

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 #333850 / \$18,900,000 [VIEW FULL PROFILE →](#)

An educational organization in Michigan who needs ERP including: inventory control, purchase order, payroll, registration management, and 10 other modules.

*"This is for a multi-location educational institution that operates on the university level. **This contact is a consultant who is trying to win the university's business through an RFP submittal by partnering with a large ERP for solution relevancy** The functionality they desire a solution to is accounting (AR,AP,GL) with bank reconciliation..."* [\(MORE\)](#)

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 #333735 / \$632,000 [VIEW FULL PROFILE →](#)

A finance, banking & insurance company in Rhode Island who needs lead management functionality.

"This lead is for a mortgage and loan company that does roughly 150 million in revenue that is in need of a lead management system for the company. The lead contact is a retained consultant with the company who is hired on a contracted basis for the company. He was very knowledgeable in regards to the company and their needs and is the one..." [\(MORE\)](#)

Lead #333621 / \$416,800 [VIEW FULL PROFILE →](#)

An educational organization in Maryland who needs ERP including: inventory control, purchase order, payroll, fixed asset management, and six other modules.

“This is for a educational services organization who operates as a public school system. This contact is a retained consultant working on behalf of the school system who desires a solution to their accounting (AR,AP,GL) with payroll, HR, benefits administration, bank reconciliation, budgeting/planning/forecasting, purchasing and inventory control...” [\(MORE\)](#)

Lead #333832 / \$388,000 [VIEW FULL PROFILE →](#)

A durable goods distributor in New York who needs ERP including: supply chain management, foreign currency conversion, e-commerce, EDI, and five other modules.

“This is for a wholesale distributor of electronic and household goods. This contact is the son of the owner and a manager within the company who desires a solution to their accounting (AR,AP,GL) with bank reconciliation, commissions management, e-commerce, EDI, foreign currency conversion, inventory, order management, purchase orders and CRM as a...” [\(MORE\)](#)

Lead #333639 / \$369,800 [VIEW FULL PROFILE →](#)

A non-profit in Alberta who needs ERP including: payroll, HR management, budgeting, GL, AP, and AR functionalities.

“This lead is a Canadian non profit company that works with at risk individuals that is in need of a full ERP solution that can handle: AP, AR, budgeting, GL, HR, and payroll. They have an annual operating budget of 90 million dollars and 1,800 employees. The lead contact is the application analyst for the IT department who is conducting this...” [\(MORE\)](#)

Lead #333915 / \$276,200 [VIEW FULL PROFILE →](#)

A healthcare or social services organization in Louisiana who needs ERP including: inventory control, purchase order, fleet management, fund accounting, and five other modules.

“This is for a government entity that services the under privileged. This contact is a high ranking officer in the company who desires a solution to their accounting (AR,AP,GL) with bank reconciliation, fund accounting, purchasing, inventory, fleet management, budgeting/planning/forecasting and payroll as a future need. Their main motivation to...” [\(MORE\)](#)

Lead #333291 / \$210,000 [VIEW FULL PROFILE →](#)

A made-for-stock manufacturer in Kentucky who needs manufacturing execution system capability.

*“This lead is a made for stock manufacturer of aluminum components used in the automotive industry that is looking only for an MES system. **Please do NOT request this lead with an ERP solution** The lead contact is the Continuous Improvement Manager who indicated they don't have a formal MES process in place and do a lot of work on paper. This...”* [\(MORE\)](#)

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 #333729 / \$186,000 [VIEW FULL PROFILE →](#)

A made-for-stock manufacturer in California who needs ERP including: order management, CRM, GL, and AP modules.

“This lead is a large made for stock manufacturer of lap tops that is looking to fragment their business segments and are looking for an ERP solution for a business unit they will be segmenting. The lead contact is the IT specialist tasked with reviewing options for this search. The company currently uses Oracle ERP for their main ERP solution and...” [\(MORE\)](#)

Lead #333916 / \$174,600 [VIEW FULL PROFILE →](#)

A transportation company in Illinois who needs accounting, dispatching, and bank reconciliation capabilities.

“This is for a transportation company that provides short and long haul services. This contact is a vice president with the company who desires a solution to their accounting (AR,AP,GL) with bank reconciliation and route/dispatch. Their main motivation to change is that they have no accounting system in place which has become incredibly inefficient...” [\(MORE\)](#)

Lead #333675 / \$149,000 [VIEW FULL PROFILE →](#)

A made-to-order manufacturer in Michigan who needs manufacturing execution system capability.

