

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 #327027 / \$316,000 [VIEW FULL PROFILE →](#)

A professional services or consulting company in Maryland who needs ERP including: fixed asset management, project management, time billing, budgeting, bank reconciliation, GL, AP, and AR modules.

“This lead is a professional consulting company focusing on human resources consulting with the foal of building and optimizing a companies workforce that is looking for a new ERP solution that can do AP, AR, bank reconciliation, budgeting, fixed asset management, GL, project management and time and billing. Their primary motivation for change is...” [\(MORE\)](#)

Lead #327111 / \$152,400 [VIEW FULL PROFILE →](#)

A durable goods distributor in Ontario who needs ERP including: supply chain management, multi-currency accounting, e-commerce, budgeting, GL, AP, and AR capabilities.

“This lead is a consultant on behalf of a Canadian durable goods wholesaler that is looking for an ERP solution that includes: AP, AR, budgeting, e-commerce, GL, inventory, order management, purchase order, and multi-currency accounting. Primary motivation for change is that the company is currently using an old home grown antiquated system and are...” [\(MORE\)](#)

Lead #326377 / \$112,000 [VIEW FULL PROFILE →](#)

A government entity in Oregon who needs ERP including: inventory control, purchase order, payroll, fund accounting, and five other modules.

“This lead is an Indian tribal government that is looking for a new ERP solution for their tribe that can handle: AP, AR, budgeting, fund accounting, GL, HR, inventory,

payroll, and purchase orders. Their primary motivation for change is that they are looking for a more complete system for their tribe. It is unknown what current solution they are..." [\(MORE\)](#)

Lead #326999 / \$105,000 [VIEW FULL PROFILE →](#)

A non-durable goods distributor in Illinois who needs ERP including: supply chain management, CRM, point-of-sale, bank reconciliation, GL, AP, and AR functionalities.

"This is for a wholesale distribution company of non-durable goods that also has a brick/mortar retail store front as well. This contact is the vice president of the company who desires a solution to their accounting (AR,AP,GL) with bank reconciliation, CRM, order management, inventory, POS and purchase orders. Their main motivation to change is..." [\(MORE\)](#)

Lead #327224 / \$74,000 [VIEW FULL PROFILE →](#)

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

"This lead is a job shop manufacturer of colored stainless steel. The company has 25 employees and is using ACT crm and Quickbooks (unknown edition). The contact is the Supply Chain Specialist who desires an ERP system that has accounting (AP, AR, GL), inventory, order management, MRP and work order functionalities. She is newer to the company but..." [\(MORE\)](#)

Lead #327141 / \$70,000 [VIEW FULL PROFILE →](#)

A non-profit in California who needs time & attendance capability.

*"This lead is a consultant on behalf of a non profit organization that provides child development services for the last 30 years that is in need of a time and attendance solution for their 260 employees. **The consultant is based in Canada, but the lead contact is based in California The consultant is the current VAR of the client and they..."* [\(MORE\)](#)

Lead #327281 / \$64,800 [VIEW FULL PROFILE →](#)

A sub-contractor in California who needs ERP including: estimating, GL, AP, and AR capabilities.

“This lead is for a commercial subcontractor that specializes in steel and architectural sheet metal fabrication and installation that is looking for an all in one construction ERP solution that can handle: AP, AR, estimates, GL, job costing, project management, and the potential to add payroll down the road. Their primary motivation for change is...” [\(MORE\)](#)

Lead #327494 / \$63,200 [VIEW FULL PROFILE →](#)

A sub-contractor in Georgia who needs QMS capability.

“This lead is a construction sub contractor that specializes in the building of power lines, substations, solar lines, and other sustainable power sources that is looking for a quality management solution. They currently use Foundation Accounting Software for their back end accounting and aren't looking to move away from that. They are looking to...” [\(MORE\)](#)

Lead #327309 / \$62,400 [VIEW FULL PROFILE →](#)

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

“This is for a health care company that operates as a health care savings plan for its members. This contact is an accountant for the company who desires a solution to their accounting (AR,AP,GL) with bank reconciliation and time/billing. Their main motivation to change is that their existing solution isn't robust enough to handle the immense...” [\(MORE\)](#)

Lead #327268 / \$57,800 [VIEW FULL PROFILE →](#)

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

“This is for a made for stock manufacturing company who produces items specific to the printing industry. This contact is a financial analyst for the company who desires a solution to their budgeting, planning and forecasting. Their main motivation to change is that their predictive revenue modeling and budgeting process is all done by hand...” [\(MORE\)](#)

Lead #327275 / \$56,000 [VIEW FULL PROFILE →](#)

A finance, banking & insurance company in Iowa who needs accounts payable functionality.

