

## THIS WEEK'S FRESH LEADS

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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 #345140** / **\$280,000** [VIEW FULL PROFILE →](#)

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A made-to-order manufacturer in New York who needs ERP including: inventory control, order management, job cost, CRM, and five other modules.

*"This lead is a made to order manufacturer of refrigeration units that is in need of a full ERP solution to handle: AP, AR, GL, CRM, HR, inventory, job costing, MRP, order management, and purchase orders. The lead contact is the Controller of the organization who noted they have been using a home grown system based in Syspro GP and they are now..."* [\(MORE\)](#)

**Lead #346419** / **\$240,000** [VIEW FULL PROFILE →](#)

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A made-for-stock manufacturer in Pennsylvania who needs ERP including: order management, payroll, job cost, workflow management, GL, AP, and AR functionalities.

*"This lead is a made for stock manufacturing company that employs people with disabilities at 2 locations. They are looking for an ERP solution that can handle AP, AR, GL, PO, job cost, order management, payroll, and workflow management. The lead contact is an IT/Accounting contact tasked with conducting the search. They are looking for a solution..."* [\(MORE\)](#)

**Lead #346427** / **\$210,000** [VIEW FULL PROFILE →](#)

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

*"This lead is a made to order manufacturer of hardware that is in need of a solution to handle: AP, AR, GL, BOM, inventory, job costing, MRP, order management,*

*purchase orders, and commissions management. The lead contact is the President of the company. He said they currently use an India based system called RAMCO which far exceeds their needs and..."* [\(MORE\)](#)

**Lead #346320 / \$176,000** [VIEW FULL PROFILE →](#)

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

*"This lead is a Canadian made to order manufacturer of automotive parts including steering columns that is in need of a full ERP solution to handle: AP, AR, GL, inventory, job costing, MRP, order management, and purchase orders. The lead contact is President and Co-Founder of the company and he said they are acquiring an existing business that has..."* [\(MORE\)](#)

**Lead #346540 / \$143,000** [VIEW FULL PROFILE →](#)

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

*"This lead is a made to order manufacturer of steel products used in the oil and gas industry that is in need of an ERP solution to handle: AP, AR, GL, BOM, inventory, job costing, MRP, order management, purchase orders, and quality management. The lead contact is the Owner/CFO of the company. Please note all their manufacturing is done in their PA..."* [\(MORE\)](#)

**Lead #346227 / \$102,800** [VIEW FULL PROFILE →](#)

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A government entity in Texas who needs document management functionality.

*"This lead is a federal government agency looking for a solution that can handle document management. The lead contact is a senior advisor. They have two divisions within their branch. They are currently using Teammate Internal Audit software to handle their auditing and document management, but his division has no auditing needs, and the software..."* [\(MORE\)](#)

**Lead #346588 / \$79,000** [VIEW FULL PROFILE →](#)

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

*“This lead is a made to order manufacturing company of electrical components used in the aerospace and government sector that is in need of an MES solution. The lead contact is the ERP Data Administrator who said they use Made2Manage ERP and Shopfloor Control. \*\*They will NOT replace either of these systems\*\* He said is looking for a solution to...”* ([MORE](#))

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**Lead #346502 / \$74,000** [VIEW FULL PROFILE →](#)

A durable goods distributor in Quebec who needs ERP including: supply chain management, CRM, foreign currency conversion, GL, AP, and AR functionalities.

*“This lead is a distributor of a durable product that is used in the commercial industry that is looking for an ERP solution to handle: AP, AR, GL, CRM, foreign currency conversion, inventory, order management, and purchase orders, with the option to add e-commerce at a later date. The lead contact is one of the owner/investors in the company who...”* ([MORE](#))

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**Lead #346525 / \$74,000** [VIEW FULL PROFILE →](#)

A non-profit in Texas who needs accounting capability.

