

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 #332342 / \$600,000 [VIEW FULL PROFILE →](#)

A healthcare organization in Minnesota who needs inventory control capability.

"This lead is for the laboratory sector of a nonprofit healthcare organization that has over 50,000 employees and generates over \$150 million in revenue. Alone, this division spends \$200 million on its inventory. There are 30 different labs where products are delivered to. The entire organization uses Infor Lawson as its ERP program and..." [\(MORE\)](#)

Lead #332603 / \$500,000 [VIEW FULL PROFILE →](#)

A healthcare organization in Maine who needs ERP including: inventory control, purchase order, payroll, fixed asset management, and six other modules.

"This lead is a nonprofit healthcare organization that has over 4,000 employees and generates over \$150 million in revenue. The organization uses multiple software programs for HR and financial management: Infor Lawson, Peoplesoft, Cornerstone (for recruitment and performance), and EPSI (for budgeting). She did not disclose what their medical..." [\(MORE\)](#)

Lead #332298 / \$258,000 [VIEW FULL PROFILE →](#)

A restaurant or food service company in Florida who needs ERP including: inventory control, order management, point-of-sale, budgeting, GL, AP, and AR components.

"This lead is a multifaceted business that includes a farm and soon to open a restaurant and retail. The two new operations will employ around 150 new hires. The farm is currently using Great Plains for accounting and Kronos. They have decided on Compeat for the restaurant and ADP for HR. The contact is the Retail Development Coordinator who is..." [\(MORE\)](#)

Lead #332124 / \$250,000 [VIEW FULL PROFILE →](#)

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

“This lead is a made to order manufacturer that specializes in connectors for military and government entities. There are 150 employees at this location and the contact didn't disclose this entity's revenues but he guessed that the parent company generates over \$150 million in sales. The company uses GlobalShop. The contact is the VP of Engineering...” [\(MORE\)](#)

Lead #332591 / \$189,000 [VIEW FULL PROFILE →](#)

A utility in Virginia who needs utility billing functionality.

*“This lead is a project specialist company working with a World Bank sponsored project in Ghana. They are in need of a utilities solution. *Please note that the software will be deployed in Ghana.* The lead is the CEO and the motivation for this search is that they are working a World Bank sponsored project in Ghana and need a utility solution for...”* [\(MORE\)](#)

Lead #332707 / \$171,000 [VIEW FULL PROFILE →](#)

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

“This lead is a made for stock manufacturer of hydraulic wrenches that is in need of a full ERP solution that can handle: AP, AR, GL, budgeting, inventory, CRM, e-commerce, MES, MRP, order management, and purchase orders. The lead contact is the President of the company who indicated that they have been using E2 Shop System for production and...” [\(MORE\)](#)

Lead #332318 / \$170,600 [VIEW FULL PROFILE →](#)

A software development company in Kansas who needs ERP including: inventory control, CRM, e-commerce, bank reconciliation, GL, AP, and AR functionalities.

“This is for a software and technology company that provides marketing logistics and P2P platforms. This contact is the VP of technology who desires a solution to

their accounting (AR,AP,GL) with bank reconciliation, e-commerce, CRM, inventory, purchasing and budgeting as a wishlist item. Their main motivation to change is that they have a solution..." [\(MORE\)](#)

Lead #332730 / \$153,200 [VIEW FULL PROFILE →](#)

A hospitality or hotel management company in Montana who needs ERP including: payroll, CRM, reservations management, GL, AP, and AR modules.

"This is for hospitality company who provides lodging services near national landmarks. This contact is a high ranking officer within the company who desires a solution to their accounting (AR,AP,GL) with payroll, CRM and Reservation/PMS. Their main motivation to change is that they have a solution that they feel they have outgrown and would like..." [\(MORE\)](#)

Lead #332639 / \$145,000 [VIEW FULL PROFILE →](#)

A durable goods distributor in Ontario who needs ERP including: inventory control, order management, foreign currency conversion, e-commerce, GL, AP, and AR functionalities.

*"This lead is wholesale and distribution company that specializes in kitchen renovation. They are in need of a solution that can offer e-commerce, AP, AR, GL, invoicing, inventory management, and order management. *Please note that this lead is in Canada.* The lead is the Manager and the motivation for this search is the company is looking to go to..."* [\(MORE\)](#)

Lead #331590 / \$129,200 [VIEW FULL PROFILE →](#)

A professional services or consulting company in Maryland who needs ERP including: business intelligence, payroll, time billing, GL, AP, and AR capabilities.