“This lead is a made to order manufacturer and fabricator of extrusion plastics used in the construction industry that is in need of an MES system for their assembly lines. The lead contact is the plant manager who indicated his company was acquired by the current company in March. They are going to be implementing SAP (unknown version) as the ERP...” [\(MORE\)](#)

Lead #333876 / \$147,600 [VIEW FULL PROFILE →](#)

A general contractor in Massachusetts who needs ERP including: invoicing, estimating, GL, AP, AR, and project tracking functionalities.

“This lead is a general contracting company specializing in high end residential construction and small commercial projects under 35K cubic feet that is in need of a full construction ERP solution including: AP, AR, estimates, GL, invoicing, job costing, project management, and the option to potentially add payroll at a later data. The lead contact...” [\(MORE\)](#)

Lead #333627 / \$140,000 [VIEW FULL PROFILE →](#)

A general contractor in California who needs project management capability.

“This lead is a general contractor that focuses on commercial construction that is in need of a project management solution for their company. They currently do roughly 100 million in annual revenue. The lead contact is the administrative manager who is

leading the search with a team of 6 or 7 people for the review of options. They are currently..." [\(MORE\)](#)

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 #333559 / \$104,200 [VIEW FULL PROFILE →](#)

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

"This is for a manufacturing company that builds made for stock electronic items. This contact is the VP of operations who desires a solution to their accounting (AR,AP,GL) with inventory, BOM, order management and purchasing. Their main motivation to change is that they have grown quickly as a company and they do not have a solution in place that..." [\(MORE\)](#)

Lead #333826 / \$100,000 [VIEW FULL PROFILE →](#)

A government entity in Illinois who needs fund accounting functionality.

"This lead is a government entity that has around 400 employees and annual operating budget of \$40 million. They use AbilaMIP for accounting and payroll, Pro AssetKeeper for fixed assets, and some applications developed by a company called Microix. The contact is the Treasurer who is interested in a fund accounting program to replace Abila for fund..." [\(MORE\)](#)

Lead #333833 / \$100,000 [VIEW FULL PROFILE →](#)

A government entity in Ohio who needs ERP including: fixed asset management, fund accounting, budgeting, GL, AP, and AR capabilities.

“This lead is a government affiliated entity that provides programs and services for disabled community members. There are around 500 employees give or take within this organization. They are tied in with the county government. The county uses an Oracle system while this organization uses a solution called Infal One. The contact is the Business...” [\(MORE\)](#)

Lead #333645 / \$98,000 [VIEW FULL PROFILE →](#)

A sports, arts, travel & entertainment company in Colorado who needs budgeting functionality.

“This lead is a zoo that is in need of a formal budgeting solution for their organization. The zoo has an annual operating budget of 45-50 million and roughly 400 employees. The lead contact is the systems accountant who will be reviewing options. She reported that they are currently doing their budgets in Excel and it has become tedious to...” [\(MORE\)](#)

Lead #333623 / \$97,000 [VIEW FULL PROFILE →](#)

A general contractor in Arizona who needs fleet management and asset management capabilities.

“This lead is a consultant requesting on behalf of a work site general contractor. The client has around 40 employees. It is unclear what they use for their accounting or ERP program. The consultant stated that they have JDLink and VisionLink for the heavy machinery equipments tracking. The contact is from a software company that develops fleet...” [\(MORE\)](#)

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 #333820 / \$92,000 [VIEW FULL PROFILE →](#)

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

“This lead is a sub-contractor that specializes in drywall and steel framing. They are in need of a full ERP solution that offers AP, AR, GL, invoicing, payroll, project management, budgeting, and estimates. The company will be expanding their business into a painting division soon. Their employee count is fluid as they have 1099 employees. The...” [\(MORE\)](#)

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 #333667 / \$74,000 [VIEW FULL PROFILE →](#)

A made-to-order manufacturer in Kansas who needs inventory control and warehouse management functionalities.

“This lead is a made to order manufacturer of road maintenance equipment that is in need of an inventory and warehouse management solution for their company. The lead contact is the logistics manager of the company who indicated they don't have a robust inventory or WMS system in place. They have a back end ERP solution called Finesse that they...” [\(MORE\)](#)

Lead #333718 / \$72,600 [VIEW FULL PROFILE →](#)

An ecommerce retailer in Arizona who needs ERP including: inventory control, order management, CRM, e-commerce, warehouse management, GL, AP, and AR functionalities.

