

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 #332034 / \$1,500,000 [VIEW FULL PROFILE →](#)

A made-for-stock manufacturer in Missouri who needs ERP including: order management, inventory control, manufacturing management, warehouse management, and four other modules.

“This lead is a made for stock manufacturer that will be acquiring another business in the near future. They do plastic injection molding for containers and storage. Collectively, there will be over 600 employees and annual sales around \$250 million. The current company runs an old AS400 system and the company they will be acquiring uses QB and...” [\(MORE\)](#)

Lead #331968 / \$863,000 [VIEW FULL PROFILE →](#)

A healthcare or social services organization in Indiana who needs inventory control and order management components.

“This lead is a large hospital chain with 2 large hospitals that is in need of an inventory and order management solution for 3 of their departments including: surgery, cath labs, and interventional radiology departments. The lead contact is a contracts and procurement specialist tasked with bringing back 3 options to review with the management...” [\(MORE\)](#)

Lead #332289 / \$479,000 [VIEW FULL PROFILE →](#)

A made-for-stock manufacturer in California who needs ERP including: inventory control, order management, CRM, manufacturing management, and five other modules.

“This lead is a Manufacturing: made for stock operation that distributes to a large well known furniture company. They are currently looking for a full ERP solution

that offers; AP, AR, GL, CRM, inventory control, MES, MRP, E-commerce integration, and order management. The company has 70 employees at this time and are growing rapidly and they need... [\(MORE\)](#)

Lead #332021 / \$380,000 [VIEW FULL PROFILE →](#)

A made-for-stock manufacturer in Missouri who needs order management and supply chain management capabilities.

“This lead is a made for stock manufacturer of lighting and energy products. The company has around 4,000 employees globally and annual revenue well over 150 million. They use an enterprise wide SAP ERP. The contact is the Warehouse Director who is interested in a supply chain software with PO management and order management capabilities that will...” [\(MORE\)](#)

Lead #332135 / \$230,000 [VIEW FULL PROFILE →](#)

A food manufacturing company in Georgia who needs ERP including: inventory control, order management, manufacturing management, manufacturing execution system, GL, AP, and AR components.

“This lead is a food manufacturer specializing in beverages and specialty drinks. The company generates \$25 million in sales but is projected at \$33 million this year. There are 97 employees right now with potential growth to 10 more new hires. They use QB for accounting and an undisclosed canned manufacturing software. The contact is the new CFO...” [\(MORE\)](#)

Lead #332093 / \$214,000 [VIEW FULL PROFILE →](#)

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

“This is for a job shop made to order manufacturer who produces custom plastic products. This contact is the Sales and Marketing VP who desires a solution to their accounting (AR,AP,GL) with bank reconciliation, job costing, estimating, purchasing, order management, inventory and CRM. Their main motivation to change is that one of their clients...” [\(MORE\)](#)

Lead #331993 / \$143,000 [VIEW FULL PROFILE →](#)

A professional services or consulting company in Wisconsin who needs time billing functionality.

“This is for a professional services firm that provides consulting services to the utility industry. This contact is a consultant for the company who desires a solution to their time/billing. Their main motivation to change is that they have a solution in place that they feel is fine for their ERP, however the time/billing and how it ties expenses...” [\(MORE\)](#)

Lead #332097 / \$123,600 [VIEW FULL PROFILE →](#)

A healthcare or social services organization in California who needs ERP including: business intelligence, bank reconciliation, GL, and AP components.

“This is for a healthcare company that provides financial administrative services to 11 skilled nursing facilities. This contact is a manager for the company who desires a solution to their accounting (AR,AP,GL) with bank reconciliation, budgeting and BI. Their main motivation to change is that they are using a solution that they feel they have...” [\(MORE\)](#)

Lead #332039 / \$112,000 [VIEW FULL PROFILE →](#)

A general contractor in Alberta who needs ERP including: project tracking, purchase order, estimating, bank reconciliation, GL, AP, and AR components.

