

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 #345445 / \$585,000 [VIEW FULL PROFILE →](#)

A non-profit in Colorado who needs ERP including: cash management, fixed asset management, fund accounting, foreign currency conversion, and five other modules.

“This lead is a large non profit organization that has an annual budget of 250 million and support the development of athletes that is in need of a solution that includes: AP, AR, GL, budgeting, cash management, document management, fixed asset management, foreign currency conversion, and fund accounting. The lead contact is the Associate Director...” [\(MORE\)](#)

Lead #345333 / \$370,000 [VIEW FULL PROFILE →](#)

A medical device manufacturing company in Puerto Rico who needs inventory control, job cost, and supply chain management modules.

*“**PLEASE READ THIS LEAD IN ITS ENTIRETY BEFORE REQUESTING** This lead is based in Puerto Rico and is a large medical device manufacturer with over 1 billion in annual revenue and 80,000 global employees. This is for 1 of their manufacturing facilities in Puerto Rico that has 1,200 employees. The lead contact is the IT Manager of the facility...”* [\(MORE\)](#)

Lead #345383 / \$350,000 [VIEW FULL PROFILE →](#)

A food manufacturing company in Idaho who needs ERP including: order management, inventory control, CRM, manufacturing management, and six other modules.

“This lead is a food manufacturer that is very process oriented that is in need of a full ERP solution to handle: AP, AR, GL, BOM, BI, CRM, foreign currency, inventory,

order management, purchase orders, quality management, and WMS. The lead contact is the IT Manager of the company who indicated they are currently using Dynamics NAV and it is..." [\(MORE\)](#)

Lead #345423 / \$177,000 [VIEW FULL PROFILE →](#)

A process operations manufacturer in Illinois who needs accounting capability.

*"**This lead is a redistribution of lead 335923, when they initially casted their search with us they were looking for a full ERP which included terminal management. They have since changed directions gotten the terminal management handled and are now looking for a core accounting solution** This lead is a process manufacturer that specializes in..."* [\(MORE\)](#)

Lead #345321 / \$125,000 [VIEW FULL PROFILE →](#)

A service company in North Dakota who needs ERP including: business intelligence, project accounting, fixed asset management, GL, AP, and AR capabilities.

"This lead is for a group of health clubs (36 in total) that is in need of an ERP solution to handle: AP, AR, GL, budgeting, BI, fixed asset management, and project accounting. The lead contact is the new CFO of the company who has not been with them a long time. He noted they use Quickbooks (version unknown) and Paychex for payroll. He noted they..." [\(MORE\)](#)

Lead #345175 / \$100,000 [VIEW FULL PROFILE →](#)

A health organization in Louisiana who needs cost accounting reporting functionality.

"This lead is a healthcare organization that has around 800 employees and around 13 locations with 40 different providers. They use Sage MAS 500. The contact is the Accountant who is interested in a cost accounting reporting program. She is NOT interested in replacing Sage and will not entertain anything described as a full ERP or accounting..." [\(MORE\)](#)

Lead #345350 / \$95,000 [VIEW FULL PROFILE →](#)

A durable goods distributor in Illinois who needs ERP including: supply chain management, EDI, GL, and AP functionalities.

“This lead is a durable goods distributor of tools and cutting machines that is in need of an ERP solution to handle: AP, AR, GL, EDI, inventory, order management, purchase orders, and the option to add e-commerce in the future. The lead contact is the IT Manager (runs the whole IT department) who indicated they are on an antiquated system called...” [\(MORE\)](#)

Lead #345528 / \$92,000 [VIEW FULL PROFILE →](#)

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

*“This lead is a general contractor that does primarily commercial projects and also new developments that is looking for a full construction solution that has ****everything**** in it including: AP, AR, GL, job costing, project management, and estimates. The lead contact is the account executive for the company who will be reviewing these options with...”* [\(MORE\)](#)

Lead #345361 / \$84,800 [VIEW FULL PROFILE →](#)

A food service company in Hawaii who needs ERP including: inventory control, production guide, invoicing, point-of-sale, GL, AP, and AR functionalities.

