce platform and order management system for their business. The lead

contact is the CEO of the organization and indicated that they are looking to stand up an e-commerce platform for their 900 B2B customers. They process roughly 1,500 orders per month and need to... [\(MORE\)](#)

Lead #325433 / \$216,200 [VIEW FULL PROFILE →](#)

A finance, banking & insurance company in New York who needs general ledger capability.

“This is for a large financial institution that operates as a Bank. This contact is the technology manager for the company who desires a solution to their accounting (GL). Their main motivation to change doesn't have a robust enough solution to track all of the data and calculate profit and loss by division, product and branch. Currently this...” [\(MORE\)](#)

Lead #325409 / \$181,800 [VIEW FULL PROFILE →](#)

A made-to-order manufacturer in Idaho who needs ERP including: supply chain management, payroll, CRM, job cost, bank reconciliation, GL, AP, and AR components.

“This is for a manufacturing company that operates on a job shop basis for custom fire arms. This contact is a CPA consultant working on behalf of the company who desires a solution to their accounting (AR,AP,GL) with bank reconciliation, CRM, payroll, inventory, job costing, order management and purchase orders. Their main motivation to change is...” [\(MORE\)](#)

Lead #325474 / \$174,600 [VIEW FULL PROFILE →](#)

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

“This is for a durable good manufacturer of products specific to the construction industry who operates on a 50/50 split of made for stock and job shop basis. This contact is the marketing manager for the company who desires a solution to their accounting (AR,AP,GL) with bank reconciliation, estimating, job costing, inventory, order management, MRP...” [\(MORE\)](#)

Lead #325571 / \$151,200 [VIEW FULL PROFILE →](#)

A professional services or consulting company in California who needs ERP including: project tracking, work order, time billing, estimating, bank reconciliation, GL, AP, and AR modules.

“This is for a professional services firm who on a job shop basis builds, installs on-site and services industrial control panels. This contact is the network administrator for the company who desires a solution to their accounting (AR,AP,GL) with bank reconciliation, estimating, job costing, project management, time/billing, work orders and...” [\(MORE\)](#)

Lead #325225 / \$140,000 [VIEW FULL PROFILE →](#)

A service company in Arizona who needs inventory control functionality.

*“**This is a redistribution of lead 325344** I was able to work with the contact in order to get all of their company information validated as well as establishing the true budget for this solution. As a result, I am re-casting this search on behalf of the lead. This is a fortune 300 commercial services company that specializes in waste management...”* [\(MORE\)](#)

Lead #325490 / \$120,000 [VIEW FULL PROFILE →](#)

A retailer of hard goods in Florida who needs accounts receivable functionality.

“This is for an extremely large retailer of hard goods that is branching into a new business model of offering consignment shops that needs an AR system for the assistance of invoicing the consignment shops. This company does over 150 million per year in revenue and has over 4,000 employees. The new consignment shops they are creating could have...” [\(MORE\)](#)

Lead #325407 / \$112,000 [VIEW FULL PROFILE →](#)

A made-to-order manufacturer in Quebec who needs ERP including: supply chain management, first article inspection reports, budgeting, manufacturing execution system, GL, AP, and AR functionalities.

*“This is a Canadian based made to order manufacturer that manufactures products for the aerospace industry. **Please not the lead contact would like providers to accept this lead that have experience working with aerospace manufacturers** They*

need a system that can do: AP, AR, budgeting, GL, inventory, MES, order management, and purchase order..." [\(MORE\)](#)

Lead #325147 / \$109,800 [VIEW FULL PROFILE →](#)

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

"This is for a professional services firm, located in Canada, who provides marketing services to non-profit organizations. This contact is an administrator for the company who desires a solution to their accounting (AR,AP,GL) with bank reconciliation, job costing, purchase orders and project management. Their main motivation to change is that they..." [\(MORE\)](#)

Lead #325539 / \$105,200 [VIEW FULL PROFILE →](#)

A service company in California who needs ERP including: project tracking, purchase order, payroll, work order, and five other modules.