“This is for a Canadian based construction company that operates as a general contractor for commercial projects only. This contact is the new controller for the company who desires a solution to their accounting (AR,AP,GL) with bank reconciliation, estimating, job costing, project management and purchasing. Their main motivation to change is that...” [\(MORE\)](#)

Lead #332133 / \$97,000 [VIEW FULL PROFILE →](#)

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

“This lead is job shop manufacturer that specializes in scented coatings for rub and smell or scratch and sniff materials. There are 22 employees and the company uses an older Sage 100 software. The contact is the CFO who desires a manufacturing

accounting program for AP, AR, GL, inventory, project management, and MRP. They've used Sage 100 for 10..." [\(MORE\)](#)

Lead #332087 / \$70,000 [VIEW FULL PROFILE →](#)

A made-to-order manufacturer in Iowa who needs ERP including: supply chain management, budgeting, manufacturing execution system, GL, AP, and AR components.

"This is a made to order manufacturer of small integrated systems used in assembly lines and hydraulics that is in need of a full ERP solution that can handle: AP, AR, budgeting, GL, inventory, MES, order management, and purchase orders. The lead contact is the general manager of the facility who indicated they need to replace their dated DOS based..." [\(MORE\)](#)

Lead #332120 / \$58,200 [VIEW FULL PROFILE →](#)

A rental company in Michigan who needs inventory control and warehouse management modules.

"This lead is a rental company that specializes in providing trade show materials and promotional materials to clients on a rental basis that is in need of an inventory and WMS system for their company. The lead contact is the new Operations Director who has been with the company for 3 and a half weeks. He indicated that they had recently purchase..." [\(MORE\)](#)

Lead #331870 / \$55,400 [VIEW FULL PROFILE →](#)

A pharmaceutical manufacturing company in Colorado who needs ERP including: supply chain management, CRM, GL, and AP modules.

*"**Following the match, the lead contact emailed saying they have hired a consultant to assist in the review of options. Her contact information has been added as the primary to this information. Please reach out to the consultant directly: This lead is a process manufacturer of herbal oils and other essential oil products that is in need of a full..."* [\(MORE\)](#)

Lead #332126 / \$55,000 [VIEW FULL PROFILE →](#)

A professional services or consulting company in West Virginia who needs ERP including: purchase order, payroll, time billing, invoicing, GL, AP, and AR functionalities.

*“This company is a professional consulting & business service that does contract work for the federal government. They are in search of a solution that offers AP, AR, GL, invoicing, payroll, purchase orders, and time & billing. *They require a solution that is DCAA compliant.* The lead is the Finance Administrator and the motivation for this search...”* [\(MORE\)](#)

Lead #331938 / \$54,300 [VIEW FULL PROFILE →](#)

A printing or publishing company in Missouri who needs e-commerce and sales tax functionalities.

“This is for a printing and publishing company. This contact is the oracle applications supervisor who desires a solution to their sales tax management. Their main motivation to change is that their existing solution will no longer have the same functionality they require as it was acquired by intuit and therefore they need an alternative in the...” [\(MORE\)](#)

Lead #332249 / \$51,000 [VIEW FULL PROFILE →](#)

A transportation company in British Columbia who needs order management and dispatching capabilities.

*“*This is a redistribution of lead 312440* This lead is a transportation service that specializes in full load drop off and pick ups. They are in search of a solution that can offer route & dispatch management and order management. The company has 70 employees, about 40 of them being drivers. They are a regional carrier that does drop off and pick...”* [\(MORE\)](#)

Lead #331933 / \$49,600 [VIEW FULL PROFILE →](#)

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

“This is for a real estate and construction company who sells and remodels residential properties. This contact is the finance manager for the company who desires a solution to their accounting (AR,AP,GL) with estimating, job costing and

project management with payroll as a possibility as well. Their main motivation to change is that they use..." [\(MORE\)](#)

Lead #331971 / \$48,000 [VIEW FULL PROFILE →](#)

A professional services or consulting company in California who needs time billing, project management, invoicing, and document management modules.

"This is a professional consulting company that provides services performed by consultants that is in need of a solution to handle: document management, project management, invoicing, and time and billing, with the potential option to add accounting functionality like: AP, AR, and GL down the road. The lead contact is the project administrator for..." [\(MORE\)](#)

Lead #332061 / \$47,200 [VIEW FULL PROFILE →](#)

A durable goods distributor in California who needs warehouse management functionality.

"This lead is a wholesaler/distributor of furniture that is in need of a WMS solution for their company. The lead contact is the warehouse manager who indicated they currently do all their WMS by manual processes and he is tired of it prompting this search. The lead is based in California, but corporate offices are located in New York. They..." [\(MORE\)](#)

Lead #331693 / \$42,600 [VIEW FULL PROFILE →](#)

A service company in British Columbia who needs accounting and work order capabilities.

