

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 #327235 / \$1,500,000 [VIEW FULL PROFILE →](#)

A government entity in Ohio who needs ERP including: inventory control, purchase order, fixed asset management, fund accounting, budgeting, GL, AP, and AR functionalities.

“This lead is a public service organization that has roughly 680 employees. They are using a software called IREN by Aptean. The contact is the Procurement Specialist who is looking to gather more information regarding a new ERP system that can manage AP, AR, GL, budgeting, fixed asset, grant management, inventory, and procurement/purchasing. They...” [\(MORE\)](#)

Lead #327044 / \$280,000 [VIEW FULL PROFILE →](#)

A finance, banking & insurance company in Illinois who needs cost accounting and charge back capability.

“This lead is a consultant on behalf of a large healthcare insurance company with over 20,000 employees that does hundreds of millions in revenue per year that is looking for a unique piece of software. He was not able to provide me with client or contact details of the company due to NDA. The consultant is hired by the company and has been working...” [\(MORE\)](#)

Lead #326987 / \$278,800 [VIEW FULL PROFILE →](#)

A commercial and service company in Georgia who needs ERP including: project tracking, inventory control, fixed asset management, time billing, GL, AP, and AR functionalities.

“This lead is a commercial and service provider that specializes in events management and production. There are roughly 106 employees and they use

Quickbooks for accounting and IntelliEvent for rentals management. The contact is the Controller who desires a replacement ERP system that has AP, AR, GL, asset/rentals management, inventory, job cost... [\(MORE\)](#)

Lead #327039 / \$212,000 [VIEW FULL PROFILE →](#)

A made-for-stock soft goods manufacturer in California who needs ERP including: inventory control, order management, manufacturing management, point-of-sale, e-commerce, GL, AP, and AR components.

*“This lead is *a made for stock manufacturer of soft goods such as apparel and fashion wear. They also have a wholesale distribution, showroom, and ecommerce sales channel.* There are 65 employees and projected annual revenue is \$24 million. They use an apparel specific business management software called AMP. The contact is the Controller who...”* [\(MORE\)](#)

Lead #326991 / \$175,200 [VIEW FULL PROFILE →](#)

A general contractor in Texas who needs inventory control, purchase order, and project management components.

“This is for a construction company who operates mainly on a general contractor level for new commercial construction. This contact is the sales/business development coordinator for the company who desires a solution to their project management, inventory and purchasing with accounting (AR,AP,GL) and bank reconciliation as a wishlist item. Their...” [\(MORE\)](#)

Lead #327031 / \$151,200 [VIEW FULL PROFILE →](#)

A service company in Virginia who needs ERP including: purchase order, job cost, work order, estimating, bank reconciliation, GL, AP, and AR components.

“This is for a commercial and service company who provides facility management services. This contact is the controller for the company who desires a solution to their accounting (AR,AP,GL) with bank reconciliation, purchase orders, work orders, estimating and job costing. Their main motivation to change is that they are using a system that doesn't...” [\(MORE\)](#)

Lead #326681 / \$100,000 [VIEW FULL PROFILE →](#)

A healthcare organization in California who needs purchase order capability.

*“*This is a redistribute of Lead 326682. The licensing model and budget have been updated for accuracy in this lead.* This lead is a healthcare organization that has 2,500 employees. They use Microsoft Great Plains. The contact is the Director of Sourcing and Supply Chain who is *looking for a procurement management software. She stated they are...”* [\(MORE\)](#)

Lead #327041 / \$100,000 [VIEW FULL PROFILE →](#)

A consultant on behalf of a durable goods distributor in California who needs ERP including: supply chain management, EDI, GL, and AP functionalities.