"This is for a commercial and service company that operates as a commercial landscape maintenance and construction company. This contact is an administrator for the company who desires a solution to their accounting (AR,AP,GL) with bank reconciliation, payroll, estimating, job costing, project management, work orders and purchase orders. Their main..." [\(MORE\)](#)

Lead #325489 / \$100,000 [VIEW FULL PROFILE →](#)

A service company in California who needs project management functionality.

"This is a consultant searching on behalf of a client. This consultant is a CPA with many clients but helps out as a part-time CFO for this company. The company itself handles mostly window treatments and installations for large hotel complexes (1,000 room hotels). They work on average 5 projects a month. They have 100 employees and do about \$20M..." [\(MORE\)](#)

Lead #320086 / \$97,400 [VIEW FULL PROFILE →](#)

A non-profit in Michigan who needs accounting capability.

*“This is a non profit organization that works with a university to support ongoing research, teaching, and commercialization of technologies that is looking for an solution that can do: AP, AR, budgeting, fund accounting, and GL. **Please note they use Salesforce as a CRM and have a requirement that accounting solutions be able to integrate with...”* [\(MORE\)](#)

Lead #325442 / \$97,400 [VIEW FULL PROFILE →](#)

A retailer of hard goods in Illinois who needs accounting functionality.

*“This lead is for a retail chain of 78 stores that sell pets supplies that is looking for an accounting system that can interface with their existing CounterPoint POS system. **Please note, at this time they DO NOT want to replace their POS** They need a solution that can handle: AP, budgeting, cash management, and GL. Their primary motivation for...”* [\(MORE\)](#)

Lead #325597 / \$81,200 [VIEW FULL PROFILE →](#)

A non-profit in Virginia who needs ERP including: project tracking, purchase order, fund accounting, estimating, bank reconciliation, GL, AP, and AR modules.

“This is for a non-profit organization who operates a developer of multi-family public housing facilities. This contact is the accounting manager for the company who desires a solution to their accounting (AR,AP,GL) with bank reconciliation, fund accounting, estimating, job costing, purchasing and project management. Their main motivation to change...” [\(MORE\)](#)

Lead #325521 / \$71,600 [VIEW FULL PROFILE →](#)

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

“This is for a construction company that operates on both a general or subcontract level for residential and commercial repair projects. This contact is the office manager for the company who desires a solution to their accounting (AR,AP,GL) with bank reconciliation, purchase orders, work orders, estimating and job costing with payroll as a...” [\(MORE\)](#)

Lead #325403 / \$70,000 [VIEW FULL PROFILE →](#)

A process operations manufacturer in Georgia who needs ERP including: inventory control, order management, payroll, CRM, and five other modules.

“This is for a process chemical manufacturer that is also the wholesale distributor of their goods. This contact is the operations manager for the company who desires a solution to their accounting (AR,AP,GL) with bank reconciliation, payroll, inventory, order management, MRP, purchase orders and CRM. Their main motivation to change is that they...” [\(MORE\)](#)

Lead #325094 / \$69,000 [VIEW FULL PROFILE →](#)

A healthcare organization in New Jersey who needs accounting functionality.

“This lead is a healthcare organization that is a federal qualified health center. There are 65 employees. The gross revenue is \$10 million, net revenue is \$7 million, and expenses are about \$7 million. They use an EHR software called Energy which manages patient records as well as medical billing. They use Quickbooks (unknown desktop edition) for...” [\(MORE\)](#)

Lead #325557 / \$66,000 [VIEW FULL PROFILE →](#)

A made-to-order manufacturer in Quebec who needs ERP including: supply chain management, general ledger, accounts payable, and accounts receivable components.

*“This is a Canadian made to order manufacturer of doors, windows, and glass that also has distribution that is looking for a unified accounting solution that will cover all divisions and an order management, inventory, and purchase order system **that will JUST be used for their distribution channels* Their primary motivation for change is they are...”* [\(MORE\)](#)

Lead #325436 / \$65,200 [VIEW FULL PROFILE →](#)

A retailer of soft goods in Illinois who needs ERP including: fixed asset management, budgeting, bank reconciliation, GL, AP, and AR capabilities.