"This lead is a Canadian based commercial services company that provides janitorial services to commercial properties like hotels, strip malls, and other businesses that is in need of a solution to handle: AP, AR, GL, budgeting, and work order. The lead contact is the finance manager of the company who indicated that they have outgrown their..." [\(MORE\)](#)

Lead #331989 / \$42,400 [VIEW FULL PROFILE →](#)

A made-to-order manufacturer in Mississippi who needs supply chain management, invoicing, and manufacturing execution system components.

“This lead is a made to order manufacturer of wear resistant components that is in need of a solution to handle: inventory, invoicing, MES, order management, and purchase orders. The lead contact is the President of the company who indicated that all of their production elements are currently done manually. As they have continued to grow and expand...” [\(MORE\)](#)

Lead #332273 / \$40,400 [VIEW FULL PROFILE →](#)

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

“This is for a multi-location construction company who operates as a general contractor for military/government remodeling, mechanical and structural projects. 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 purchasing with...” [\(MORE\)](#)

Lead #332067 / \$38,800 [VIEW FULL PROFILE →](#)

A beverage manufacturing company in Texas who needs ERP including: supply chain management, bank reconciliation, manufacturing execution system, GL, AP, and AR capabilities.

“This is for a process manufacturer of premium alcoholic beverages. This contact is the owner of the company who desires a solution to their accounting (AR,AP,GL) with bank reconciliation, inventory, MES, order management and purchase orders. Their main motivation to change is that they are having a difficult time managing the exponential growth...” [\(MORE\)](#)

Lead #332275 / \$37,000 [VIEW FULL PROFILE →](#)

A pharmaceutical/food manufacturing company in California who needs ERP including: supply chain management, CRM, manufacturing execution system, GL, AP, and AR capabilities.

“This lead is for a manufacturer of cannabis edibles that is in need of a full manufacturing ERP including: AP, AR, CRM, GL, inventory, MES, order management, and purchase orders. The lead contact is the manufacturing manager who indicated this is a start up company that will be anticipating 2.5 million in revenue for their first year. They need to...” [\(MORE\)](#)

Lead #332263 / \$27,300 [VIEW FULL PROFILE →](#)

A sub-contractor in Virginia who needs project tracking capability.

“This lead is for a plumbing subcontractor that has 30 employees and is using QB Enterprise, Corecon, and an estimating program by Viewpoint. The contact is the Vice President who is interested in replacing Corecon with a new project management and job cost program. She is not looking to replace QB Enterprise or the Viewpoint estimating program...” [\(MORE\)](#)

Lead #332132 / \$26,800 [VIEW FULL PROFILE →](#)

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

*“This lead is a health care service. They are in search of a solution that can offer AP, AR, and GL. *The solution must be HIPPA compliant.* The lead is the Finance and Accounting Manager and the motivation for this search is that they are currently using QuickBooks (unknown edition but the lead noted it is online and the most current, wasn't sure...”* [\(MORE\)](#)

Lead #332156 / \$25,200 [VIEW FULL PROFILE →](#)

A rental company in Trinidad And Tobago who needs payroll, fixed asset management, point-of-sale, and dispatching capabilities.

“This lead is a consultant on behalf of a commercial service that specializes in scaffolding and transport. They are in search of a solution that offers fixed asset management, payroll, point of sale, and route & dispatch management. The company has a hardware business where they sell items and rent tools, transporting business for scaffolding...” [\(MORE\)](#)

Lead #332159 / \$25,000 [VIEW FULL PROFILE →](#)

A transportation company in Oklahoma who needs dispatching and asset management components.

“This lead is one of the transportation locations for a large recycling facility. The parent company has 15 to 18 local and satellite yards. This location has between 11 to 20 employees. The contact mentioned that the parent company is using an unknown

accounting program. The contact is the Trucking Manager who is interested in a fleet management..." [\(MORE\)](#)

Lead #331829 / \$24,000 [VIEW FULL PROFILE →](#)

A made-to-order manufacturer in Pennsylvania who needs inventory control, order management, and job cost components.

"This is for a job shop manufacturing company that creates plastics based films and products on a custom basis. This contact the operations director for the company who desires a solutions to their inventory, order management, estimating and job costing. Their main motivation to change is that this contact was part of a group that acquired this..." [\(MORE\)](#)

Lead #332155 / \$23,200 [VIEW FULL PROFILE →](#)

A transportation company in Florida who needs accounting and dispatching functionalities.

