

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 #333847 / \$827,000 [VIEW FULL PROFILE →](#)

A made-for-stock manufacturer in Colorado who needs inventory control, order management, CRM, manufacturing management, and two other modules.

"This lead is a large manufacture: made for stock operation that specializes in mattresses and accessories. They are in search of a solution that can offer BOM, CRM, MES, inventory control, order management, PO, and warehouse management. The lead is a national company that has 120 stores under the company name given and another 180 stores under..." [\(MORE\)](#)

Lead #334188 / \$500,000 [VIEW FULL PROFILE →](#)

A pharmaceutical manufacturer in Utah who needs manufacturing management and manufacturing execution system components.

"This lead is a pharmaceutical manufacturer that specializes in nutritional pills and capsules, health and beauty vitamins and lotions, as well as other processed products. There are over 1,000 employees and they generate between \$200 million to \$300 million in annual revenue. They use an old Infor solution (previously called BOND) with other house..." [\(MORE\)](#)

Lead #334137 / \$359,000 [VIEW FULL PROFILE →](#)

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

"This lead is a made to order manufacture who specializes in cosmetics. They are in search of a full ERP solution that offers AP, AR, GL, invoicing, purchase order, BOM, CRM, inventory control, order management, and budgeting as a wish list item. The

company is a \$20 million company and growing. The company offers formulation, compounding, filling..." [\(MORE\)](#)

Lead #334012 / \$200,000 [VIEW FULL PROFILE →](#)

A made-to-order manufacturer in Maine who needs ERP including: inventory control, purchase order, job cost, manufacturing management, and five other modules.

"This is for a job shop custom manufacturer of parts specific to the aerospace, oil and defense industries. This contact is an engineer for the company who desires a solution to their accounting (AR,AP,GL) with BOM, estimating, job costing, inventory, purchasing, and MES. Their main motivation to change is that they are not satisfied with their..." [\(MORE\)](#)

Lead #334129 / \$186,400 [VIEW FULL PROFILE →](#)

A food distributor in Ontario who needs ERP including: supply chain management, payroll, GL, and AP modules.

"This lead is for a large Canadian food distributor that is in need of a full ERP solution that can offer:AP, AR, GL, inventory, order management, payroll, and purchase orders. The lead contact is the CFO of the company who indicated their existing Sage BusinessVision accounting does not provide them the functionality they need for inventory and as..." [\(MORE\)](#)

Lead #333181 / \$136,000 [VIEW FULL PROFILE →](#)

Manufacturer in Rhode Island who needs ERP including: inventory control, order management, manufacturing management, GL, AP, and AR capabilities.

"This lead is a made to order manufacturer of electronics. They are in search of a full ERP solution that can offer AP, AR, GL, inventory control, invoicing, purchase order, order management, and MRP. The lead stated they have a foreign fully owned subsidiary in the UK and the business is growing quickly. The company is privately held and venture..." [\(MORE\)](#)

Lead #333992 / \$110,000 [VIEW FULL PROFILE →](#)

A general contractor in Virginia who needs ERP including: project tracking, purchase order, estimating, GL, AP, and AR functionalities.

“This lead is a General Contractor that specializes in residential and commercial remodeling. They are in search of a full ERP system that can offer AP, AR, GL, purchase order, estimates, and project management. The lead noted that the business also has a DBA for their retail store. The lead is the Accountant and the motivation for this search is...” [\(MORE\)](#)

Lead #334073 / \$107,800 [VIEW FULL PROFILE →](#)

A professional services or consulting company in New York who needs ERP including: project tracking, purchase order, estimating, GL, AP, and AR functionalities.

“This is for a professional services firm who designs and installs specialty windows and doors on residential and commercial projects. This contact is a project manager for the company who desires a solution to their accounting (AR,AP,GL) with estimating, job costing, purchase orders and project management. Their main motivation to change is that...” [\(MORE\)](#)

Lead #334301 / \$100,000 [VIEW FULL PROFILE →](#)

A government entity in Virginia who needs activity based costing BI capability.