“This lead is a consultant requesting on behalf of a client that does wholesale/distribution. Under contract, he cannot disclose the client name. The client has 30 employees and the consultant believes their annual sales is \$10 million. The client is using Quickbooks (unknown edition) with Fishbowl Inventory. They also use QB payroll service. The...” [\(MORE\)](#)

Lead #327163 / \$100,000 [VIEW FULL PROFILE →](#)

A pharmaceutical/food manufacturing company in Trinidad And Tobago who needs ERP including: inventory control, order management, manufacturing management, manufacturing execution system, GL, AP, and AR capabilities.

*“This lead is a food manufacturer of meat products that also does distribution of theirs and 3rd party food products. *This lead is located in Trinidad and Tobago.* There are roughly 200 employees. The company is still using Sage 50. The contact is the Logistics Specialist who desires a manufacturing accounting program that has AP, AR, GL...”* [\(MORE\)](#)

Lead #327015 / \$97,600 [VIEW FULL PROFILE →](#)

A durable goods distributor in New York who needs AP, order management, AR, CRM, and three other modules.

“This lead is a wholesaler distributor of office furniture that is looking for an ERP solution for their business that can handle: AP, AR, budgeting, BI, CRM, order management, purchase orders, sales tax, and warehouse management. Their

primary motivation for change is they are currently using Quickbooks Enterprise and are looking to move away from..." [\(MORE\)](#)

Lead #327114 / \$97,000 [VIEW FULL PROFILE →](#)

A public service entity in Louisiana who needs ERP including: payroll, time & attendance, budgeting, GL, AP, and AR components.

"This lead is a public safety service organization that has 60 employees. The organization uses Quickbooks (unknown edition) for accounting, an unnamed tax software, and also relies on a software called Karpel (which is used by the DA's office). The contact is the Administrator who desires an ERP system that has general accounting (AP, AR, GL..." [\(MORE\)](#)

Lead #327003 / \$87,000 [VIEW FULL PROFILE →](#)

A made-to-order manufacturer in Arizona who needs ERP including: project tracking, purchase order, CRM, manufacturing management, and six other modules.

"This is for a custom job shop manufacturer who specializes in engineering and technology driven manufacturing. This contact is the CFO of the company who desires a solution to their accounting (AR,AP,GL) with estimating, job costing, MES, MRP, project management, purchasing and CRM. Their main motivation to change is that they use a variety of..." [\(MORE\)](#)

Lead #327231 / \$76,200 [VIEW FULL PROFILE →](#)

A non-profit in Arkansas who needs ERP including: multilingual (spanish/english), foreign currency conversion, sales tax, bank reconciliation, fundraising, GL, AP, and AR components.

"This is for a U.S. based non-profit organization who supports an orphanage in Guatemala City, Guatemala. This contact is a retained consultant to the organization who desires a solution to their accounting (AR,AP,GL) with bank reconciliation, foreign currency, fund raising and tax management. Their main motivation to change is that they are using..." [\(MORE\)](#)

Lead #326990 / \$69,000 [VIEW FULL PROFILE →](#)

A professional services government contractor in Virginia who needs ERP including: time & attendance, budgeting, GL, AP, AR, and project tracking functionalities.

“This lead is a government contractor that provides consultation services. There are actually 5 businesses under this company and this request is for one of the entities. The number of employees fluctuates based on their contracts but they have at the moment 40 employees. They use Dynamics NAV now but have previously used Procas. The contact is the...” [\(MORE\)](#)

Lead #327159 / \$69,000 [VIEW FULL PROFILE →](#)

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

“This lead is a job shop manufacturer of custom gifts and photo albums. They have 21 employees and annual revenue of \$3-4 million. They use a software called S2K for order entry and Sage 50 for accounting. They have a 3rd party provider. The contact is the Controller who was tasked by her boss to look for a manufacturing accounting software with...” [\(MORE\)](#)

Lead #326996 / \$61,000 [VIEW FULL PROFILE →](#)

A sub-contractor in Montana who needs ERP including: estimating, bank reconciliation, GL, AP, AR, and project tracking functionalities.