"This is for a transportation company that provides over the road transportation to the continental United States. This contact is the owner of the company who desires a solution to their accounting (AR,AP,GL) with route/dispatch. Their main motivation to change is that currently they handle all of their financial tracking and dispatching manually..." [\(MORE\)](#)

Lead #332327 / \$21,600 [VIEW FULL PROFILE →](#)

A transportation company in Trinidad And Tobago who needs fleet management capability.

*"This lead works in oil production and transportation. They are in search of a route and dispatch solution. *Please note this lead is based in Trinidad and Tabago.* The lead is the Buyer and the motivation for this search is that they are currently using GeoTrac for their fleet management and they feel they are paying to much for the solution. The..."* [\(MORE\)](#)

Lead #331945 / \$20,300 [VIEW FULL PROFILE →](#)

A service company in Missouri who needs ERP including: inventory control, purchase order, payroll, job cost, work order, GL, AP, and AR capabilities.

“This is for a commercial and service company who will also have a construction and retail side to their business as well. This contact is the co-owner of the company who desires a solution to their accounting (AR,AP,GL) with inventory, job costing, purchase orders, work orders, payroll and estimating open to consideration. Their main motivation to...” [\(MORE\)](#)

Lead #331690 / \$19,400 [VIEW FULL PROFILE →](#)

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

“This lead is a commercial real estate firm. This is a family owned business that also has non-real estate business investments. There are 2 employees. The company uses Colonial by Maxwell. The contact is the CFO who is interested in an accounting program with AP, AR, GL for multiple entities and wishes for property management capabilities as well...” [\(MORE\)](#)

Lead #332103 / \$18,000 [VIEW FULL PROFILE →](#)

A professional services or consulting company in Nevada who needs ERP including: job cost, CRM, time billing, invoicing, GL, AP, and AR capabilities.

“This lead is a professional business service company that provides drone services to commercial and government clients in an effort to collect data via the drones that is in need of a full solution that can offer: AP, AR, GL, CRM, invoicing, job costing, and time and billing. This is a start up company (already have 3 contracts signed) and the...” [\(MORE\)](#)

Lead #332080 / \$17,600 [VIEW FULL PROFILE →](#)

A printing or publishing company in New York who needs accounting and bank reconciliation modules.

“This is for a printing company that provides commercial printing as a service. This contact is a vice president with 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 has been in place for many years and they feel it is important to update...” [\(MORE\)](#)

Lead #331904 / \$16,500 [VIEW FULL PROFILE →](#)

A heating, A/C and ventilation services company in Michigan who needs accounting functionality.

*“This lead is heating and cooling company that focuses on services. They are looking for a solution that offers AP, AR, and GL. They currently are using DacEasy 2010 and are interested in getting an upgrade for the system. *1 spot has been reserved for a DacEasy upgrade provider.* The lead is the President of the company and the motivation for this...”* [\(MORE\)](#)

Lead #332224 / \$15,600 [VIEW FULL PROFILE →](#)

A sub-contractor in Ohio who needs accounting functionality.

“This lead is a subcontractor specializing in commercial drywall. There are 12 employees and the company uses QB Premier Contractor w/ Intuit Payroll services. The contact is the Owner who desires an accounting program with AP, AR, GL, job cost, and payroll. He feels QB doesn't have the type of job cost he needs for performing accurate payroll. He...” [\(MORE\)](#)

Lead #331990 / \$14,940 [VIEW FULL PROFILE →](#)

A property management company in Ontario who needs fixed asset management and property management components.

“This lead is for the property management sector of a nonprofit healthcare organization. There are 150 employees in the organization and they use a variety of undisclosed software solutions. The contact is the Property Manager who is newer to the organization so did not know nor want to share what programs they are running. She stated that this...” [\(MORE\)](#)

Lead #331582 / \$14,400 [VIEW FULL PROFILE →](#)

A general contractor in California who needs estimating and project tracking components.

“” [\(MORE\)](#)

Lead #332027 / \$14,400 [VIEW FULL PROFILE →](#)

A service company in Colorado who needs ERP including: CRM, work order, dispatching, GL, AP, and AR capabilities.