“This lead is a government-funded organization that provides loans to low-income families. They are listed as finance since they are not looking for government specific functionality. There are 20 employees and they use a software called Emphasys. The contact is the Controller who desires a standalone AP solution. He is NOT looking to replace their...” [\(MORE\)](#)

Lead #327426 / \$52,600 [VIEW FULL PROFILE →](#)

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

*“This lead is an internet service provider that offers their service to customers that is looking for a new accounting package for their business. **Please note, we did a BI specific lead for this same contact under 326714. They have since come back to us indicated they are looking to replace their current ERP** They need a system that can do AP...”* [\(MORE\)](#)

Lead #327507 / \$51,000 [VIEW FULL PROFILE →](#)

A retail shop in Ontario who needs accounts payable and general ledger functionalities.

*“This lead is a retail operation in Canada with over 150 stores and under 500 employees. They use JDA Point of Sales but do not have an accounting package. The contact is the IT Director who desires an accounting package for AP, GL, and financial reporting/budgeting. *Integration with the POS system is not a deal breaker so long as the system is...”* [\(MORE\)](#)

Lead #327405 / \$50,000 [VIEW FULL PROFILE →](#)

A consultant on behalf of a gov't contractor in Missouri who needs accounting capability.

“This lead is a consultant requesting on behalf of a government contractor. The client has between 40 to 50 employees and they provide services to the DOD and other gov't agencies. They use a hosted Quickbooks solution. The consultant does their

accounting for them. They are needing a strong gov't contractor software with general accounting (AP..." [\(MORE\)](#)

Lead #327398 / \$48,100 [VIEW FULL PROFILE →](#)

A transportation company in Ontario who needs ERP including: fleet management, eld, dispatching, GL, AP, and AR modules.

"This lead is a transportation company with roughly 10 officer workers and growing from 30 to 40 tractor/trailer drivers. The company uses a mom and pop dispatch and accounting software called Expert Dispatch. The contact is the Safety Manager who desires an all-in-one TMS software that has accounting (AP, AR, GL), route & dispatch management, ELD..." [\(MORE\)](#)

Lead #327399 / \$43,400 [VIEW FULL PROFILE →](#)

An accounting or legal services firm in Ontario who needs document management, reservations management, and workflow management capabilities.

"This is for the legal department of a government entity located in Canada. This contact is the legal manager for the municipality who desires a solution to their document management, docket scheduling and workflow management. Their main motivation to change is that they do not have a formalized solution in place currently and would like to..." [\(MORE\)](#)

Lead #327190 / \$40,200 [VIEW FULL PROFILE →](#)

A food distributor/importer in Quebec who needs accounting and order management functionalities.

"This lead is a food distributor/importer. There are 10 employees and the business uses QB online along with Dear Inventory. They also have an outside accounting firm but it is unknown what program they are using. The contact is the Owner/President who desires an industry relevant ERP system for accounting (AP, AR, GL), inventory, and order..." [\(MORE\)](#)

Lead #327329 / Open [VIEW FULL PROFILE →](#)

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

“This lead is a job shop manufacturer of aerospace parts. There are roughly 100 employees and annual revenue of \$10 million. They use a RealTrac for MRP/MES and Quickbooks for accounting. The contact is the Director of Quality who desires a quality management and reporting software. He is NOT interested in replacing their accounting and MRP/MES...” [\(MORE\)](#)

Lead #327368 / \$39,880 [VIEW FULL PROFILE →](#)

A real estate sales & development company in Hawaii who needs ERP including: project tracking, purchase order, CRM, work order, and five other modules.

“This is for a real estate and construction company located in Hawaii that operates as a broker, property manager, general contractor and maintenance company on a residential level. This contact is the controller for the company who desires a solution to their accounting (AR,AP,GL) with bank reconciliation, CRM, estimating, job costing, project...” [\(MORE\)](#)

Lead #327497 / \$38,000 [VIEW FULL PROFILE →](#)

A sub-contractor in Florida who needs ERP including: inventory control, work order, time & attendance, estimating, GL, AP, and AR functionalities.