“This lead is an ecommerce retailer that also does some wholesale of shoe cleaning solutions. There are 10 employees and last year they generated around \$4.5 million.

They use QB Online for accounting along with Shopify for their ecommerce platform. The contact is the part Owner and Operations Manager who is interested in a full ERP program that..." [\(MORE\)](#)

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 #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 #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 #333808 / \$44,000 [VIEW FULL PROFILE →](#)

A general contractor in Missouri who needs project tracking, inventory control, and estimating modules.

“This lead is a general contractor that specializes in residential new homes, remodels, and renovations. There are 21 to 50 employees and they use an unknown edition of QB. The contact is the Site Supervisor who is interested in a construction management solution with estimating, job cost, inventory, and project management. There are NOT INTERESTED...” [\(MORE\)](#)

Lead #333766 / \$42,000 [VIEW FULL PROFILE →](#)

A service company in Utah who needs ERP including: project tracking, inventory control, dispatching, estimating, GL, AP, and AR modules.

“This lead is a commercial and service provider of fire alarms and systems. They also do fire system inspections. There are 50 employees and the company uses an unknown edition of QB. The contact is the Executive Assistant who is looking for an ERP program with AP, AR, GL, estimating, job cost, inventory, project management, and route & dispatch...” [\(MORE\)](#)

Lead #333443 / \$41,400 [VIEW FULL PROFILE →](#)

A food manufacturing company in Florida who needs ERP including: inventory control, order management, manufacturing management, GL, AP, and AR functionalities.

“This is for a wholesale distributor and manufacture of specialty food products. This contact is the business development director who desires a solution to their accounting (AR,AP,GL) with inventory, order management, purchase orders and

MRP. Their main motivation to change is that they have two systems that ok at meeting their needs and neither... [\(MORE\)](#)

Lead #333640 / \$41,000 [VIEW FULL PROFILE →](#)

A transportation company in South Carolina who needs dispatching capability.

“This is for a multi-location transportation company that provides regional delivery support for several e-commerce companies. This contact is the owner of the company who desires a solution to their route/dispatch order management. Their main motivation to change is that they are not completely satisfied with the solutions they have had in place...” [\(MORE\)](#)

Lead #333486 / Open [VIEW FULL PROFILE →](#)

A durable goods distributor in Wisconsin who needs budgeting functionality.

“This lead is a wholesaler distributor of food and kitchen supplies that is in need of a budgeting solution for the company. The company does well over \$150 million in annual revenue. The lead contact is the CFO of the company that stated they currently use Excel for budgeting and the needs are becoming so complex in term of reporting that they...” [\(MORE\)](#)

Lead #333828 / \$38,000 [VIEW FULL PROFILE →](#)

A sub-contractor in Ontario who needs ERP including: inventory control, purchase order, job cost, payroll, work order, estimating, GL, AP, and AR modules.

“This is for a Canadian construction company that operates as a subcontractor for high rise builds. This contact is the president of the company who desires a solution to their accounting (AR,AP,GL) with payroll, estimating, job costing, purchasing, work orders, inventory and project management as a wish list item. Their main motivation to change...” [\(MORE\)](#)

Lead #333643 / \$37,000 [VIEW FULL PROFILE →](#)

A sports, arts, travel & entertainment company in California who needs accounting and bank reconciliation components.

“This is for an entertainment company that operates a network of radio stations. This contact is the controller of the company who desires a solution to their accounting (AR,AP,GL) with bank reconciliation, purchase orders and budgeting/planning/forecasting as a wish list item. Their main motivation to change is that they are using a legacy system...” [\(MORE\)](#)

Lead #333652 / \$30,200 [VIEW FULL PROFILE →](#)

A sub-contractor in Florida who needs job cost, work order, and estimating modules.

“This is for construction company that operates on a sub-contract level for residential remodeling projects and as an outsourced property maintenance provider. This contact is a manager for the company who desires a solution to their work order management, estimating, job costing and accounting (AR,AP,GL) as a wish list item open to review. Their...” [\(MORE\)](#)

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 #333855 / \$29,400 [VIEW FULL PROFILE →](#)

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

“This is for a construction company that operates on subcontract level exclusively for commercial projects. This contact is a project manager for the company who desires a solution to their project management. Their main motivation to change is that they do not currently have a formal solution in place to their project management and have a solid...” [\(MORE\)](#)

Lead #333717 / \$27,200 [VIEW FULL PROFILE →](#)

A retailer of hard goods in New York who needs accounting and point-of-sale functionalities.