“This lead is a commercial services company that provides on site repair work to forklifts that is in need of a solution that can handle: AP, AR, GL, CRM, route and dispatch, and work orders. The lead contact is an admin who indicated they currently use an antiquated Peachtree solution combined with custom software that he has written. The...” [\(MORE\)](#)

Lead #331924 / \$14,300 [VIEW FULL PROFILE →](#)

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

“This is for a wholesale distributor of food who specializes in meat products. This contact is the owner of the company who desires a solution to their inventory and order management. Their main motivation to change is that they feel they are paying too much for their current solution and not getting a good return on investment based on the...” [\(MORE\)](#)

Lead #331879 / \$14,000 [VIEW FULL PROFILE →](#)

A retailer of soft goods in Michigan who needs ERP including: supply chain management, payroll, GL, and AP functionalities.

“This lead is a retailer of soft goods that does custom embroidery, screen printing, and air brushing that is in need of a solution that can handle: AP, AR, GL, payroll, inventory, order management, and purchase orders. The lead contact is the President of the company who indicated they need to replace their old systems including Fast Manager and...” [\(MORE\)](#)

Lead #332032 / \$14,000 [VIEW FULL PROFILE →](#)

A general contractor in Nebraska who needs project tracking capability.

“This lead is a general contractor focusing on residential remodels from frame to finish that is in need of a project management and job costing solution for the company. The lead contact is the owner of the company who indicated that they currently use white boards to manage their projects and he is looking for a more formalized process to track...” [\(MORE\)](#)

Lead #332165 / \$13,300 [VIEW FULL PROFILE →](#)

A sub-contractor in California who needs inventory control and job cost functionalities.

“This lead is a plumbing service that has 29 employees and uses Quickbooks (unknown edition). The contact is the new Manager so he doesn't know what route & dispatch or field service software they use but he mentioned that do have a solution that includes GPS tracking. He is interested in an inventory control that has also has some job cost...” [\(MORE\)](#)

Lead #331937 / \$12,600 [VIEW FULL PROFILE →](#)

A transportation company in Texas who needs invoicing and dispatching modules.

“This lead is transportation company. They are in search of a solution that can offer route and dispatch management and invoicing. They send contracted workers to ship yards to pick up pipe loads and deliver them to local pipe yards. The lead is the president and the motivation for this search is that they are currently using excel spreadsheets to...” [\(MORE\)](#)

Lead #332261 / \$12,600 [VIEW FULL PROFILE →](#)

A general contractor in Texas who needs estimating capability.

“This lead is a general contractor that works primarily doing residential remodels and some commercial work that is in need of an estimating solution for his business. The lead contact is the owner of the company who indicated they currently do their estimates by hand and want to formalize and automate their processes. They perform roughly 10...” [\(MORE\)](#)

Lead #332090 / \$10,800 [VIEW FULL PROFILE →](#)

A sub-contractor in Georgia who needs project management and estimating components.

*“*Please note this is a nonprofit that provides volunteer-based construction services to the community.* This lead is a church that has a group of service volunteers who help with community service construction jobs, such as landscaping to bathroom remodels to sheet rock and cement work. The contact is the Facilities Director who will also be...”* [\(MORE\)](#)

Lead #332152 / \$10,800 [VIEW FULL PROFILE →](#)

A general contractor in Texas who needs accounting capability.

“This lead is a general contractor focusing on new home construction and remodel that is in need of an accounting solution to handle: AP, AR, and GL, and job costing with the option to add payroll and project management down the road (currently wishlist items) They build between 6-8 new homes valued at \$500,000 each per average for an annual...” [\(MORE\)](#)

Lead #332143 / \$10,600 [VIEW FULL PROFILE →](#)

A real estate sales & development company in Missouri who needs accounting capability.

“This lead does real estate and development and keeps books for multiple clients. They are in search of a software solution that offers AP, AR and GL. The lead is the Accounting Manager and the motivation for this search is that they are currently using QuickBooks Pro 2015 and they are consistently having issues when they make updates with...” [\(MORE\)](#)

Lead #331983 / \$9,800 [VIEW FULL PROFILE →](#)

A retailer of hard goods in Georgia who needs inventory control functionality.

“This is for a retail company that operates as a pre-owned auto dealership which is part of a larger group. This contact is in sales for the company who desires a solution to their inventory management. Their main motivation to change is that while they have a great dealership management system in place, it doesn't handle the constant inflow and...” [\(MORE\)](#)



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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