“This lead is for a subcontractor that specializes in electrical contracting as their primary business entity. They also provide electrical services, and also manufacture 8-10 products. They are listed as a construction sub contractor due to this being the primary revenue generator of the company. They are currently looking for a solution that can...” [\(MORE\)](#)

Lead #327337 / \$29,000 [VIEW FULL PROFILE →](#)

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

“This is for a multi-location construction company located in Hawaii that operates on both a general and sub-contract level for paving projects. This contact is the estimating manager for the company who desires a solution to their accounting (AR,AP,GL) with bank reconciliation, purchase orders and job costing. Their main motivation to change is...” [\(MORE\)](#)

Lead #327517 / \$28,800 [VIEW FULL PROFILE →](#)

A consultant on behalf of a transportation company in Texas who needs payroll capability.

“This lead is a consultant requesting on behalf of a transportation client. The client has 30 to 40 drivers and is using Quickbooks (unknown edition). The consultant is a management firm that is doing a few consulting projects with the client, with one of them being a search for a payroll solution. Integration with Quickbooks would be nice; he is...” [\(MORE\)](#)

Lead #327024 / \$28,000 [VIEW FULL PROFILE →](#)

A sub-contractor in California who needs ERP including: payroll, budgeting, estimating, GL, AP, AR, and project tracking capabilities.

“This lead is a subcontractor that specializes in electrical construction that is looking for a new construction ERP system to replace their existing American Contractor System. They need a system that can do: AP, AR, budgeting, estimates, GL, job costing, payroll, and project management. Their motivation for change is they need to change systems...” [\(MORE\)](#)

Lead #327369 / \$28,000 [VIEW FULL PROFILE →](#)

A non-profit in North Carolina who needs fundraising capability.

“This lead is for one location of a larger nonprofit organization. Each location acts independently and this location has 50 employees. They use Sage Fundraising 50 version 2007. The contact is the Resource Development Coordinator who desires a donor management software. Some of her teammates want to replace the system entirely while others are...” [\(MORE\)](#)

Lead #327412 / \$27,600 [VIEW FULL PROFILE →](#)

A finance, banking & insurance company in Cayman Islands who needs accounting and bank reconciliation components.

“This is for a financial institution located in the Cayman Islands who operates as credit union. This contact is the IT manager for the company who desires a solution to their accounting (AR,AP,GL) with bank reconciliation and fixed assets. Their main motivation to change is that these functions are handled on a limited basis by the proprietary...” [\(MORE\)](#)

Lead #327256 / \$27,450 [VIEW FULL PROFILE →](#)

A sub-contractor in Oklahoma who needs project management and time billing components.

“This lead is a subcontractor that specializes in structural steel fabrication and welding of commercial buildings; they also do some ad-hoc equipment welding. There are 20 employees and they use Quickbooks Online for accounting. The contact is the Owner who desires a project management and time & expense management. He is NOT looking to replace QB...” [\(MORE\)](#)

Lead #327282 / \$25,500 [VIEW FULL PROFILE →](#)

A non-profit in California who needs accounting capability.

*“This lead is a non profit organization that has a mission to fight poverty by supporting organizations that support the poverty with working skills developments, housing, and other organizations. They are looking for a new accounting solution to replace their existing and outdated Quickbooks solution. **Please do not request this lead using...”* [\(MORE\)](#)

Lead #327407 / \$25,500 [VIEW FULL PROFILE →](#)

A food or medical distributor in Montana who needs inventory control and order management capabilities.

“This is for a wholesale distribution company who sells agricultural based products and creates custom blends on a jobshop basis. This contact is the president of the company who desires a solution to their inventory with BOM and order management. Their main motivation to change is that the fertilizer customization portion of their business is...” [\(MORE\)](#)

Lead #327323 / \$25,000 [VIEW FULL PROFILE →](#)

A professional services or consulting company in Alberta who needs ERP including: payroll, project management, bank reconciliation, GL, AP, and AR capabilities.

“This is for a professional services firm located in Canada who provides architectural services. This contact is the new principle of the firm who desires a solution to their accounting (AR,AP,GL) with bank reconciliation, payroll and project management.

Their main motivation to change is that their existing systems are in dire need of a systems..." [\(MORE\)](#)

Lead #327365 / \$24,800 [VIEW FULL PROFILE →](#)

A property management company in Idaho who needs ERP including: reservations management, bank reconciliation, property management, GL, AP, and AR functionalities.