“This is for a construction company that operates on a subcontract level for both commercial and residential long-term projects. This contact is the owner of the company who desires a solution to their accounting (AR,AP,GL) with bank reconciliation, estimating, job costing, project management and payroll as a wishlist item. Their main motivation to...” [\(MORE\)](#)

Lead #327118 / \$56,200 [VIEW FULL PROFILE →](#)

A professional services or consulting company in Ontario who needs ERP including: project tracking, purchase order, foreign currency conversion, estimating, and five other modules.

“This is for a professional services company located in Canada that performs event planning services and coordinates trade shows across North America. This contact is the controller of the company who desires a solution to their accounting (AR,AP,GL) with bank reconciliation, estimating, job costing, foreign currency, purchase orders, scheduling...” [\(MORE\)](#)

Lead #326818 / \$50,000 [VIEW FULL PROFILE →](#)

An apparel manufacturer in California who needs accounting and MRP/PLM management components.

“This lead is a made for stock manufacturer of apparel. The company has 11 employees and can easily grow to 15 by next year. They are rapidly growing at 200 to 400 percent in revenue. This year they will be at \$3 million and the goal is \$10 million next year. They use Quickbooks (unknown edition) at the moment. The contact is the Director of...” [\(MORE\)](#)

Lead #326992 / \$42,000 [VIEW FULL PROFILE →](#)

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

“This is a professional services company that has multiple business entities that is looking for an accounting solution that can do AP, AR, bank reconciliation, GL, payroll, and the option to add budgeting down the road. The primary entity of this company is a staffing agency. They are looking at expanding their services to offer IT tech support...” [\(MORE\)](#)

Lead #326977 / \$41,000 [VIEW FULL PROFILE →](#)

A non-profit in Oregon who needs ERP including: payroll, fund accounting, time & attendance, budgeting, fundraising, GL, AP, and AR modules.

*“*Please read as this request has a specific desired functionality.* This lead is a nonprofit organization that services and assists individuals with disabilities. There are roughly 20 employees and the operating budget varies between \$2 million to \$3 million. They use FastFund Nonprofit Software. The contact is the Director of Finance who desires...”* [\(MORE\)](#)

Lead #327120 / \$38,800 [VIEW FULL PROFILE →](#)

A consultant requesting on behalf of a professional services company in North Carolina who needs accounting functionality.

“This lead is a consultant requesting on behalf of a consulting service that specializes in educational trainings. The client has 50 employees and is growing. They use Quickbooks for accounting, SharePoint for document sharing, BigTime for timekeeping, and ADP for payroll. The consultant is contracted with the client to review single systems that...” [\(MORE\)](#)

Lead #327241 / **\$36,600** [VIEW FULL PROFILE →](#)

A government entity in Pennsylvania who needs ERP including: land management, HR management, budgeting, GL, AP, and AR capabilities.

“This lead is a government municipality that is in the infancy stages of exploring alternative solutions to their current software. They need a solution that can do AP, AR, budgeting, Gl, HR, and land management. Their primary motivation for change is they have been with their current software provider for 20 years. The provider is local and they...” [\(MORE\)](#)

Lead #327033 / **\$35,000** [VIEW FULL PROFILE →](#)

A made-to-order manufacturer in Massachusetts who needs supply chain management capability.

*“This lead is for a made to order manufacturer of chemicals and materials used in construction as well as coatings used in packaging. This company is publicly traded on the NYSE and does roughly *1 billion* in revenue as a global organization. They are currently in the process of evaluating new supply change software for their company. They...”* [\(MORE\)](#)

Lead #327108 / **\$35,000** [VIEW FULL PROFILE →](#)

A made-for-stock manufacturer in South Carolina who needs ERP including: inventory control, order management, manufacturing management, bank reconciliation, and four other modules.