“This lead is part of a government entity that has over 2,000 employees and over \$150 million in annual revenue. This particular entity doesn't utilize much of the organization's ERP solution so the contacts are unsure what they are running as part of their financial management solution. One of the contacts is the Program Director of Planning who...” [\(MORE\)](#)

Lead #334234 / \$93,000 [VIEW FULL PROFILE →](#)

A transportation company in Texas who needs accounting and dispatching capabilities.

“This is for a transportation company that operates as a third party logistics carrier. This contact is an accountant with the company who desires a solution to their accounting (AR,AP,GL) with inventory and route/dispatch. Their main motivation to

change is that they are using a system that isn't really designed for their business model and..." [\(MORE\)](#)

Lead #334046 / \$92,600 [VIEW FULL PROFILE →](#)

An association in Illinois who needs business intelligence capability.

"This lead a large health care association. They are in search of a solution that can offer budgeting, planning & forecasting, and BI. The lead is the Financial Systems Analyst and the motivation for this search is they are looking to have better reporting. They currently use Dynamics GP 2013 for AP, GL and fixed assets and would like to find a..." [\(MORE\)](#)

Lead #333984 / \$84,800 [VIEW FULL PROFILE →](#)

A professional services or consulting company in Georgia who needs project tracking, purchase order, and estimating components.

*"This is for a multi-divisional and multi entity consulting and services provider who does work for governments and other large companies. This contact is a senior supply chain manager who desires a solution to their estimating, job costing, project management and purchasing. **Not all matched providers will get the opportunity to demo their..."* [\(MORE\)](#)

Lead #334261 / \$77,600 [VIEW FULL PROFILE →](#)

An educational organization in Morocco who needs ERP including: purchase order, fund accounting, foreign currency conversion, budgeting, bank reconciliation, GL, AP, and AR components.

"This is for an educational institution in Morocco that operates as a private American based K-12 school. This contact is the CFO for the school who desires a solution to their accounting (AR,AP,GL) with bank reconciliation, foreign currency, budgeting, fund accounting and purchase orders with fixed assets and inventory as wishlist items. Their..." [\(MORE\)](#)

Lead #334377 / \$74,000 [VIEW FULL PROFILE →](#)

A non-profit in District of Columbia who needs ERP including: fixed asset management, budgeting, bank reconciliation, GL, AP, and AR capabilities.

*“*Please read entirely before requesting.* This lead is a nonprofit organization that receives majority of its funding from a government source. They have global offices and collectively there are between 101 to 500 employees. However, in the DC office there are 20 to 15 employees. They use a Sun Systems solution. The contact is the Senior...”* [\(MORE\)](#)

Lead #334274 / \$72,000 [VIEW FULL PROFILE →](#)

A retail food/beverage company in Tennessee who needs ERP including: inventory control, purchase order, point-of-sale, GL, AP, and AR components.

“This is for a retail food and beverage company that operates as a suburban liquor store. This contact is a consultant working on behalf of the client who desire a solution to their accounting (AR,AP,GL) with inventory, purchase orders and POS with payroll as a wishlist item open to review. Their main motivation to change is that they have a system...” [\(MORE\)](#)

Lead #333825 / \$70,000 [VIEW FULL PROFILE →](#)

A retailer of hard goods in North Carolina who needs ERP including: inventory control, payroll, work order, point-of-sale, e-commerce, GL, AP, and AR components.

“This lead is the consultant on behalf of their client who specializes in spa and pool sales. They are in search of a full ERP solution that offers AP, AR, GL, payroll, e-commerce, point of sale, work order, and inventory control. The lead is the IT consultant and the motivation for this search is they are currently using an old DOS based system...” [\(MORE\)](#)

Lead #334098 / \$70,000 [VIEW FULL PROFILE →](#)

A transportation company in Illinois who needs ERP including: payroll, fleet management, dispatching, GL, AP, and AR capabilities.