"This is for a real estate company that owns and manages multi-family rental units with a handful of them being short-term vacation cabins. This contact is the owner of the company who desires a solution to their accounting (AR,AP,GL) with bank reconciliation, property management and reservation/scheduling. Their main motivation to change is that..." [\(MORE\)](#)

Lead #327298 / \$21,000 [VIEW FULL PROFILE →](#)

A hospitality or hotel management company in Missouri who needs accounting and property management capabilities.

"This is for a real estate company who provides property management as a service. This contact is the operations manager for the business who desires a solution to their accounting (AR,AP,GL) with property management. Their main motivation to change is that they have dived head first into managing vacation rental units such as cabins, condo's and..." [\(MORE\)](#)

Lead #327382 / \$21,000 [VIEW FULL PROFILE →](#)

A process operations manufacturer in British Columbia who needs ERP including: inventory control, order management, manufacturing management, GL, AP, and AR capabilities.

"This lead is a process manufacturer of sunscreen products. The company is owned by 3 partners and they do not have employees because they outsource their manufacturing. This company has been around They use Sage Live. The contact is a consultant for the company who actually has a long history with them. The company was bought and sold a few times..." [\(MORE\)](#)

Lead #327186 / \$20,700 [VIEW FULL PROFILE →](#)

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

*“This lead is a property management company that does both residential and commercial property management. They are a fairly new company and have 8 employees. They use Buildium for the residential management and Skyline for the commercial management. The contact is the Controller who stated she *desires to replace Skyline with a commercial property...”* [\(MORE\)](#)

Lead #327492 / \$20,200 [VIEW FULL PROFILE →](#)

An educational organization in New York who needs e-commerce and document management capabilities.

“This is for a private educational institution that operates as boys only high school This contact is an administrative assistant for the school who desires a solution to their online pre-enrollment process. Their main motivation to change is that their application and pre-enrollment process is a manual task currently which is aided somewhat by a...” [\(MORE\)](#)

Lead #327133 / \$18,400 [VIEW FULL PROFILE →](#)

A finance, banking & insurance company in Illinois who needs business intelligence capability.

“This is for a finance company that operates as a broker/dealer of financial security instruments. This contact is the president of the company who desires a solution to their business intelligence. Their main motivation to change is that the data they are provided on a report basis from their parent company and clearing house makes it incredibly...” [\(MORE\)](#)

Lead #327318 / \$18,000 [VIEW FULL PROFILE →](#)

A transportation company in Alberta who needs inventory control capability.

*“This lead is a transportation company located in Canada with over 12,000 employees and well over \$150 million in revenue. This particular request is for the mail room division of the organization. The contact, who is the Team Lead for Logistics, does not know what ERP system they run but mentions using SharePoint. *He is only interested in a...”* [\(MORE\)](#)

Lead #327315 / \$17,800 [VIEW FULL PROFILE →](#)

A non-profit in Minnesota who needs accounting capability.

“This lead is a non profit organization that acts as an association managing different philanthropic initiatives in the greater metro area that they serve 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 feel that their current Dynamics GP solution (hasn't...” [\(MORE\)](#)

Lead #327461 / \$15,600 [VIEW FULL PROFILE →](#)

A retailer of hard goods in New Jersey who needs inventory control and order management functionalities.

“This is for a retail company of hard goods, specifically cell phones. This contact is the CEO of the company who desires a solution to their inventory and order management. Their main motivation to change is that they are a new company and their struggle at the moment is processing orders and getting that to integrate with the inventory that they...” [\(MORE\)](#)

Lead #327498 / \$15,400 [VIEW FULL PROFILE →](#)

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

“This is for a real estate company that will operate as an investor who identifies residential properties that are a good candidate for a flip. This contact is a partner within 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 this a new...” [\(MORE\)](#)

Lead #327269 / \$14,400 [VIEW FULL PROFILE →](#)

A general contractor in Florida who needs ERP including: purchase order, payroll, job cost, estimating, bank reconciliation, GL, AP, and AR functionalities.

“This is for a construction company who operates on a general contractor level for residential remodeling projects. This contact is the office manager for the company who desires a solution to their accounting (AR,AP,GL) with bank reconciliation,

estimating, job costing, purchasing and payroll. Their main motivation to change is that they are a... [\(MORE\)](#)

Lead #327371 / \$14,000 [VIEW FULL PROFILE →](#)

A government entity in New York who needs ERP including: purchase order, fund accounting, budgeting, GL, AP, and AR functionalities.

