

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 #326820 / \$437,600 [VIEW FULL PROFILE →](#)

A government entity in Missouri who needs ERP including: cash management, fund accounting, budgeting, bank reconciliation, utility billing, GL, AP, and AR modules.

*"This is a government entity with an annual operating budget of \$18,000,000 that is **in the fact finding and exploratory stages of reviewing other software options** that can do: AP, AR, bank reconciliation, budgeting, cash management, fund accounting, GL, and utility billing. **Please note that their timeframe to review solutions is 12-18 months..."* [\(MORE\)](#)

Lead #326471 / \$243,400 [VIEW FULL PROFILE →](#)

A utility in Ontario who needs inventory control, business intelligence, performance metric reporting, work order, and four other modules.

"This is a Canadian based utility company that is bidding on a government RFP in order to take over the upgrade and management of LED street lights for an 18 year period that is in need of a sophisticated ERP for this project. The solution should include: BI, fixed asset management, inventory, invoicing, project management, utility billing, and..." [\(MORE\)](#)

Lead #326804 / \$217,000 [VIEW FULL PROFILE →](#)

A general contractor in Virginia who needs ERP including: project tracking, inventory control, payroll, work order, and six other modules.

"This lead is a general contractor that does mainly commercial and industrial construction. They have between 100-150 employees and the businesses uses a a proprietary software. The contact is the Purchasing Manager who desires a

construction management software that has AP, AR, GL, inventory/asset management, estimating, job cost, invoicing..." [\(MORE\)](#)

Lead #326655 / \$211,200 [VIEW FULL PROFILE →](#)

A non-profit in Texas who needs ERP including: HR management, business intelligence, payroll, fund accounting, GL, AP, and AR functionalities.

"This lead is for a non profit organization that is forming due to a divestiture from their affiliated for profit entity that needs an ERP solution that can do AP, AR, budgeting, BI, fund accounting, GL, HR, and payroll. The lead contact is the CEO of the organization who has been with the company for 26 years. The annual budget of this entity will..." [\(MORE\)](#)

Lead #326705 / \$150,000 [VIEW FULL PROFILE →](#)

A made-for-stock manufacturer in Texas who needs accounting and contract management functionalities.

*"This lead is a made for stock manufacturer of large industrial and agricultural vehicles and equipment. There are over 3,000 employees and annual sales of \$800 million. The contact, who is the Vice President/Corporate Controller, stated they are not using any accounting software. *They are looking for an accounting software with AP, AR, GL..."* [\(MORE\)](#)

Lead #326895 / \$125,600 [VIEW FULL PROFILE →](#)

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

"This is for a non-profit organization who provides social services to the senior population. This contact is a high ranking officer for the company who desires a solution to their accounting (AR,AP,GL) with bank reconciliation, fund accounting and fund raising/donor management. Their main motivation to change is that they feel they have outgrown..." [\(MORE\)](#)

Lead #326933 / \$89,800 [VIEW FULL PROFILE →](#)

A professional services or consulting company in Utah who needs ERP including: time billing, budgeting, GL, AP, AR, and project tracking capabilities.

“This lead is commercial and service provider for businesses and organizations needing environmental care and compliance management. There are 40 employees and the business uses Quickbooks (unknown edition) for accounting. The contact is the CEO who desires an accounting and field service software with AP, AR, GL, job cost, budgeting, project...” [\(MORE\)](#)

Lead #326937 / \$84,800 [VIEW FULL PROFILE →](#)

A retailer of hard goods in Iowa who needs ERP including: inventory control, purchase order, payroll, fixed asset management, and six other modules.

“This is for a retail company that sells heavy farm equipment that is looking for a solution that can do: AP, AR< budgeting, fixed asset management, GL, inventory control, payroll, POS, purchase order, sales tax and work orders. The company has 3 retail locations and does over a million in revenue. Depending on the year they have exceeded 5 million...” [\(MORE\)](#)

Lead #326771 / \$74,000 [VIEW FULL PROFILE →](#)

A transportation company in North Carolina who needs fixed asset management and dispatching functionalities.

“This lead is for a newly forming transportation company that will provide transportation services for charitable organizations during times of natural disasters that is in need of a fixed asset management and route and dispatch management solution for their company. Their primary motivation for change is that as a new organization they need to get...” [\(MORE\)](#)

Lead #326928 / \$69,000 [VIEW FULL PROFILE →](#)

A process operations manufacturer in Texas who needs inventory control, manufacturing management, and warehouse management components.