"This lead is an architectural, engineering, and design firm that is in need of a robust project accounting system that can handle: AP, AR, BI, GL, payroll, and time and billing. The lead contact is the project accountant and business development manager for the company who will be the key point of contact but not the final decision maker. She will..." [\(MORE\)](#)

Lead #332257 / \$125,600 [VIEW FULL PROFILE →](#)

A pharmaceutical manufacturing company in Ontario who needs ERP including: inventory control, order management, CRM, manufacturing management, bank reconciliation, GL, AP, and AR functionalities.

“This is for a Canadian manufacturing company that repackages and distributes pharmaceutical products. This contact is a retained consultant working on behalf of the company who desires a solution to their accounting (AR,AP,GL) with bank reconciliation, CRM, inventory, order management, MRP and purchasing. Their main motivation to change is that...” [\(MORE\)](#)

Lead #332698 / \$119,000 [VIEW FULL PROFILE →](#)

A made-to-order manufacturer in New York who needs inventory control, order management, and CRM modules.

*“This lead is a consultant on behalf of their client who is a manufacturing made to order operation that specializes in metal fabrication. They are in search of a solution that offers CRM, inventory control, order management, and BOM as a wishlist item. *Please note that the company name given is the consultants company.* The lead is the consultant...”* [\(MORE\)](#)

Lead #332712 / \$115,000 [VIEW FULL PROFILE →](#)

A resort in Maryland who needs business intelligence capability.

“This lead is a hotel and resort company that is based out of Maryland but has 7 resorts in Mexico. The company in total has around 5,000 employees between the US office and Mexico resorts. They are using a proprietary custom developed hotel management program built on Azure. The contact is the Project Manager who is looking for a BI tool that...” [\(MORE\)](#)

Lead #330961 / \$108,000 [VIEW FULL PROFILE →](#)

A property management company in California who needs accounting, work order, and property management components.

“This lead is a property management company that has 550 properties and 2,700 total units in a mix of commercial and residential that is in need of a full solution to handle: AP, AR, GL, property management, and work orders. The lead contact is the

owner of the company who indicated that their existing Appfolio solution doesn't provide them the..." [\(MORE\)](#)

Lead #332377 / \$102,800 [VIEW FULL PROFILE →](#)

A service company in Idaho who needs ERP including: supply chain management, bank reconciliation, GL, and AP components.

"This is for a multi-location commercial and service company that will retail parts and offer field services to the farming industry. This contact is a high ranking officer with the company who desires a solution to their accounting (AR,AP,GL) with bank reconciliation, inventory, order management, purchase orders and work orders. Their main..." [\(MORE\)](#)

Lead #331683 / \$92,000 [VIEW FULL PROFILE →](#)

A made-to-order manufacturer in Colorado who needs ERP including: order management, CRM, job cost, manufacturing management, GL, AP, and AR capabilities.

"This is for a job shop made to order manufacturer who designs and creates the products but outsources the actual build. This contact is the order manager for the company who desires a solution to their accounting (AR,AP,GL) with bank reconciliation, order management, work orders, CRM, estimating and job costing. Their main motivation to change is..." [\(MORE\)](#)

Lead #332584 / \$90,000 [VIEW FULL PROFILE →](#)

A government entity in Connecticut who needs ERP including: cash management, fixed asset management, fund accounting, invoicing, budgeting, GL, AP, and AR modules.

*"*Please read last highlighted note before requesting.* This lead is a financial institution that is funded by the state. There are between 21 to 50 employees and revenues are between \$5 to \$10 million. The company uses an antiquated software by Northwest Source. The contact the Managing Director who is interested in an accounting program with AP..."* [\(MORE\)](#)

Lead #332265 / \$67,200 [VIEW FULL PROFILE →](#)

A food distributor in Alberta who needs ERP including: supply chain management, payroll, CRM, point-of-sale, and five other modules.

“This lead is a Canadian based retail food company that has been a family owned business for the past 30 years that is in need of a solution to handle: AP, budgeting, CRM, e-commerce, GL, inventory, order management, payroll, POS, purchase order, and time and attendance tracking. The lead contact is the sales administrator of the company who...” [\(MORE\)](#)

Lead #331963 / \$65,800 [VIEW FULL PROFILE →](#)

A made-to-order manufacturer in Florida who needs inventory control, CRM, manufacturing management, fixed asset management, and two other modules.