“This is for a multi-location brick and mortar and e-commerce retail soft goods company. This contact is the finance director for the company who desires a solution to their accounting (AR,AP,GL) with bank reconciliation, fixed assets and

budgeting/planning/forecasting. Their main motivation to change is that they recently have decided to change... [\(MORE\)](#)

Lead #325417 / \$61,800 [VIEW FULL PROFILE →](#)

A service company in Quebec who needs ERP including: invoicing, bank reconciliation, budgeting, GL, AP, and AR modules.

“This is a Canadian based commercial services company that offers airline upgrades and acts as an intermediary between passengers and airlines that is looking for an accounting solution that can do: AP, AR, bank reconciliation, budgeting, GL, and invoicing. They have annual revenue over 25 million per year and currently have 50 employees. They...” [\(MORE\)](#)

Lead #325558 / \$61,800 [VIEW FULL PROFILE →](#)

A printing or publishing company in New York who needs ERP including: expense tracking, budgeting, bank reconciliation, GL, AP, and AR functionalities.

“This is for a media company that creates multiple publications geared toward life style. This contact is a high ranking officer with the company who desires a solution to their accounting (AR,AP,GL) with bank reconciliation and budgeting/planning/forecasting. Their main motivation to change is that they have been with the same accounting software...” [\(MORE\)](#)

Lead #325484 / \$57,200 [VIEW FULL PROFILE →](#)

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

“This is for a process manufacturer who is a fragrance designer. This contact is the material management director who desires a solution to their MRP, inventory, order management and purchase orders. Their main motivation to change is that they have been using a solution which is no longer supported and are in need of a new solution to support...” [\(MORE\)](#)

Lead #325424 / \$49,999.88 [VIEW FULL PROFILE →](#)

A restaurant or food service company in Texas who needs accounts payable and general ledger components.

“This is a restaurant franchisee that manages 3 food brands with over 43 locations. They have combined over 800 employees and do around \$55M in annual revenue. This contact is the controller for the company who desires a software solution to handle mainly their AP and GL. They may have some need for doing straight-line depreciation on some fixed...” [\(MORE\)](#)

Lead #325704 / \$41,600 [VIEW FULL PROFILE →](#)

A non-profit in Michigan who needs accounting functionality.

*“This is a non profit organization that offers in home care to individuals with special needs that is in need of an accounting solution that can do: AP, AR, budgeting, fund accounting, and GL. Their primary motivation for change is they are looking to move away from their current Thomson Reuters solution. **Please do NOT request using Thomson...”* [\(MORE\)](#)

Lead #325512 / \$36,800 [VIEW FULL PROFILE →](#)

A healthcare organization in California who needs workforce position control management/budgeting.

*“This lead is a healthcare organization with 1,600 employees and multiple facilities/clinics. They use Ultimate Pro for the HR software. The contact is the HR Director who desires a Position Control management solution. *She is NOT looking to replace Ultimate Pro nor does she want a full HRIS software. She wants a standalone Position Control...”* [\(MORE\)](#)

Lead #325471 / \$28,000 [VIEW FULL PROFILE →](#)

A made-to-order manufacturer in Indiana who needs ERP including: supply chain management, payroll, CRM, manufacturing execution system, GL, AP, and AR modules.

“This is for a made to order manufacturer of aluminum radiators, oil tanks, fuel bladders and tanks, and other racing parts that is looking for a unified ERP solution for their business that can do: AP, AR, CRM, GL, inventory, MES, order management, payroll, and purchase orders. The search is being conducted by the office manager of the company...” [\(MORE\)](#)

Lead #325501 / \$28,000 [VIEW FULL PROFILE →](#)

A healthcare or social services organization in New Jersey who needs collections management capability.

*“This is a health organization. Specifically this search is for their collections department. They have over 450 employees and do over \$100M in annual revenue as a company. This contact is the collections manager who desires a collections management solution. The solution will be intended to track collection efforts made on past-due accounts. **It...”* [\(MORE\)](#)

Lead #325585 / \$25,000 [VIEW FULL PROFILE →](#)

A healthcare organization in Pennsylvania who needs document management functionality.