“This lead is a retail company that specializes in plumbing equipment. They are in search of a solution that can give them AP, AR, GL, inventory control, and POS. The lead is the owner and the motivation for this search is that they currently do not have any solutions in place. They have been doing everything manually by paper and excel spread...” [\(MORE\)](#)

Lead #333583 / \$25,000 [VIEW FULL PROFILE →](#)

A non-durable goods distributor in Oklahoma who needs supply chain management capability.

“This lead is a distributor of non durable goods specifically food service and janitorial supplies that is in need of a solution to handle: inventory, order management, and purchase orders. They distribute items like: rags, gloves, under garments, paper products, napkins, silverware, restroom supplies etc. They are currently using Quickbooks Premier...” [\(MORE\)](#)

Lead #333898 / \$25,000 [VIEW FULL PROFILE →](#)

An accounting or legal services firm in Manitoba who needs accounting and bank reconciliation modules.

“This is for a Canadian based legal firm. This contact is the bookkeeper for the firm who desires a solution to their accounting (AR,AP,GL) with bank reconciliation. Their main motivation to change is that their current provider has shown a lack of interest to help them with the technical issues they have been experiencing and therefore have chosen...” [\(MORE\)](#)

Lead #333849 / \$24,500 [VIEW FULL PROFILE →](#)

A general contractor in New York who needs time & attendance functionality.

“This lead is a general contractor that specializes in commercial jobs. There are roughly 150 employees and the company uses Sage 100 Contractor for accounting and payroll. The contact is a Project Manager who is interested in a time management program that allows integration with Sage 100 Contractor for payroll and job cost purposes. He is not...” [\(MORE\)](#)

Lead #333710 / \$24,200 [VIEW FULL PROFILE →](#)

A sports, arts, travel & entertainment company in North Carolina who needs fixed asset management capability.

“This lead is a movie theater that is in need of a fixed asset management for one of their locations. The lead contact is the regional sales director for the Southeast who indicated they do not have a solution in place. He said they have a food and beverage inventory system called Decision Logic and was unsure what corporate was using for...” [\(MORE\)](#)

Lead #333725 / \$23,200 [VIEW FULL PROFILE →](#)

A healthcare or social services organization in Florida who needs ERP including: payroll, work order, invoicing, electronic health records, GL, AP, and AR capabilities.

“This lead is a start up assisted living facility that will be opening this year with a capacity of 81 residents that is in need of a solution to handle: AP, AR, GL, EHR, invoicing, payroll, and work orders. The lead contact is the owner operator of the company who has been using Quickbooks and Excel, but is looking for a unified software solution...” [\(MORE\)](#)

Lead #333755 / \$22,200 [VIEW FULL PROFILE →](#)

An accounting or legal services firm in Bahamas who needs accounting functionality.

“This is for a law firm located in Nassau, The Bahamas. This contact is a consultant working on behalf of the client who desires a solution to their accounting (AR,AP,GL) with time/billing. Their main motivation to change is that they are handling their time/billing and invoicing via manual methods and a basic accounting system which is becoming...” [\(MORE\)](#)

Lead #333907 / \$21,000 [VIEW FULL PROFILE →](#)

A made-to-order manufacturer in New York who needs accounting functionality.

“This lead is a custom manufacturer of furnishings and room decor for the hospitality industry. There are 70 employees and they use Great Plains. They have a FileMaker program that they use for customer and inventory management. They have at

timeclock that ties into Great Plains for payroll. The contact is the Co-owner/CFO who is interested in... [\(MORE\)](#)

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 #333829 / \$18,000 [VIEW FULL PROFILE →](#)

A food distributor in New York who needs ERP including: order management, payroll, CRM, GL, AP, and AR capabilities.

“This lead is a wholesaler/distributor of food that specializes in meat distribution. They are in need of a full ERP solution that offers AP, AR, GL, payroll, invoicing, purchase order, order management and CRM. The lead noted their business runs like this: They purchase from a vendor, take the PO and sell it to the customer - pick up meat from...” [\(MORE\)](#)

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...”* [\(MORE\)](#)



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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