“This is for a transportation company who operates as a heavy equipment hauler primarily within a 100 mile radius. This contact is the secretary for the company who desires a solution to their accounting (AR,AP,GL) with fleet management, route/dispatch and payroll. Their main motivation to change is that the solution they use currently doesn't...” [\(MORE\)](#)

Lead #334256 / \$70,000 [VIEW FULL PROFILE →](#)

A pharmaceutical manufacturing company in Texas who needs ERP including: supply chain management, general ledger, accounts payable, and accounts receivable capabilities.

“This lead is a pharmaceutical and medical device manufacturer in the aesthetic space that is in need of an ERP solution that includes: AP, AR, GL, inventory, order management, and purchase orders. The lead contact is the quality manager for the company who indicated due to compliance needs and requiring a validated system that their Quickbooks...” [\(MORE\)](#)

Lead #334121 / \$69,000 [VIEW FULL PROFILE →](#)

A non-profit in British Columbia who needs ERP including: payroll, fund accounting, bank reconciliation, donor management, GL, AP, and AR modules.

“This is for a Canadian based multi-entity faith based non-profit organization who operates as 20 worship centers and 2 schools. This contact is a finance director for the organization who desires a solution to their accounting (AR,AP,GL) with bank reconciliation, payroll, fund accounting and donor management. Their main motivation to change is...” [\(MORE\)](#)

Lead #334131 / \$68,400 [VIEW FULL PROFILE →](#)

A marketing company in Florida who needs accounting functionality.

“The lead is a marketing company that specializes in advertising and marketing. They are in need advertising and marketing specific solution that offers AP, AR, GL, and time & billing. The lead is the Director of Finance and the motivation for this search is that they are currently using QuickBooks Desktop 2018 and the lead does not feel that it...” [\(MORE\)](#)

Lead #334232 / \$66,800 [VIEW FULL PROFILE →](#)

A food manufacturer in Oregon who needs ERP including: inventory control, order management, manufacturing management, bank reconciliation, GL, AP, and AR components.

“This is for a food manufacture and wholesale distributor of baked goods. This contact is a retained consultant working on behalf of the client who desires a solution

to their accounting (AR,AP,GL) with bank reconciliation, inventory, order management, purchasing and MRP. Their main motivation to change is that they are a growing company and they..." [\(MORE\)](#)

Lead #334112 / \$66,000 [VIEW FULL PROFILE →](#)

A printing or publishing company in Ontario who needs ERP including: order management, payroll, manufacturing execution system, GL, AP, and AR modules.

"This is for a printing and publishing company who provides outsourced printing for magazine and newspaper companies. This contact is a consultant working on behalf of the company who desires a solution to their accounting (AR,AP,GL) with MES, order management, purchase orders and payroll. Their main motivation to change is that they do not have a..." [\(MORE\)](#)

Lead #334016 / \$63,200 [VIEW FULL PROFILE →](#)

A durable goods distributor in Washington who needs period close process management functionality.

"This is for a wholesale distributor of durable goods to the gardening/landscape industry. This contact is an accountant for the company who desires a solution to their period close process management. Their main motivation to change is that they have a huge amount of transactions, approximately 250,000, in their GL and need a more automated..." [\(MORE\)](#)

Lead #334070 / \$63,200 [VIEW FULL PROFILE →](#)

A made-to-order manufacturer in Florida who needs ERP including: order management, CRM, e-commerce, manufacturing execution system, GL, AP, and AR modules.

"This lead is a made to order manufacturer of textiles that is in need of a full ERP solution to handle: AP, AR, CRM, e-commerce, GL, invoicing, MES< order management, purchase orders, and the option to add inventory at a later date. The lead contact is the owner of the company who works with his son and reported they have no software solution in..." [\(MORE\)](#)

Lead #333395 / \$62,400 [VIEW FULL PROFILE →](#)

A sports, arts, travel & entertainment company in Wisconsin who needs inventory control and fixed asset management modules.