“This lead is a healthcare organization with 2,000 employees. They use 3-4 unnamed legacy EHR systems. The contact is the Information Services Project Coordinator who desires a document management solution. It does not need to integrate with the EHR systems. They have multiple patient records between the systems and want a repository to store...” [\(MORE\)](#)

Lead #325164 / \$24,000 [VIEW FULL PROFILE →](#)

A finance, banking & insurance company in Alberta who needs accounting and bank reconciliation modules.

“This lead is a private equity firm with 11-12 entities. There are 8 employees and they use Quickbooks (unknown desktop edition) for some entities and excel spreadsheets for others. They use an external fund administrative provider for their investment tracking. The contact is the Controller who desires to replace Quickbooks with a centralized...” [\(MORE\)](#)

Lead #325354 / \$21,800 [VIEW FULL PROFILE →](#)

A professional services or consulting company in California who needs ERP including: payroll, time billing, project management, invoicing, GL, AP, and AR functionalities.

“This is for a professional services company that provides staffing services and professional IT services to customers that is looking for a solution that can handle: AP, AR, GL, invoicing, payroll, project management, and time and billing. Their

primary motivation for change is that they are using Quikcbooks Online and the solution no longer fits..." [\(MORE\)](#)

Lead #325434 / \$20,000 [VIEW FULL PROFILE →](#)

A durable goods distributor in British Columbia who needs ERP including: inventory control, order management, payroll, bank reconciliation, GL, AP, and AR functionalities.

"This lead is a wholesales and distributor of beverage dispensing equipment. There are 9 employees and annual sales of \$5 million. They use Sage 50. The contact is the Controller who desires to replace Sage 50 with an ERP system that has AP, AR, GL, bank reconciliation, inventory control, order management, and payroll. The reporting and..." [\(MORE\)](#)

Lead #325614 / \$20,000 [VIEW FULL PROFILE →](#)

A made-to-order manufacturer in California who needs inventory control and manufacturing management functionalities.

*"*This lead is a redistribute of Lead 325610* This lead is a job shop fiber optic manufacturer with 25 employees. They deal 50% with military/aerospace industries, 25% with broadcast/network industries, and 25% with industrial/oil industries. This was an existing business for 15-18 years before it was bought by a father-in-law & son-in-law duo. The..."* [\(MORE\)](#)

Lead #325334 / \$18,000 [VIEW FULL PROFILE →](#)

A sub-contractor in Utah who needs ERP including: payroll, GL, AP, and AR modules.

"This is a subcontractor that focuses on commercial and industrial construction with an emphasis on structural steel installation that is looking for a construction accounting solution that can also handle job cost and project management. The primary motivation for change is they currently have no true solution in place and a lot of what is done is..." [\(MORE\)](#)

Lead #325524 / \$18,000 [VIEW FULL PROFILE →](#)

A food or medical distributor in Washington who needs barcode creation & scanning capability.

“This is a wholesale distributor of medical products. Their mostly deal with pharmacies and hospitals. They have upwards of 12 employees. This contact is the warehouse manager who desires a barcode scanning and printing solution. It should be able to create barcodes for items they receive that they can attach to items and put in their warehouse...” [\(MORE\)](#)

Lead #324593 / \$14,000 [VIEW FULL PROFILE →](#)

A general contractor in Oregon who needs ERP including: estimating, GL, AP, and AR modules.

“This is a general contractor that provides construction services to a very large change of hospitals and health services facilities that is looking for a full construction solution that handles accounting, estimates, job costing, and project management. The lead contact is the office manager of the company who is working in conjunction with the...” [\(MORE\)](#)

Lead #325480 / \$13,800 [VIEW FULL PROFILE →](#)

A hospitality or hotel management company in Trinidad And Tobago who needs accounting and reservations management modules.