“This lead is a non profit organization that operates as a food services company providing jobs to individuals with disabilities that is in need of a solution to handle: AP, AR, GL, inventory, invoicing, POS, and production guides. The lead contact is the Director of Food Services, who noted the company as a whole utilizes Quickbooks for...” [\(MORE\)](#)

Lead #345454 / \$75,000 [VIEW FULL PROFILE →](#)

A made-to-order manufacturer in Ontario who needs manufacturing management and project management components.

“This lead is a consultant on behalf of a made to order manufacturer of aerospace parts and components that is in need of a solution to handle MRP, BOM, and project management. The lead contact is the retained consultant who will be reviewing

options and providing a short list and recommendations to the end client. She noted they use Zoho CRM and..." [\(MORE\)](#)

Lead #345379 / **\$51,000** [VIEW FULL PROFILE →](#)

A marketing company in Massachusetts who needs accounting functionality.

"This lead is a market data company that provides market analysis for the telecom industry and is in need of a solution to offer: AP, AR, GL, budgeting, and time and attendance tracking. The lead contact is the Controller of the company who noted they are on Quickbooks Pro which worked fine for them as a private company. In march they were acquired..." [\(MORE\)](#)

Lead #345090 / **\$50,000** [VIEW FULL PROFILE →](#)

A made-to-order manufacturer in Mississippi who needs CRM capability.

"This lead is both a made for stock and made to order manufacturer of heavy equipment parts and vehicles. There are roughly 80 employees and they use QB for accounting, Fishbowl for parts sales and inventory, and ContactsPlus for CRM. The contact is the Owner who is interested first and foremost in a CRM solution. Integration with QB and Fishbowl..." [\(MORE\)](#)

Lead #345328 / **\$50,000** [VIEW FULL PROFILE →](#)

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

"This lead is a single location of a larger organization. As a whole, the company does both made to order and made for stock manufacturing. They are similar to a semiconductor manufacturer. There are over 1,000 employees globally but this would be for a small facility. Company wide they use Oracle. The lead contact is the Senior Equipment Engineer..." [\(MORE\)](#)

Lead #345447 / **\$50,000** [VIEW FULL PROFILE →](#)

A food manufacturer in California who needs ERP including: inventory control, order management, CRM, e-commerce, GL, AP, and AR capabilities.

“This lead is a food manufacturer that has 30 employees and using a DOS based program with some house developed applications. The contact is the Quality Control Manager who is interested in an ERP solution for accounting, CRM, ecommerce, inventory, and order management. They have a very outdated software environment and need to start considering an...” [\(MORE\)](#)

Lead #345322 / \$45,000 [VIEW FULL PROFILE →](#)

A food distributor in New York who needs budgeting functionality.

“This lead is a food wholesaler that has less than 50 employees. They use QB Enterprise, PlanGuru, and Fishbowl. The contact is the Controller who is interested in a budgeting and forecasting solution that will integrate with QB. PlanGuru was implemented by an interim Controller and this contact feels it is not user friendly. There are also bugs in...” [\(MORE\)](#)

Lead #345615 / \$42,000 [VIEW FULL PROFILE →](#)

A food manufacturing company in New York who needs ERP including: inventory control, order management, job cost, manufacturing management, GL, AP, and AR modules.

“This lead is a food manufacturer of jams and jellies that is also a co-packer for other food manufacturers that is in need of an ERP solution to handle: AP, AR, GL, inventory, job costing, MRP, order management, and purchase orders. The lead contact is the owner of the company who indicated she is using Quickbooks Online for the accounting and...” [\(MORE\)](#)

Lead #345320 / \$41,000 [VIEW FULL PROFILE →](#)

A durable goods distributor in Georgia who needs ERP including: inventory control, order management, warehouse management, GL, AP, and AR functionalities.