“This lead is for a Native American tribe that operates a gaming facility that is in need of a fixed asset management and inventory solution for their casino gaming facility. The lead contact is the Business Systems Analyst who will be conducting the review of this search. She indicated they are currently using a system called PassPort from ASAP...” [\(MORE\)](#)

Lead #334269 / \$62,000 [VIEW FULL PROFILE →](#)

A non-durable goods distributor in New York who needs ERP including: supply chain management, EDI, GL, and AP components.

“This is for a wholesale distribution company that sells air freshening products for the bathroom. This contact is a consultant working on behalf of a client who desires a solution to their accounting (AR,AP,GL) with inventory, order management, EDI, and purchase orders. Their main motivation to change is that currently they using a proprietary...” [\(MORE\)](#)

Lead #334423 / \$62,000 [VIEW FULL PROFILE →](#)

A sub-contractor in Texas who needs ERP including: project tracking, work order, fixed asset management, estimating, GL, AP, and AR functionalities.

“This is for a construction company that operates a subcontractor for institutional and commercial projects as a mechanical contractor. This contact is a manager with the company who desires a solution to their accounting (AR,AP,GL) with bank reconciliation, estimating, job costing, project management, work orders and payroll as a wish list item...” [\(MORE\)](#)

Lead #334259 / \$55,000 [VIEW FULL PROFILE →](#)

An insurance company in New York who needs accounting functionality.

“This lead is an insurance company that provides home, auto, commercial, and other larger dollar insurance policies. There are 65 employees and they use Quickbooks (unknown edition) for accounting. They have a company called Majesco building them an insurance specific database solution. The contact is the COO who is interested in a more robust...” [\(MORE\)](#)

Lead #333883 / \$53,200 [VIEW FULL PROFILE →](#)

A healthcare or social services organization in Rhode Island who needs budgeting functionality.

“This is for a multi-location health care services provider. This contact is a high ranking officer within the organization who desires a solution to their budgeting/planning/forecasting. Their main motivation to change is that they are performing all of their budgeting tasks currently via MS Excel, this process has become overwhelming as they have...” [\(MORE\)](#)

Lead #333879 / \$52,200 [VIEW FULL PROFILE →](#)

A made-for-stock manufacturer in Utah who needs ERP including: supply chain management, bank reconciliation, manufacturing execution system, GL, AP, and AR components.

“This is for a made for stock manufacturer of home decor items who also will create custom items as well. This contact is the operations manager for the company who desires a solution to their accounting (AR,AP,GL) with bank reconciliation, inventory, purchase orders, order management and MES with payroll and HR as wishlist items. Their main...” [\(MORE\)](#)

Lead #334173 / \$50,400 [VIEW FULL PROFILE →](#)

A sub-contractor in California who needs ERP including: job cost, budgeting, estimating, GL, AP, and AR functionalities.

“This lead is a sub contractor that specializes in gas lead detection, valves, and seismic insulation that is in need of a full ERP solution that can offer: AP, AR, budgeting, estimates, GL, job costing, and the option to add route and dispatch and work order at a later time. Route and dispatch and work order are wishlist items at this time. The...” [\(MORE\)](#)

Lead #333352 / \$45,200 [VIEW FULL PROFILE →](#)

An accounting firm in United States Of America who needs ERP including: fixed asset management, time billing, document management, client write-up, budgeting, auditing, GL, AP, and AR functionalities.

*“This lead is a start up accounting business. They are in search of a full solution that can offer AP, AR, GL, auditing, budgeting, client write up, document management, fixed asset, and time & billing. *Please note that this lead is based in the Caribbean.* The lead noted that they currently work in the Caribbean but move around a lot and intend...”* [\(MORE\)](#)

Lead #334207 / \$40,000 [VIEW FULL PROFILE →](#)

A made-for-stock manufacturer in New Jersey who needs ERP including: supply chain management, general ledger, accounts payable, and accounts receivable capabilities.