“This is for a made for stock manufacturer who will produce industrial ultrasound equipment with some customizations. This contact is the COO of the company who desires a solution to their accounting (AR,AP,GL) with bank reconciliation, order

management, inventory, purchasing, MES and MRP. Their main motivation to change is that they do not have a... [\(MORE\)](#)

Lead #327100 / \$30,000 [VIEW FULL PROFILE →](#)

A sub-contractor in Colorado who needs estimating and project tracking modules.

“This is for a construction company that operates on a subcontract level for primarily civil projects. This contact is a takeoff tech for the company who desires a solution to their project management, estimating and job costing. Their main motivation to change is that they need a solution that will work with what they have in place and not...” [\(MORE\)](#)

Lead #327158 / \$29,200 [VIEW FULL PROFILE →](#)

A durable goods distributor in Trinidad And Tobago who needs ERP including: supply chain management, bank reconciliation, GL, and AP functionalities.

“This is for a wholesale distribution company located in Trinidad who sells industrial supplies. This contact is the assistant director of the company who desires a solution to their accounting (AR,AP,GL) with bank reconciliation, inventory, order management and purchasing. Their main motivation to change is that they ahve grown to the point where...” [\(MORE\)](#)

Lead #326864 / \$28,900 [VIEW FULL PROFILE →](#)

A sub-contractor in California who needs project management capability.

“This is for a construction company that operates on a subcontract level for commercial renovation projects. This contact is an administrative assistant for the company who desires a solution to their project management. Their main motivation to change is that they have a difficult time scheduling crew members to specific projects and alerting them...” [\(MORE\)](#)

Lead #327061 / \$28,000 [VIEW FULL PROFILE →](#)

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

“This lead is for a general contractor that does all commercial projects across the US that is in need of a fixed asset management solution for their business. This company

does 5-10 million in revenue per year and works 200-300 projects per year if not more. They currently use Vista by Viewpoint as their ERP and are using Excel currently for fixed... [\(MORE\)](#)

Lead #327086 / \$21,800 [VIEW FULL PROFILE →](#)

A durable goods distributor in Puerto Rico who needs warehouse management functionality.

*“This lead is a wholesaler distributor of tools and other items that is looking for a WMS solution for their business. **Please note this lead is based in Puerto Rico and software will be used in Puerto Rico** The lead contact is the warehouse manager and reporting their existing Quickbooks solution does not currently support a WMS module. As a...”* [\(MORE\)](#)

Lead #326924 / \$20,000 [VIEW FULL PROFILE →](#)

A professional services or consulting company in Delaware who needs ERP including: budgeting, bank reconciliation, investment tracking, GL, AP, and AR modules.

“This is for a professional services firm who provides project development to the oil/gas industry. This contact is a co-owner of the company who desires a solution to their accounting (AR,AP,GL) with bank reconciliation, budgeting and investment tracking. Their main motivation to change is that they are using an accounting program that just isn't...” [\(MORE\)](#)

Lead #327048 / \$20,000 [VIEW FULL PROFILE →](#)

A service company in Arizona who needs job cost and estimating components.

“This lead is a commercial and service provider that specializes in automotive retrofits, remodels, and renovations. There are 20 employees and annual sales are \$5 million. They use Sage 50 for accounting and ADP for payroll. The contact is the Vice President and he desires an estimating/quoting and job cost software that integrates with Sage 50...” [\(MORE\)](#)

Lead #327169 / \$20,000 [VIEW FULL PROFILE →](#)

An agriculture, forestry, fishing or mining company in Colorado who needs asset management capability.

“This is a service company for the oil and gas industry. For producers they service them by providing equipment rental. This company has around 12-13 total employees. This contact is the Sales Coordinator for the organization. She desires a rental asset manager. This program will be able to keep a tally of where equipment is and where it is going...” [\(MORE\)](#)

Lead #327218 / \$20,000 [VIEW FULL PROFILE →](#)

A healthcare or social services organization in North Carolina who needs accounting capability.