“This lead is a process manufacturer of home, health, and skin care products such as soaps and lotions but also has a distribution side to the business (for consigned products). There are no employees; instead there are 5 partners who own the business. They use Quickbooks Pro 2007 for accounting. The contact is one of the Partners who stated that...” [\(MORE\)](#)

Lead #326553 / \$61,000 [VIEW FULL PROFILE →](#)

A finance, banking & insurance company in North Carolina who needs accounting functionality.

“This lead is a financial institution that offers consumer loans. There are 70 employees and the company uses Quickbooks Online. They do have a 3rd party loan processing provider that uses a proprietary software but the contact believes it is managed by First Data Systems. The contact is the Finance and Accounting Lead and his company is searching...” [\(MORE\)](#)

Lead #326714 / \$55,600 [VIEW FULL PROFILE →](#)

An information, telecommunication, or recording company in Texas who needs business intelligence functionality.

“This lead is for an internet service provider that offers fiber optic internet to homes that is looking for a BI solution for their business. The lead contact is a senior analyst with the company and stated that this is his 2nd day on the job and that they are in the face finding stages of finding a good solution. Solutions will be reviewed by him...” [\(MORE\)](#)

Lead #326934 / \$54,800 [VIEW FULL PROFILE →](#)

A professional services or consulting company in Trinidad And Tobago who needs ERP including: purchase order, job cost, fixed asset management, estimating, bank reconciliation, GL, AP, and AR functionalities.

“This is for a professional services company located in Trinidad and Tobago who provides civil engineering and construction services. This contact is a project accountant for the company who desires a solution to their accounting (AR,AP,GL) with bank reconciliation, estimating, job costing and purchasing. Their main motivation to change is that...” [\(MORE\)](#)

Lead #326929 / \$54,000 [VIEW FULL PROFILE →](#)

A process operations manufacturer in New York who needs inventory control and order management functionalities.

“This lead is a process manufacturer of fertilizer. There are 35 employees and the company uses NetSuite (unknown edition). The contact is the Logistics Manager who desires a barcoding software that can integrate with Netsuite for inventory and

order management. He is not interested in replacing NetSuite and instead wanted to look for a barcoding..." [\(MORE\)](#)

Lead #326922 / \$48,000 [VIEW FULL PROFILE →](#)

A food or medical distributor in Washington who needs budgeting functionality.

"This lead is for a food distributor that is looking for a robust budgeting solution to integrate with their existing ERP package. This company does 150-200 million in revenue per year and specializes in the distribution of specialty food items. They currently use Dynamics NAV for their ERP solution and are NOT looking to replace Dynamics NAV..." [\(MORE\)](#)

Lead #326733 / \$45,000 [VIEW FULL PROFILE →](#)

A general contractor in Alberta who needs ERP including: project tracking, inventory control, purchase order, payroll, and five other modules.

"This is for a construction company located in Canada who operates on a general contractor level for municipal and commercial construction projects. This contact is the owner of the company who desires a solution to their accounting (AR,AP,GL) with bank reconciliation, payroll, budgeting, job costing, purchase orders, inventory and project..." [\(MORE\)](#)

Lead #326699 / \$43,000 [VIEW FULL PROFILE →](#)

A non-profit in Illinois who needs ERP including: supply chain management, payroll, fund accounting, bank reconciliation, GL, AP, and AR capabilities.

"This is for a non-profit organization which provides outsourced business services and in turn employment opportunities for disable individuals. This contact is the office manager for the company who desires a solution to their accounting (AR,AP,GL) with bank reconciliation, payroll, fund accounting, inventory, order management and purchase orders..." [\(MORE\)](#)

Lead #326803 / \$42,400 [VIEW FULL PROFILE →](#)

A real estate sales & development company in Utah who needs accounting and bank reconciliation capabilities.

“This is for a real estate company who operates as a developer of multi-family residential and commercial retail properties as well. This contact is the controller for the company who desires a solution to their accounting (AR,AP,GL) with bank reconciliation and job costing. Their main motivation to change is that they have roughly 25 entities...” [\(MORE\)](#)

Lead #326660 / \$36,000 [VIEW FULL PROFILE →](#)

A finance company in Colorado who needs accounting and bank reconciliation modules.

“This lead is a financial institution that offers mortgage loans. There are 12 employees and they are expecting to grow to 20 at the end of the year. They use ADP for payroll, QB online for accounting, and Calyx Point for mortgage loan origination. The contact is the CEO who is searching for an accounting solution with AP, AR, GL, budgeting, and...” [\(MORE\)](#)

Lead #326469 / \$37,400 [VIEW FULL PROFILE →](#)

A service company in Florida who needs ERP including: project tracking, purchase order, dispatching, bank reconciliation, estimating, GL, AP, and AR modules.