“This lead is a manufacturer of made to order products that specializes in the restaurant industry. They are looking for a robust integrated system that can offer CRM, fixed asset management, inventory control, MES, MRP, and route & dispatch management. The company buys used restaurant equipment, refurbishes the equipment and resells used...” [\(MORE\)](#)

Lead #332437 / \$56,000 [VIEW FULL PROFILE →](#)

A general contractor in British Columbia who needs ERP including: purchase order, payroll, project management, invoicing, GL, AP, and AR components.

“This lead is a consultant on behalf of their client who is a general contractor that specializes in plumbing and mechanical projects. They are in search of a solution that provides AP, AR, GL, invoicing, payroll, project management, purchase orders, and HR as a wish list item. The lead is under an NDA and was not able to provide the clients name...” [\(MORE\)](#)

Lead #332351 / \$54,000 [VIEW FULL PROFILE →](#)

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

“This is a manufacturer and wholesaler of various novelty and toy items. This company has 30 employees and declined to share their annual revenue. This contact is the owner of the company who desires a solution to handle their accounting (AP,

AR, GL) along with inventory control, bill of materials, and order management. The solution will be used to... [\(MORE\)](#)

Lead #332532 / \$50,000 [VIEW FULL PROFILE →](#)

A sub-contractor in Nevada who needs ERP including: purchase order, payroll, job cost, estimating, GL, AP, and AR functionalities.

“This is for a construction company that operates on a subcontract level commercial projects exclusively. This contact is the CFO of the company who desires a solution to their accounting (AR,AP,GL) with payroll, estimating, job costing and purchasing. Their main motivation to change is that they have systems for estimating and accounting that do...” [\(MORE\)](#)

Lead #332696 / \$49,000 [VIEW FULL PROFILE →](#)

A durable goods distributor in Tennessee who needs inventory control, order management, and warehouse management capabilities.

“This lead is a wholesaler/distributor of outdoor Christmas decorations that is in need of a solution to handle: inventory, order management, and warehouse management. The lead contact is the President of the company who indicated that inventory and warehouse management is the largest weakness in her business. She said that her pickers get lazy and...” [\(MORE\)](#)

Lead #332699 / \$46,000 [VIEW FULL PROFILE →](#)

A general contractor in New York who needs ERP including: payroll, estimating, bank reconciliation, GL, AP, AR, and project tracking components.

“This is for a construction company who operates on general contractor level for residential multi-family new construction and remodels. 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 and project management. Their main motivation to change is...” [\(MORE\)](#)

Lead #332536 / \$42,400 [VIEW FULL PROFILE →](#)

A non-profit in New York who needs budgeting functionality.

*“This lead is a nonprofit organization specializing in legal support. There are 2 organizations under one umbrella entity. There are 150 employees and the organization uses Great Plains with an industry specific software called IMISS. The contact is the Chief Administrative Officer who is interested in a budgeting software. *Integration with Great...”* [\(MORE\)](#)

Lead #332602 / \$42,000 [VIEW FULL PROFILE →](#)

A general contractor in Michigan who needs project management capability.

“This lead is a general contractor who specializes in real estate services. They are in need of a project management solution. They work 5-20 projects a month and their projects are \$100,000 - \$45,000,000 projects. Average project lengths can be 4-6 weeks or 18 months - 2 years. The lead is the Project Manager and the motivation for this search is...” [\(MORE\)](#)

Lead #332610 / \$42,000 [VIEW FULL PROFILE →](#)

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

“This lead is a made to order manufacturer of cabinets that desires a unified solution to handle: AP, AR, GL, estimates, inventory, MRP, order management, and purchase orders. The lead contact is the President of the company who will be reviewing options with his sons who have ownership stake as well. He indicated they currently use Cabinetvision...” [\(MORE\)](#)

Lead #332427 / \$40,600 [VIEW FULL PROFILE →](#)

A transportation company in Wisconsin who needs fleet management and invoicing capabilities.

“This lead is a transportation and storage company that is in need of a true fleet management and invoicing solution for their company. The lead contact is an IT analyst with the company who has been on the job for 3 days and was tasked with bringing back results to present to ownership. The company currently has a fleet of 200 trucks and a couple...” [\(MORE\)](#)

Lead #332348 / \$36,000 [VIEW FULL PROFILE →](#)

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

“This lead is a subcontractor specializing in pavement jobs for sitework. They are expanding into other jobs such as underground utilities. There are 20 employees. This lead actually used our service 3 years ago and purchased Sage 100 Contractor through one of the matches. He also has PlanSwift. The contact is the Owner who is interested in...” [\(MORE\)](#)

Lead #332432 / **Open** [VIEW FULL PROFILE →](#)

A healthcare organization in Wisconsin who needs accounting capability.