“This lead is a 3PL company that is moving into distribution and fulfillment for their 4 existing customers that is in need of an ERP solution to handle: AP, AR, GL, inventory, order management, and WMS. The lead contact is the President of the company who noted they currently have no software in place and everything is manual for them. He said...” [\(MORE\)](#)

Lead #345398 / \$35,000 [VIEW FULL PROFILE →](#)

A non-profit in North Carolina who needs accounting functionality.

“This lead is a nonprofit organization with around 30 employees. They use Blackbaud for accounting and Andar for donor management. The contact is the interim CFO who is interested in a nonprofit accounting program for AP, AR, GL, and fund accounting; he might be interested payroll but that is not a need. He is NOT interested in replacing Andar for...” [\(MORE\)](#)

Lead #345385 / \$30,000 [VIEW FULL PROFILE →](#)

A general contractor in Texas who needs accounting capability.

“This lead is a start up general contractor that will be working commercial projects from new construction to remodel that is looking for a construction accounting solution to handle: AP, AR, GL, and job costing. The lead contact is the CFO of the company who said they have no solution in place as they are just getting started. He wants a solution...” [\(MORE\)](#)

Lead #344892 / \$28,000 [VIEW FULL PROFILE →](#)

A healthcare organization in Washington who needs purchase order capability.

“This lead is a behavioral health system with 11 facilities that is looking for a procurement and purchasing software for the company for ordering of supplies, like desk, chairs, and other items. The lead contact is the CFO of the company who said they do 35-40 million in annual revenue and use Quickbooks Enterprise for their accounting. They...” [\(MORE\)](#)

Lead #345227 / \$25,500 [VIEW FULL PROFILE →](#)

A banking company in California who needs accounts payable capability.

*“This lead is a bank that has 71 branches and is in need of an *AP automation tool* for their company. The lead contact is the Technology Program Manager who indicated they just replaced their AP imaging system with Nautilus by Fiserv and use ProLog by Fiserv for their accounting solution. They are looking for a solution that can provide AP...”* [\(MORE\)](#)

Lead #345411 / \$18,000 [VIEW FULL PROFILE →](#)

A general contractor in Quebec who needs estimating functionality.

“This lead is a Canadian general contractor that works large civil and building construction with government entities that is in need of an estimating tool for the company. The lead contact is the chief estimator of the company who noted they are using Timberline currently and feel it is too complex. He said they do roughly 10 estimates a month and...” [\(MORE\)](#)

Lead #345471 / \$15,000 [VIEW FULL PROFILE →](#)

A service company in Texas who needs inventory control capability.

“This lead is the maintenance division of a fast food management company. The company has over 300 locations in multiple states. This division is made up of 18 maintenance workers that each do maintenance for 20 to 25 retail locations. The company uses Dynamics Great Plains for accounting. The contact is the VP of Facilities who is interested in an...” [\(MORE\)](#)

Lead #345327 / \$14,000 [VIEW FULL PROFILE →](#)

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

“This lead is a consultant on behalf of a made to order manufacturer of plastics that is in need of an accounting solution to handle: AP, AR, GL, and job costing. The lead contact is the retained software analyst consultant who is leading the review, providing recommendations, and assisting through the implementation process. She said the company...” [\(MORE\)](#)

Lead #345377 / \$12,400 [VIEW FULL PROFILE →](#)

A general contractor in Tennessee who needs project management functionality.

“This lead is a general contractor that specializes in bridge repair and primarily works on government jobs that is in need of a construction management and scheduling tool for the company. The lead contact is the safety director for the company who is new to the company and tasked with sourcing options to review and then recommend to the...” [\(MORE\)](#)

Lead #345553 / \$12,000 [VIEW FULL PROFILE →](#)

A food distributor in Texas who needs accounting capability.