“This is for transportation and services broker who operates as a government contractor for projects in the middle east and north Africa. This contact is the president of the company who desires a solution to their accounting (AR,AP,GL) with bank reconciliation, estimating, job costing, project management, purchasing and route/dispatch. Their main...” [\(MORE\)](#)

Lead #326581 / \$37,200 [VIEW FULL PROFILE →](#)

A government entity in Washington who needs business intelligence functionality.

“This is for multiple departments within a government agency that operates on the county level. This contact is a CPA for the county who desires a solution to their Business Intelligence. Their main motivation to change is that they are in a transition from an Oracle system to a Workday system and believe they will need some add on functionality to...” [\(MORE\)](#)

Lead #326672 / \$35,000 [VIEW FULL PROFILE →](#)

A made-to-order manufacturer in Texas who needs payroll functionality.

“This is a made to order manufacturer that is in need of a payroll solution for their business. This company produces parts for the oilfield industry. Last year's revenue was between 1-5 million. They currently use JobBoss as their ERP solution and their motivation for change is that they were informed that JobBoss would no longer be supporting the...” [\(MORE\)](#)

Lead #326736 / \$29,000 [VIEW FULL PROFILE →](#)

A heating, A/C and ventilation services company in South Carolina who needs inventory control, order management, dispatching, and reservations management modules.

“This is for heating, A/C and ventilation service company. This contact is the owner of the company who desires a solution to their inventory, order management, route/dispatch, scheduling, order management and work orders. Their main motivation to change is that they had a solution that managed the service and sales side of their business that was...” [\(MORE\)](#)

Lead #326727 / \$23,000 [VIEW FULL PROFILE →](#)

A marketing company in Texas who needs ERP including: time billing, email/web marketing, bank reconciliation, GL, AP, and AR functionalities.

“This is for a marketing firm who provides consulting and outsourced marketing services to health care manufacturing companies. This contact is the CFO of the company who desires a solution to their accounting (AR,AP,GL) with bank reconciliation, marketing analytics and time/billing. Their main motivation to change is that they use several...” [\(MORE\)](#)

Lead #326735 / \$22,700 [VIEW FULL PROFILE →](#)

A pharmaceutical manufacturer in Ontario who needs inventory control functionality.

“This lead is a pharmaceutical manufacturer of cannabis-based products. They are set to be in production before the end of the year. Their employee count will be less than 10 and the projected annual revenue is \$2 million. They have not decided on a

software yet. The contact is the Owner who desires an inventory/traceability software that can track..." [\(MORE\)](#)

Lead #326486 / \$21,000 [VIEW FULL PROFILE →](#)

A sub-contractor in Mississippi who needs job cost, dispatching, and estimating capabilities.

"This is a subcontractor that specializes in heavy and civil excavation and dirt moving construction that is looking for a software system that can do estimates, job costing, and route and dispatch management. They do some work as a general contractor as well but indicated that 30% of their revenue is as a general contractor and 70% is done as a..." [\(MORE\)](#)

Lead #326795 / \$20,800 [VIEW FULL PROFILE →](#)

A restaurant or food service company in Alberta who needs inventory control and point-of-sale capabilities.

"This is for a retail store located in Canada who sells general convenience, food and liquor items. This contact is the owner of the store who desires a solution to their POS and inventory. Their main motivation to change is that they do not have either a POS or inventory solution in place currently. They would like to implement a system that will..." [\(MORE\)](#)

Lead #326657 / \$20,000 [VIEW FULL PROFILE →](#)

A transportation company in New Jersey who needs dispatching capability.

"This is for a company that operates in the job shop custom fabrication realm and would like to add a transportation/logistics division to their company. This contact is the general manager for the company who desires a solution to their route/dispatch. Their main motivation to change is that they are looking and launching this new division for..." [\(MORE\)](#)

Lead #326743 / \$18,500 [VIEW FULL PROFILE →](#)

A non-profit in Texas who needs accounting and fundraising components.

“This lead is for a non profit church that is looking for an accounting solution that can also do donor management and fund accounting. Their primary motivation for change is their accountant has quit and they are taking on the responsibilities of this internally. They currently use Quickbooks Pro and indicated it does not do a good job of manging...” [\(MORE\)](#)

Lead #326911 / \$13,800 [VIEW FULL PROFILE →](#)

A non-profit in Connecticut who needs accounting and business intelligence modules.