“This is for a manufacturer and wholesale distributor or non-durable goods. The contact is the owner of the company who desires a solution to their accounting (AR,AP,GL) with inventory, order management and purchase orders. Their main motivation to change is that they have a solution in place that generally meets their needs but has become outdated...” [\(MORE\)](#)

Lead #334109 / \$36,000 [VIEW FULL PROFILE →](#)

A 3PL company for mixed goods in North Carolina who needs inventory control and warehouse management capabilities.

*“This lead is an engineering firm that works with manufacturers but also provides 3PL services to their clients. Globally there are 2,600 employees and they use an SAP solution. *The contact is the Program Manager who desires a WMS solution. He is NOT looking for an ERP or accounting program.* He stated that the solution should integrate with SAP...”* [\(MORE\)](#)

Lead #333053 / \$36,000 [VIEW FULL PROFILE →](#)

A made-for-stock manufacturer in Arizona who needs manufacturing management capability.

“This lead is an OEM manufacturer of calibration systems that is in need of an MRP software solution for their business. The lead contact is the manufacturing engineer of the company who will be reviewing and demoing solutions directly. Their motivation for change is they are using an antiquated solution called Master Track. It does NOT integrate...” [\(MORE\)](#)

Lead #334179 / \$36,000 [VIEW FULL PROFILE →](#)

A made-for-stock manufacturer in Ohio who needs EDI capability.

“This is for a made for stock manufacturer and wholesaler of good specific to the pet and livestock industry. This contact is an IT specialist for the company who desires a solution to their EDI. Their main motivation to change is that the live and breathe by the service they provide to their customers which means they need to be as efficient in...” [\(MORE\)](#)

Lead #334225 / \$34,300 [VIEW FULL PROFILE →](#)

A non-profit in Georgia who needs ERP including: fund accounting, e-commerce, donor management, GL, AP, and AR components.

“This is for a non-profit organization who operates as a historical society to benefit African Americans. This contact is the financial secretary for the organization who desires a solution to their accounting (AR,AP,GL) with fund accounting, donor management and e-commerce with payroll as a wishlist item. Thier main motivation to change is that...” [\(MORE\)](#)

Lead #334250 / \$31,600 [VIEW FULL PROFILE →](#)

A government entity in South Carolina who needs business license issuing and hospitality management fees components.

“This lead is a government municipality operating on a city level that is in need of a software solution to handle their business license issuance and hospitality fee collection. The lead contact is the Business License Inspector who indicated they were using a custom solution to handle this and are looking for a more formalized system. The city...” [\(MORE\)](#)

Lead #334270 / \$31,600 [VIEW FULL PROFILE →](#)

A durable goods distributor in Utah who needs accounts receivable capability.

“This lead is a fulfillment center that is part of a parent marketing agency. This entity has 75 to 100 employees and they use a house developed WMS solution. The contact is unsure what the parent company is using for general accounting. He is the Director of Accounting and he is interested in an AR/invoicing. He is NOT interested in full...” [\(MORE\)](#)

Lead #334266 / \$30,200 [VIEW FULL PROFILE →](#)

A heating, A/C and ventilation services company in District of Columbia who needs project management and work order components.

“This lead is a HVAC contractor that specializes in HVAC installation and services. They are in search of a solution that offers project management and work order. The lead does both residential and commercial installations and services. The lead is the Owner and the motivation for this search is that they currently are scheduling labor and service...” [\(MORE\)](#)

Lead #333586 / \$30,000 [VIEW FULL PROFILE →](#)

A real estate sales & development company in Florida who needs project management capability.

*“This lead is a real estate development company that is in need of a project management solution for their company with the option to potentially add accounting: AP, AR, GL at a later date but the *focus of this search is for a project management solution** The lead contact is one of the owners of the company who acts as the architect for the...”* [\(MORE\)](#)

Lead #333966 / \$27,600 [VIEW FULL PROFILE →](#)

A non-profit in Louisiana who needs accounting and donor management components.