*“This is for a hospitality company based in **Trinidad** that is rents their spaces for weddings, events, and conferences, that is looking for an accounting solution as well as reservation management. They need a system that can do: AP ,AR, GL, Payroll, and reservations management. Their motivation for change is they currently use Excel to manage...”* [\(MORE\)](#)

Lead #325665 / \$12,000 [VIEW FULL PROFILE →](#)

A property management company in Tennessee who needs budgeting capability.

“This is for a holding company that owns up to 40 entities that operate in the commercial real estate, property management and construction trades. This contact is the controller for the company who desires a solution to their budgeting/planning/forecasting. Their main motivation to change is that they do not have a formal solution to their...” [\(MORE\)](#)

Lead #325555 / \$11,600 [VIEW FULL PROFILE →](#)

An accounting or legal services firm in California who needs client write-up capability.

“This is for an accounting services firm that provides tax preparation, payroll and consulting services. This contact is the owner of the firm who desires a solution to their client write-up. Their main motivation to change is that their existing solution made sweeping changes and after deploying those changes it has wreaked havoc on their system...” [\(MORE\)](#)

Lead #325545 / \$11,000 [VIEW FULL PROFILE →](#)

A sub-contractor in Texas who needs estimating capability.

“This is for a multi-discipline construction company that operates as a sub-contractor for both residential and commercial projects for mainly excavation. This contact is the owner of the company who desires a solution to their estimating. Their main motivation to change is that they do not have an estimating solution in place and with the volume...” [\(MORE\)](#)

Lead #325301 / \$10,600 [VIEW FULL PROFILE →](#)

A professional services or consulting company in North Carolina who needs commissions management functionality.

“This is a staffing agency that handles temporary job placements. They have 3 total entities that operate under them as this organization acts as the umbrella. They have 60 total employees and do around \$3M in annual sales. This contact is the staff accountant for the organization who desires a commissions management & tracking solution. They have...” [\(MORE\)](#)

Lead #325362 / \$10,300 [VIEW FULL PROFILE →](#)

A made-for-stock manufacturer in Colorado who needs budgeting capability.

“This is for a made for stock manufacturer of laser technology solutions who operates as both a wholesale distributor and government contractor. This contact is the VP of finance for the company who desires a solution to their budgeting/planning/forecasting. Their main motivation to change is that their current solutions budgeting tool isn't robust...” [\(MORE\)](#)

Lead #325427 / \$9,000 [VIEW FULL PROFILE →](#)

An accounting or legal services firm in Hawaii who needs accounting functionality.

*“This is a small newly formed accounting company that will be taking over the accounting work for a nonprofit company with 350 employees. This bookkeeper itself will only have 2 total employees. **This company is located in Hawaii. ** This contact is the primary bookkeeper for this accounting business. She is starting this business as this client...”* [\(MORE\)](#)

Lead #325723 / \$7,200 [VIEW FULL PROFILE →](#)

A transportation company in Maryland who needs accounting and bank reconciliation modules.

“This is for a transportation company that provide OTR logistics services. This contact is the owner of the company who desires a solution to their accounting (AR,AP,GL) with bank reconciliation, payroll and route/dispatch as a wishlist item. Their main motivation to change is that they are a fairly new company that is growing and it is time to...” [\(MORE\)](#)

Lead #325724 / \$7,200 [VIEW FULL PROFILE →](#)

A sub-contractor in Georgia who needs accounting capability.

“This is for a subcontractor that does primarily residential painting of interiors and exteriors and power washing that is looking for a basic accounting solution for their business. Their primary motivation for change is they currently have no solution in place and are in the fact finding stages to determine the best way to formalize their...” [\(MORE\)](#)

Lead #325615 / \$7,000 [VIEW FULL PROFILE →](#)

A general contractor in Washington who needs estimating capability.

“This is a construction company that mostly handles excavation work and dump truck work for residential jobs. They have 4 employees. This contact is the owner of the business who desires an estimating program to help him generate estimates/quotes to help send proposals and overall help with his bid management. They submit about 3-5 estimates a week...” [\(MORE\)](#)



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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