*“This lead is a government entity that is looking for a new accounting package that can do AP, AR, budgeting, fund accounting, GL, and purchase orders. Their primary motivation for change is they are currently unhappy with their existing Quickbooks solution and are looking at alternatives. **Please do not request using Quickbooks as that is the...”* [\(MORE\)](#)

Lead #327285 / \$12,600 [VIEW FULL PROFILE →](#)

A non-profit in British Columbia who needs donor/membership management functionality.

*“*This is the same contact for Lead 327306 but searching for different functionality requirements.* This lead is a publicly funded nonprofit art gallery. There are 4 to 5 employees. They use Sage 50 for accounting and Sumac for CRM. The contact is a Director on the Board who is in charge of the organization's software requirements. He is looking...”* [\(MORE\)](#)

Lead #327306 / \$12,600 [VIEW FULL PROFILE →](#)

A retailer of hard goods in British Columbia who needs point-of-sale functionality.

*“*This is the same contact for Lead 327285 but searching for different functionality requirements.* This lead is a publicly funded nonprofit art gallery. There are 4 to 5 employees. They use Sage 50 for accounting, Sumac for CRM, and Square for POS. The contact is a Director on the Board who is in charge of the organization's software requirements...”* [\(MORE\)](#)

Lead #327353 / \$11,800 [VIEW FULL PROFILE →](#)

A property management company in Connecticut who needs property management capability.

“This lead is for a small residential property management company that also owns the property that is looking for property management software for their company. Their primary motivation for change is they currently do everything in Excel and are looking for a better solution to streamline processes, in the lead contacts words he wants to work...” [\(MORE\)](#)

Lead #327319 / \$10,800 [VIEW FULL PROFILE →](#)

An accounting or legal services firm in California who needs tax preparation functionality.

“This lead is for an accounting firm that is looking for a tax preparation software for their business. Their primary motivation for change is that they currently do not have any software solution in place as they are starting new this year. They will be preparing state and federal individual returns only and wants the ability to electronic file...” [\(MORE\)](#)

Lead #327373 / \$10,300 [VIEW FULL PROFILE →](#)

An accounting or legal services firm in Connecticut who needs project management capability.

“This lead is for an accounting firm that offers back end accounting services, client write up and other services that is looking for a project management solution for their business. The primary motivation for change is while they have the back end accounting (using Quickbooks online) setup, they currently don't have a good solution in place to...” [\(MORE\)](#)

Lead #327276 / Open [VIEW FULL PROFILE →](#)

A property management company in New York who needs accounting and property management capabilities.

“This lead is a property management firm that manages primarily residential properties. There are 8 employees and the business has been using Tenant Pro 7. The contact is the Owner who desires a property management software with accounting (AP, AR, GL) functionalities. The contact is looking to upgrade their software as he has maximized the use of...” [\(MORE\)](#)

Lead #327376 / \$9,200 [VIEW FULL PROFILE →](#)

A soft goods distributor in Illinois who needs accounting, order management, CRM, and e-commerce functionalities.

“This lead is a wholesaler distributor of soft good specifically apparel that is custom printed and embroidered that is in need of a basic ERP solution that can do AP, AR, CRM, e-commerce, GL, order management, and purchase orders. Their primary motivation for change is they are using an old version of Sage 50 and it is not robust enough for their...” [\(MORE\)](#)

Lead #327355 / \$9,000 [VIEW FULL PROFILE →](#)

A sub-contractor in North Carolina who needs estimating capability.

“This lead is for a construction subcontractor that does both residential and commercial projects specifically focused on painting interior and exteriors as well as doing stucco work that is looking for a basic estimating tool for his business. His primary motivation for change is that he currently does all his estimating by hand and wants a better...” [\(MORE\)](#)

Lead #327330 / \$8,200 [VIEW FULL PROFILE →](#)

A professional services or consulting company in Nevada who needs accounting and bank reconciliation components.

“This is for a professional services company who provides laborer staffing for entertainment events. This contact is the co-owner of the company who desires a solution to their accounting (AR,AP,GL) with bank reconciliation, time/attendance tracking and estimating. Their main motivation to change is that they have many manual processes now that are...” [\(MORE\)](#)



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.

MONICA@FINDACCOUNTINGSOFTWARE.COM • (414) 456-0500 EXT. 11

You are receiving this email because of your company's participation in Sell Accounting Software's partner network. If you have any questions, please contact Monica Wilson at [\(414\) 456-0500 ext. 11](tel:(414)456-0500). To opt out of future messages, [unsubscribe here](#).