“This lead is a dental services provider with roughly 850 employees. They use a proprietary practice management software that acts as their ERP program and runs on iSeries. They also have some custom developed lab applications for tracking the status of their in-house crown and retainer production. The contact is the CTO who is interested in an...” [\(MORE\)](#)

Lead #332733 / **\$38,000** [VIEW FULL PROFILE →](#)

A service company in Oregon who needs dispatching functionality.

“This is for a multi-location commercial and service company who provides heavy equipment rental to the construction industry. This contact is a store manager for one of the locations who desires a solution to their route/dispatch. Their main motivation to change is that they are not happy with their current route/dispatch solution and would like...” [\(MORE\)](#)

Lead #332624 / **\$29,500** [VIEW FULL PROFILE →](#)

A sub-contractor in New York who needs ERP including: project management, work order, invoicing, estimating, GL, AP, and AR functionalities.

“This lead is a subcontractor that specializes in electrical services. They are looking for a solution that can offer AP, AR, GL, invoicing, project management, estimates, quotes & proposals, and work order. The business has 2 different sides, one side does contractual jobs and another side which offers services through call ins. The lead is the...” [\(MORE\)](#)

Lead #332340 / \$27,600 [VIEW FULL PROFILE →](#)

A transportation company in Alberta who needs accounting, e-commerce, and dispatching modules.

“This is a Canadian based transportation company that delivers food, gift baskets, letter carrying, and pharmaceuticals (similar to Uber Eats) that is in need of a solution that can handle AP, AR, GL, e-commerce integration, and route and dispatch. The lead contact is the CEO of the company who indicated his existing Get Swift solution doesn't...” [\(MORE\)](#)

Lead #332695 / \$23,400 [VIEW FULL PROFILE →](#)

A soft goods distributor in Illinois who needs accounting and CRM functionalities.

*“This lead is a wholesale and distributor of soft goods that specializes in fabric. They are in search of a solution that can offer AP, AR, GL, CRM, and inventory control. The company is the middle man between consumer and end user as they sell the fabric that is used to make items before the end user has it. *The company named in the lead is not...”* [\(MORE\)](#)

Lead #332431 / \$23,000 [VIEW FULL PROFILE →](#)

A healthcare or social services organization in Connecticut who needs ERP including: inventory control, purchase order, time billing, bank reconciliation, GL, AP, and AR modules.

“This is for a health care company who operates as an assisted living facility. This contact is the executive director for the company who desires a solution to their accounting (AR,AP,GL) with bank reconciliation, inventory, purchase orders and time/billing. Their main motivation to change is that they are using an outdated accounting program and...” [\(MORE\)](#)

Lead #332523 / \$21,300 [VIEW FULL PROFILE →](#)

A transportation company in Maryland who needs payroll, fleet management, invoicing, and dispatching components.

“This lead is a transportation company that specializes in moving general freight for shippers. They are seeking a solution that can offer fleet management, payroll, invoicing, and route & dispatch management. The business has been up and running

for about a month now. The lead is the President and the motivation for this search is that they..." [\(MORE\)](#)

Lead #332583 / \$21,200 [VIEW FULL PROFILE →](#)

A service company in North Carolina who needs business intelligence capability.

"This is for the corporate office of a 150+ location commercial and service organization. This contact is the corporate controller for the company who desires a solution to their business intelligence with financial statements. Their main motivation to change is that their current solution doesn't integrate with their accounting well since they..." [\(MORE\)](#)

Lead #332412 / \$20,000 [VIEW FULL PROFILE →](#)

A professional services or consulting company in Ontario who needs business intelligence functionality.

"This lead is a Canadian based design, engineering and construction firm that is in need of a BI solution for a specific project they are working. The lead contact is the Configuration Management Lead who indicated they have no solution in place currently for BI and need one. He indicated they are currently working on building 13 large train..." [\(MORE\)](#)

Lead #332719 / \$19,000 [VIEW FULL PROFILE →](#)

A retailer of hard goods in Florida who needs order management capability.

"This lead is for a large automotive retailer that is in need of an order management to manage the RMA process for customer returns. The lead contact is the warehouse manager for this location who indicated they don't have a system in place to manage customer returns and inventory return parts. They currently use a solution called CDK that ws..." [\(MORE\)](#)

Lead #332360 / \$18,800 [VIEW FULL PROFILE →](#)

A retailer of soft goods in Texas who needs inventory control and point-of-sale components.