“This lead is a medical practice organization. There are separate companies under one parent. There are 150 employees and annual revenue of \$25 million. The company is using MAS90 for general accounting, ClinicalWorks for medical billing, and Paychex for payroll. The contact is the CEO who desires an ERP system to replace MAS90 for accounting (AP...” [\(MORE\)](#)

Lead #327052 / \$17,800 [VIEW FULL PROFILE →](#)

An accounting or legal services firm in Florida who needs accounting capability.

“This is for an accounting firm that will provide bookkeeping and tax preparation as a service. This contact is the owner and CPA of the firm who desires a solution to their accounting (AR,AP,GL) with client write-up and tax preparation with payroll as a wishlist item. Their main motivation to change is that they are looking for an accounting...” [\(MORE\)](#)

Lead #326984 / \$16,200 [VIEW FULL PROFILE →](#)

A sub-contractor in Alberta who needs accounting and bank reconciliation modules.

“PLEASE NOTE DUE TO AN ERROR IN THE DISTRIBUTION OF THIS LEAD IT IS BEING RETRACTED AND WILL BE REDISTRIBUTED UNDER ANOTHER LEAD NUMBER. WE APOLOGIZE FOR ANY INCONVENIENCE.**** This is for a construction company located in Canada, who operates mainly on a sub-contract level for residential and commercial projects. This contact is the president of...” [\(MORE\)](#)

Lead #327077 / \$15,600 [VIEW FULL PROFILE →](#)

A hospitality company in Pennsylvania who needs reservations management functionality.

“This lead is a year-round campground and recreational rentals organization. There are 40 year round employees and there can be an additional 60 during summer/busy periods. They use Quickbooks Premier for accounting. The contact is the Office Manager who desires a reservation and scheduling software. Integration with QB would be great but not...” [\(MORE\)](#)

Lead #324546 / \$15,000 [VIEW FULL PROFILE →](#)

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

“This lead is for a sheriff’s department that is looking for a new accounting solution for their organization that can do: AP, AR, bank reconciliation, budgeting, fund accounting, and GL. Their primary motivation for change is that they are currently using Quicken which only gives them the basic functionality. They are looking for a solution that...” [\(MORE\)](#)

Lead #326920 / \$14,976 [VIEW FULL PROFILE →](#)

A non-profit in Minnesota who needs budgeting functionality.

“This lead is a nonprofit organization that provides outdoor service learning opportunities. There are primarily 30 employees at the HQ but they hire youth through Americorps and that can reach up to 500-550 employees, especially during summer months. They are using Quickbooks Online at the moment but, in 6 months, will be transitioning into...” [\(MORE\)](#)

Lead #327091 / \$14,800 [VIEW FULL PROFILE →](#)

A made-for-stock manufacturer in Alberta who needs supply chain management, general ledger, and CRM components.

“This is a Canadian made for stock manufacturer of mouldings that is looking for a basic ERP solution with emphasis on inventory and sales with functionality including: CRM, GL, inventory, order management, and purchase orders. Primary

motivation for change is that they are currently using Syspro 6 and indicated they are paying roughly \$4,000 per..." [\(MORE\)](#)

Lead #327059 / \$14,200 [VIEW FULL PROFILE →](#)

An accounting or legal services firm in Florida who needs client write-up functionality.

"This is for an accounting services firm who provides accounting, tax preparation, and payroll as a service. This contact is the owner of the company who desires a solution to their client write-up. Their main motivation to change is that they do not have a client write up solution at the moment as they are working on implementing the solutions..." [\(MORE\)](#)

Lead #326715 / \$14,000 [VIEW FULL PROFILE →](#)

An accounting firm in Colorado who needs tax preparation capability.

"This lead is for an accounting firm that will be offering tax preparation services to their clients this year that is in need of a tax preparation software. Primary motivation for change is that they currently do not have a software solution in place as it's been a while since they have done tax preparation. They are familiar with Lacerte but are..." [\(MORE\)](#)

Lead #327182 / \$12,900 [VIEW FULL PROFILE →](#)

A professional services or consulting company in Texas who needs ERP including: estimating, bank reconciliation, GL, AP, AR, and project tracking capabilities.