*“This lead is a consultant requesting on behalf of a start-up gov't contractor that will specialize in selling frozen food products to the military and Dept. of Agriculture. There will be roughly 5 employees to start and they don't have software yet. The consultant is searching for options that are *DCAA compliant* for general accounting and time...”* [\(MORE\)](#)

Lead #345436 / \$11,500 [VIEW FULL PROFILE →](#)

A durable goods distributor in North Carolina who needs sales tax capability.

“This lead is a wholesaler/distributor of commercial power cords that is in need of a sales tax solution for their business. The lead contact for this search is the Controller of the company who has been with the company for 2 days and was tasked by the owner to find a sales tax software that allows them to accurately assess sales tax for the...” [\(MORE\)](#)

Lead #345611 / \$10,400 [VIEW FULL PROFILE →](#)

A general contractor in Texas who needs project management capability.

“This lead is a new commercial general contracting business that has 4 employees. They are using Quickbooks for accounting. The contact is the Sr. Project Manager who is interested in a project management solution. Integration with QB is desired. He is NOT interested in full accounting or construction management solutions. The contact has used...” [\(MORE\)](#)

Lead #345504 / \$10,000 [VIEW FULL PROFILE →](#)

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

“This lead is a start-up manufacturer that does both made to order and made for stock manufacturing. There are 10 to 20 employees but they hope to double in the near future. They use Quickbooks. The contact is the Sr. Manufacturing Engineer who is interested in a manufacturing ERP with accounting, inventory and order management, and MRP. Quickbooks...” [\(MORE\)](#)

Lead #345598 / \$10,000 [VIEW FULL PROFILE →](#)

A made-to-order manufacturer in California who needs inventory control capability.

“This is a paper manufacturer with 10 employees. This contact is a Process Engineer for the company. He has been tasked with evaluating a handful of Inventory solutions with RFID or barcoding functionality. As of now, they have no advanced inventory in place. The contact said their inventory is very basic and labor intensive, and only goes as far...” [\(MORE\)](#)

Lead #345592 / \$8,900 [VIEW FULL PROFILE →](#)

A durable goods distributor in Texas who needs accounting, supply chain management, and document management components.

“This lead is an distribution company that exports steel to Asia and Europe that is in need of a basic ERP solution to handle: AP, AR, GL, document management, inventory, order management, and purchase orders. The lead contact is the logistics coordinator intern who said they currently use multiple systems including: Quickbooks, Truckstop, Fresa...” [\(MORE\)](#)

Lead #345085 / \$7,400 [VIEW FULL PROFILE →](#)

A made-to-order manufacturer in North Carolina who needs bill of lading functionality.

“This lead is a made to order manufacturer of hardware used on windows that is looking for a Bill of Lading solution. The lead contact is the Manager of the company who said they use Quickbooks Premier Manufacturing 2018 and are looking for a bill of lading system that can track invoices and receipts for carriers as well as create the BOL off of a...” [\(MORE\)](#)

Lead #345345 / \$7,000 [VIEW FULL PROFILE →](#)

A made-for-stock manufacturer in Ohio who needs asset management.

“This lead is an industrial manufacturer and the request is for a small subsidiary of the larger organization. There are around 30 employees. They use Quickbooks for accounting. The larger organization uses MAXIMO asset management. The lead is the Owner of this subsidiary and he is interested in a standalone asset management program. He is NOT...” [\(MORE\)](#)

Lead #345405 / \$7,000 [VIEW FULL PROFILE →](#)

A made-for-stock manufacturer in Michigan who needs QMS functionality.

“This lead is a made for stock manufacturer of auto parts that is in need of a quality management solution for their business. The lead contact is the Quality Engineer for the company who noted that they currently use QAD as their ERP solution and they cannot touch that system and cannot make any changes to it. They currently track their quality...” [\(MORE\)](#)

Lead #345533 / \$5,400 [VIEW FULL PROFILE →](#)

A property management company in Virgin Islands (US) who needs accounting, work order, and property management functionalities.