“This is a volunteer non profit fire and ambulance service that is looking for a software solution that can do: AP, budgeting, BI, fund accounting, and GL. Their primary motivation for change is the current person that does their accounting is the only one with access to the software on their personal computer and they need a solution that can be...” [\(MORE\)](#)

Lead #326661 / \$11,500 [VIEW FULL PROFILE →](#)

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

“This is for a real estate company that operates as the owner/landlord for 100-150 residential properties. This contact is the accountant who is acting as a consultant for 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 are in need of an...” [\(MORE\)](#)

Lead #326754 / \$11,200 [VIEW FULL PROFILE →](#)

A government entity in Georgia who needs accounting and utility billing capabilities.

“This is a small municipality town that is looking for a basic accounting solution that can also do utility billing for their town. Their primary motivation for change is that they currently don't have a software solution in place for their town. The lead contact is the mayor of the town who indicated the they used to use Quickbooks but that was...” [\(MORE\)](#)

Lead #326513 / \$11,100 [VIEW FULL PROFILE →](#)

A food or medical distributor in British Columbia who needs sales tax capability.

“This is for a food wholesale distribution company located in Canada. This contact is the bookkeeper for the company who desires a solution to their sales tax management. Their main motivation to change is that they are need of a solution that is familiar with distribution companies in the Canada market and the geo specific taxes based on the...” [\(MORE\)](#)

Lead #326769 / \$11,000 [VIEW FULL PROFILE →](#)

A government entity in South Carolina who needs ERP including: payroll, fund accounting, budgeting, bank reconciliation, GL, AP, and AR components.

“This is for a government entity that operates on the local municipal level. This contact is the town clerk/treasurer who desires a solution for their accounting (AR,AP,GL) with bank reconciliation, payroll, fund accounting and budgeting/forecasting. Their main motivation to change is that their system infrastructure was severely neglected by the...” [\(MORE\)](#)

Lead #326716 / \$10,800 [VIEW FULL PROFILE →](#)

A non-profit in Alberta who needs ERP including: job cost, fund accounting, bank reconciliation, GL, AP, and AR components.

“This is for a non-profit organization located in Canada, who supports the performing arts. This contact is the secretary for the organization who desires a solution to their accounting (AR,AP,GL) with bank reconciliation, job costing and fund accounting. Their main motivation to change is that they have no solution in place and in order to really...” [\(MORE\)](#)

Lead #326862 / \$10,800 [VIEW FULL PROFILE →](#)

A sub-contractor in California who needs ERP including: purchase order, payroll, job cost, work order, and five other modules.

“This is for a construction company that operates primarily on a sub-contractor 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, payroll, estimating, job costing, purchase orders, work orders and project management as a wishlist item. Their main...” [\(MORE\)](#)

Lead #326770 / \$10,200 [VIEW FULL PROFILE →](#)

A sub-contractor in Illinois who needs ERP including: invoicing, estimating, GL, AP, AR, and project tracking components.

“This lead is a subcontractor that provides masonry, fencing, and welding services for residential and commercial properties. There are 10 employees and the company does not use any software. The contact is part of the Marketing Team who was asked by his boss to find some construction accounting software for AP, AR, GL, estimating, invoicing, and...” [\(MORE\)](#)

Lead #326906 / \$10,200 [VIEW FULL PROFILE →](#)

A property management company in California who needs ERP including: payroll, budgeting, bank reconciliation, GL, AP, and AR capabilities.

“This is for a real estate company that operates as a landlord for commercial retail properties. This contact is the accountant for the company who desires a solution to their accounting (AR,AP,GL) with bank reconciliation, budgeting and payroll. Their main motivation to change is that they are using a solution currently that doesn't operate the...” [\(MORE\)](#)

Lead #326873 / \$9,000 [VIEW FULL PROFILE →](#)

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

“This lead is a combination of a made to order as well as made for stock manufacturer of tactical gear and accessories. There are 9 employees and the company uses QB desktop (unknown edition) as well as QB Online. The contact is the Owner who desires a small business manufacturing software that has inventory control, order management, work order...” [\(MORE\)](#)

Lead #326780 / \$7,200 [VIEW FULL PROFILE →](#)

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

“This is for a real estate company that has begun offering property management as a service. This contact is the owner of the company who desires a solution to their accounting (AR,AP,GL) with bank reconciliation, purchase orders and property

management. Their main motivation to change is that this is an additional revenue stream for the company..." [\(MORE\)](#)

Lead #326745 / \$6,600 [VIEW FULL PROFILE →](#)

A healthcare organization in California who needs accounting and CRM modules.