"This is for a professional consulting business that provides engineering and project management to the off shore oil and gas industry. This contact is the CEO of the company who desires a solution to their accounting (AR,AP,GL) with bank reconciliation, estimating, job costing, project management and payroll as a wishlist item open to review..." [\(MORE\)](#)

Lead #327105 / \$10,400 [VIEW FULL PROFILE →](#)

A professional services or consulting company in Ohio who needs accounting, api capability, and bank reconciliation components.

“This is for a professional services company who provides outsourced managed IT services. This contact is the president of the company who desires a solution to their accounting (AR,AP,GL) with bank reconciliation. Their main motivation to change is that they have a solution that is a bit long in the tooth so to speak and would like to implement a...” [\(MORE\)](#)

Lead #325102 / \$8,600 [VIEW FULL PROFILE →](#)

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

“This is for an accounting firm that provides accounting, tax preparation and payroll services. This contact is the tax manager for the firm who desires a solution to their tax prep/compliance. Their main motivation to change is that tax is a growing part of their firm and they need a solution to make sure they are handling their clients needs...” [\(MORE\)](#)

Lead #326918 / \$7,560 [VIEW FULL PROFILE →](#)

A made-to-order manufacturer in Ontario who needs inventory control and order management components.

“This lead is a Canadian based made to order manufacturer of panelized homes, framing, floor and wall panels, that is in need of an order management and inventory solution for their business. Their primary motivation for change is they don't have a sophisticated solution in place to manage their orders or inventory and they need to have a better...” [\(MORE\)](#)

Lead #327165 / \$7,200 [VIEW FULL PROFILE →](#)

A professional services or consulting company in Idaho who needs asset management capability.

*“This is a professional services company that mostly handle software/hardware consulting for clients. They have 50-100 employees and do between \$2M-\$5M in annual sales. This contact is the General Manager of the company who desires an asset management software solution **that can handle RFID tracking.** Most of their assets are electronic devices...”* [\(MORE\)](#)

Lead #326796 / \$5,660 [VIEW FULL PROFILE →](#)

A retailer of hard goods in New Brunswick who needs accounting and point-of-sale components.

“This is a new Canadian based retail store that will be selling arts and crafts supplies that needs a basic system that can do AP, GL, inventory, and POS. His primary motivation for change is he is hoping to open his store in the next month and needs to have a solution in place. He indicated he will have a couple employees and 200 items that he...” [\(MORE\)](#)

Lead #327051 / \$5,000 [VIEW FULL PROFILE →](#)

A made-for-stock manufacturer in Texas who needs commissions management functionality.

“This lead is a manufacturer of electrical components but they also manage products for other companies. They have global manufacturing plants but this request is for a US location where there are 30 employees. Annual revenue is \$20 million. This location uses Sage 100 and a commissions software called Rep Profit Management System (RPMS). The...” [\(MORE\)](#)

Lead #327009 / \$4,900 [VIEW FULL PROFILE →](#)

An accounting or legal services firm in Hawaii who needs tax preparation capability.

“This lead is based in Hawaii and is an accounting service that is looking for a tax preparation software. His primary motivation for change is he is currently using UltraTax and wants to find an alternative solution. He is preparing state and federal individual returns that are all US based for 120 clients per year. He would like to be able to...” [\(MORE\)](#)

Lead #327134 / \$4,100 [VIEW FULL PROFILE →](#)

A non-profit in Pennsylvania who needs accounting, CRM, and HR management components.

“This is a non profit organization that serves low income families and provides different social services including loaning medical devices, giving financial assistance, and working to start an in home senior care services. The lead contact is

the President of the organization and indicated initially that they wanted to use their existing...” [\(MORE\)](#)



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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