“This is for a soft goods retailer who operates mainly as a women's boutique. This contact is the owner of the company who desires a solution to their inventory and POS. Their main motivation to change is that they have grown far beyond expectations and would like to implement a solution to get a handle on their inventory and POS. Currently this...” [\(MORE\)](#)

Lead #332633 / \$16,200 [VIEW FULL PROFILE →](#)

A sub-contractor in Texas who needs accounting capability.

“This is for a construction company that operates on a sub-contractor level for primarily commercial interior finishing projects. This contact is the owner of the company who desires a solution to their accounting (AR,AP,GL) with estimating and payroll. Their main motivation to change is that they are a fairly new company and they are currently...” [\(MORE\)](#)

Lead #332646 / \$15,400 [VIEW FULL PROFILE →](#)

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

“This lead is a real estate development company that is going to be focusing on commercial real estate development that is in need of a solution to handle back end accounting including AP, AR, and GL. The lead contact is the CFO of the company who indicated that they currently are using Appfolio as they have primarily been a property management...” [\(MORE\)](#)

Lead #332461 / \$15,200 [VIEW FULL PROFILE →](#)

A retailer of hard goods in Texas who needs inventory control, bar coding, and point-of-sale capabilities.

“This lead is a retailer of fireworks. They are in search of a solution that can offer them inventory control and POS. The business is only run twice a year from 12/20-1/1 and over the forth of July week. The company has 4 52ft trailers that open up and they sell fireworks out of the trailers. The lead is the Owner and the motivation for this...” [\(MORE\)](#)

Lead #332391 / \$14,400 [VIEW FULL PROFILE →](#)

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

*“*This lead is a redistribution of lead 331582* This lead is a construction build firm that specializes in outdoor landscaping. They are in search of a solution that offers estimates, quotes & proposals, project management, and job costing. The lead is the CEO and the motivation for this search is that they would like to have a solution that can...”* [\(MORE\)](#)

Lead #332372 / \$13,000 [VIEW FULL PROFILE →](#)

A sports, arts, travel & entertainment company in Oklahoma who needs inventory control capability.

“This is for a tourist destination that operates as a museum. This contact is the senior security engineer who desires a solution to their inventory with RFID tracking. Their main motivation to change is that they want/need to be able to track many items from artifacts to tablets and laptops and would like to do it via RFID for security purposes...” [\(MORE\)](#)

Lead #332483 / \$13,000 [VIEW FULL PROFILE →](#)

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

“This is for a job shop custom manufacturer of items specific to the electrical industry. This contact is the operations manager for the company who desires a solution to their accounting (AR,AP,GL) with BOM, inventory, purchase orders and MRP. Their main motivation to change is that they have a solution that strictly accounting based and offers no...” [\(MORE\)](#)

Lead #332621 / \$12,500 [VIEW FULL PROFILE →](#)

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

“This lead is a subcontractor that specializes in tenant rv remodels and commercial remodels. They are in need of a solution that can offer project management. The lead noted they usually work jobs with \$100,000 limits. The lead noted that projects are

usually 8-10 days and they usually have 6-10 projects per month. The lead is the Estimator and..." [\(MORE\)](#)

Lead #332462 / \$11,000 [VIEW FULL PROFILE →](#)

A general contractor in Ontario who needs HR management capability.

"This lead is a Canadian based general contractor that focuses on commercial projects specializing in electrical, plumbing, and sheet metal work that is in need of an HR solution for the business. The lead contact works within the HR department and indicated they currently have no HR solution in place and everything is done manually for tracking..." [\(MORE\)](#)

Lead #332620 / \$11,000 [VIEW FULL PROFILE →](#)

A general contractor in Washington who needs estimating functionality.

"This is for a construction company that operates as a general contractor for residential remodels and new home builds. This contact is the owner of his own construction company and who is working as a consultant on behalf of other companies that have asked him to find a solution to their estimating needs. Their main motivation to change is that..." [\(MORE\)](#)

Lead #332705 / \$10,500 [VIEW FULL PROFILE →](#)

A non profit company in Michigan who needs ERP including: payroll, fund accounting, donor management, GL, AP, and AR components.

"This lead is a non profit rural ministry agency providing services to teens that is in need of a solution to handle: AP, AR, GL, donor management, fund accounting, and payroll. The lead contacts are treasurers and board members of the organization who indicated their existing Quickbooks Non profit solution doesn't provide them the ability to do..." [\(MORE\)](#)



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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