“This is for a multi-entity faith based non profit organization that operates as a group of 15 churches. This contact is the treasurer of one of the locations who desires a solution to their accounting (AR,AP,GL) with fund accounting and donor management. Their main motivation to change is that all of the churches use separate individual systems...” [\(MORE\)](#)

Lead #334169 / \$24,000 [VIEW FULL PROFILE →](#)

A mining company in California who needs document management functionality.

“This lead is a mining company with around 200 employees and revenues last year were \$27 million. They use Dynamics GP for general accounting. The contact is the IT Coordinator who is interested in a document management solution that integrates

with GP. He is NOT looking for any accounting or ERP solutions. They have a lot of paper trails and he..." [\(MORE\)](#)

Lead #334347 / \$24,000 [VIEW FULL PROFILE →](#)

A food manufacturing company in Idaho who needs inventory control and order management functionalities.

"This is for a food manufacturer of organic products for which they are also the grower of the crop used to produce their products. This contact is a retained consultant working on behalf of the company who desires a solution to their order management and inventory. Their main motivation to change is that they have a solution in place that they are..." [\(MORE\)](#)

Lead #334375 / \$24,000 [VIEW FULL PROFILE →](#)

A durable goods distributor in California who needs EDI functionality.

"This is for a wholesale distributor or automotive parts. This contact is the owner of the company who desires a solution to their EDI. Their main motivation to change is that their current software solution has become cost prohibitive because of the per transaction cost and based on the product that they sell, there simply isn't the margin..." [\(MORE\)](#)

Lead #333123 / \$22,800 [VIEW FULL PROFILE →](#)

A computer/electronics retailer in California who needs accounting and point-of-sale modules.

"This is for multi-location cellular services and accessories retail company. This contact is the general manager of the stores who desires a solution to their accounting (AR,AP,GL) with inventory and POS. Their main motivation to change is that they have a POS currently, however they would like to migrate to a wireless POS that can be accessed on..." [\(MORE\)](#)

Lead #334011 / \$20,000 [VIEW FULL PROFILE →](#)

A transportation company in Bahamas who needs HR management functionality.

“This lead is a transportation company that has 250 employees. They recently moved from Sun Systems to Dynamics NAV. They use a local payroll vendor and utilize a biometric Jantek clock. The contact is the IT Director who is interested in an HRMS that integrates seamlessly into Dynamics NAV. He is NOT looking to replace Dynamics NAV and does not...” [\(MORE\)](#)

Lead #334045 / \$19,500 [VIEW FULL PROFILE →](#)

A printing in Ontario who needs order management and CRM functionalities.

“This is for a Canadian retail printing services company. This contact is the manager of the company who desires a solution to their order management and CRM. Their main motivation to change is that their entire work flow process now is manual with pen and paper for orders and no formal customer database. They would like to automate that process...” [\(MORE\)](#)

Lead #334022 / \$18,000 [VIEW FULL PROFILE →](#)

A transportation company in Virginia who needs dispatching capability.

*“*This is the same lead as 334025* but for fleet management software. The other is for construction management. Solutions that can integrate into the other type of program are desired OR solutions that have BOTH project management and fleet management would be highly favored. This lead is an asphalt subcontractor that does site construction BUT...”* [\(MORE\)](#)

Lead #334025 / \$18,000 [VIEW FULL PROFILE →](#)

A sub-contractor in Virginia who needs estimating and project tracking capabilities.

*“*This is the same lead as 334022* but for construction management software. The other is for fleet management. Solutions that can integrate into the other type of program are desired OR solutions that have BOTH project management and fleet management would be highly favored. This lead is an asphalt subcontractor that does site construction. There...”* [\(MORE\)](#)



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@SOFTWARECONNECT.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](#).