"This lead is a healthcare organization that provides radiology review services for healthcare providers that is looking for a basic ERP solution that can do AR, CRM, GL, and invoicing for their company. Primary motivation for change is they used to use Dynamics GP and then switched to Excel due to complications with GP and now are looking for a..." [\(MORE\)](#)

Lead #326955 / \$5,400 [VIEW FULL PROFILE →](#)

A property management company in Missouri who needs accounting and bank reconciliation modules.

"This is for a small real estate company who is the landlord of a commercial office building. This contact is the attorney/administrator for the company who desires a solution to their accounting (AR, AP, GL) with bank reconciliation. Their main motivation to change is that up until now the building has been occupied solely by one client, a law firm..." [\(MORE\)](#)

Lead #326850 / \$4,000 [VIEW FULL PROFILE →](#)

A book retailer in California who needs accounting and point-of-sale functionalities.

"This lead is a retail shop that sells books in their brick and mortar shop as well online and over the phone. There are less than 10 employees and they use a POS and accounting software called Versapro and AIMsi. The contact is a Sales Associate who stated she is looking for accounting plus POS software for AP, GL, inventory, and invoicing. They..." [\(MORE\)](#)

Lead #326710 / \$3,600 [VIEW FULL PROFILE →](#)

A service company in Georgia who needs accounting, reservations management, and bank reconciliation capabilities.

“This is for a commercial and service company that operates as a landscape maintenance service. This contact is the owner of the company who desires a solution to their accounting (AR,AP,GL) with bank reconciliation, job costing, estimating, payroll and schedule management. Their main motivation to change is that they do not have a solution in...” [\(MORE\)](#)

Lead #326515 / \$3,500 [VIEW FULL PROFILE →](#)

A non-profit in California who needs budgeting functionality.

“This is a non-profit organization that is currently seeking a budgeting tool for their company. Their primary motivation for change is their current Quickbooks Online solution doesn't offer them a true budgeting tool so they have resorted to doing most of their budgeting in Excel. They have a 5 million dollar operating budget and indicated that...” [\(MORE\)](#)

Lead #326575 / \$2,600 [VIEW FULL PROFILE →](#)

A non-profit in Minnesota who needs general ledger, fund accounting, and fundraising components.

“This is for a church that is looking for a software solution that can do fund accounting, fundraising and donor management, and a GL. The lead contact is the church secretary who needs to keep track of the churches financials. They have roughly 250 members and are hoping to grow and want to be able to keep track of 500 families if possible...” [\(MORE\)](#)

Lead #326652 / \$2,400 [VIEW FULL PROFILE →](#)

A professional services or consulting company in Ontario who needs accounting, CRM, and bank reconciliation modules.

“This is a professional services firm that offers mediation, arbitration, and work place investigations that is looking for a basic ERP solution for their business that can handle AP, AR, bank reconciliation, budgeting, CRM, GL, and invoicing. Primary motivation for change is they currently use spreadsheets to manage everything and are looking for...” [\(MORE\)](#)

Lead #326694 / \$2,400 [VIEW FULL PROFILE →](#)

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

“This is for a made to order manufacturer of fiber optic components that is looking for an extremely basic inventory solution for this business. The lead contact is the owner of the company and reported that revenue is over a million in revenue but declined to provide the range any further than that. For inventory, he is fine with a simple system...” [\(MORE\)](#)

Lead #326573 / \$1,800 [VIEW FULL PROFILE →](#)

A professional services or consulting company in California who needs accounting and bank reconciliation functionalities.

“This is for a professional services company that provides contract interpretation services. This contact is the manager for the company who desires a solution to their accounting (AR,AP,GL) with bank reconciliation. Their main motivation to change is that they do not have a solution in place currently. They are a fairly new company who began...” [\(MORE\)](#)

Lead #326709 / \$1,800 [VIEW FULL PROFILE →](#)

A professional services or consulting company in California who needs accounting and bank reconciliation capabilities.

“This is for a sole proprietorship business services company. This contact is the owner of the company who desires a solution to their accounting (AR,AP,GL) with bank reconciliation. Their main motivation to change is that their existing solution hasn't been updated in 6 years and is no longer supported. Currently this company uses Wisco Computing...” [\(MORE\)](#)



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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