*“**This lead is based in the Virgin Islands** This is a newly formed property management company that has 20 years of experience in the business but started this entity a week ago. They are in need of a basic property management solution that can offer: Ap, AR, GL, property management, and work orders. The lead contact is the property director who...”* [\(MORE\)](#)

Lead #345348 / \$5,000 [VIEW FULL PROFILE →](#)

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

“This lead is a transportation company that has less than 30 employees. They use TruckMaster. The contact is the Office Manager who is interested in Truckers Helper as well as a couple other trucking accounting software. She would need AP, AR, GL, payroll, and route/dispatch. They want to move back to an onpremise locally hosted solution versus a...” [\(MORE\)](#)

Lead #345513 / \$3,600 [VIEW FULL PROFILE →](#)

A property management company in Cayman Islands who needs accounting and property management capabilities.

“This lead is a property management company in the Cayman Islands with less than 5 employees. They manage short-term rentals, including their own and on behalf of other owners. They don't have any software right now besides online rental listing

platforms like AirBnB and HomeAway. The contact is the Owner who is interested in a property management..." [\(MORE\)](#)

Lead #345402 / \$2,988 [VIEW FULL PROFILE →](#)

A sub-contractor in Minnesota who needs estimating functionality.

"This lead is a subcontractor that has 11 to 20 employees but can range up to 90 during peak seasons. They have 2 divisions, a plumbing/HVAC and roofing/siding. The contact is the Mechanical Assistant who is not sure what they use for accounting but the plumbing/HVAC uses Trimble for estimating. She is NOT interested in solutions that would..." [\(MORE\)](#)

Lead #345441 / \$2,800 [VIEW FULL PROFILE →](#)

An engineering firm in New Mexico who needs accounting capability.

"This lead is an engineering firm that is just one of four corporations under one parent company. Between all the entities there are 21 to 50 employees. They use DacEasy but another entity uses Creative Solutions. The contact is the Secretary for this DBA. She wants an onpremise perpetual accounting program for AP, AR, GL, and payroll. She doesn't..." [\(MORE\)](#)

Lead #345595 / \$2,800 [VIEW FULL PROFILE →](#)

Commercial/service company in Maryland who needs accounting and project tracking functionalities.

"This lead is a residential and commercial facilities maintenance service provider. There are 5 employees and they don't use any software at the moment. The contact is the Owner who is interested in a business management program with backoffice accounting, project management, estimating, and job cost. They don't have a solution to help manage their..." [\(MORE\)](#)

Lead #345387 / \$2,700 [VIEW FULL PROFILE →](#)

A general contractor in Georgia who needs accounting functionality.

"This lead is a general contractor who does both residential and commercial jobs. He has 1 employee but hires mainly subcontractors. He is not using any software at the

moment. He is interested in an accounting program with AP, AR, GL, and job cost. He uses pen and paper for his accounting and keeps paper receipts. He wants to eliminate that..." [\(MORE\)](#)

Lead #343856 / \$2,000 [VIEW FULL PROFILE →](#)

An hvac company in New Mexico who needs inventory control capability.

"This organization is an HVAC subcontractor that has less than 10 employees. They are possibly hiring in the near future. The contact is the secretary who is interested in a standalone inventory/asset program. She does not require integration with any existing software. She is interested in a barcode inventory/asset program that is able to generate..." [\(MORE\)](#)

Lead #345517 / \$2,000 [VIEW FULL PROFILE →](#)

A durable goods distributor in New Jersey who needs order management capability.

"This lead is a wholesaler of jewelry. The business is owned by a couple but they have a partner in India who distributes the orders to manufacturers there. They use Quickbooks for invoicing and accounting. They expect \$250k to \$300k in revenue and profit of \$100k to \$150k. The contact is the Owner who is interested in an order entry solution with..." [\(MORE\)](#)



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](#).