*“This lead is a large non profit church with 3,500 active members and roughly 9,000 total members that is looking for an accounting solution to handle: AP, AR, GL, fund accounting, and payroll. The lead contact is the Accounting Manager for the church who is inept when it comes to talking about software and not very savvy or key on terms used...”* ([MORE](#))

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**Lead #346518 / \$72,000** [VIEW FULL PROFILE →](#)

A professional services company in Georgia who needs accounting capability.

*“This lead is a professional services company that operates 18 different LLCs in 5 states (WI, GA, IN, IL and NC). They are looking for an accounting program to handle AP, AR, and GL. The lead contact is the VP of Operations. They are currently using Quickbooks, but it falls short of meeting their needs. \*\*She needs a program that can reconcile AR...”* ([MORE](#))

**Lead #346403 / \$65,000** [VIEW FULL PROFILE →](#)

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A professional services company in Virginia who needs asset management capability.

*“This lead is a professional services company that works for the government as a contractor that is in need of an asset management solution for the company. The lead contact is the Vice President of the company who noted he has 30 Intermec CN70 scanners that they are looking to get software for. He said he has 20,000-40,000 items they would want to...”* [\(MORE\)](#)

**Lead #346543 / \$63,000** [VIEW FULL PROFILE →](#)

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A consulting firm in New Jersey who needs project management and time & attendance capabilities.

*“This lead is a consulting firm that has around 50 employees. They use Quickbooks desktop and Bill.com. The contact is a Project Manager who is interested in a project management and time management solution. Integration with QB and Bill.com are a MUST as well as two way integration with Outlook.com. They do not have a solution in place and have...”* [\(MORE\)](#)

**Lead #346123 / \$56,000** [VIEW FULL PROFILE →](#)

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A non-profit in Virginia who needs budgeting functionality.

*“This lead is a non profit organization that provides advocacy services that is in need of a budgeting solution. The lead contact is the VP and CFO of the company who noted they hired a technology company 15 years ago to design an Excel based budgeting tool. He noted this worked fine for when they had a 10 million dollar budget but now that their...”* [\(MORE\)](#)

**Lead #346345 / \$56,000** [VIEW FULL PROFILE →](#)

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A wholesaler and future retailer of durable goods in Trinidad And Tobago who needs ERP including: supply chain management, general ledger, accounts payable, and accounts receivable components.

*“This lead is a wholesale (expanding into retail) distributor for construction materials. As they are interested in a POS for future consideration, the lead is listed under retail. There are less than 20 employees. They do not have any software at the*

moment. The contact is in Procurement and he is interested in an ERP solution with AP, AR, GL..." [\(MORE\)](#)

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**Lead #345678 / \$48,000** [VIEW FULL PROFILE →](#)

An educational organization in California who needs accounting and bank reconciliation modules.

*"This lead is an not-for-profit educational services provider looking for a more robust ERP solution that can handle AP, AR, bank reconciliation, GL, and payroll. The lead contact is the Director of Finance and HR. They are currently using Sage 300, but feel that it is too limited. She would be interested in hearing about other Sage products. The..."* [\(MORE\)](#)

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**Lead #346334 / \$42,000** [VIEW FULL PROFILE →](#)

A food service company in Texas who needs supply chain management, post production forecasting, and nutritional analysis components.

*"This lead is for the food service division of a \*private school\* that is looking for software to manage their inventory, ordering, purchase orders, recipe costing, and post production forecast. The lead contact is the Director of Food Services who said they have been using an Excel system to manage this and he finds it ineffective. He noted they..."* [\(MORE\)](#)

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**Lead #346395 / \$41,000** [VIEW FULL PROFILE →](#)

A non-profit in Texas who needs ERP including: purchase order, fund accounting, budgeting, GL, AP, and AR functionalities.

*"This lead is a non profit church that has 2,500-3,000 members that is looking for a solution that provides AP, AR, GL, budgeting, fund accounting, and purchase orders. The lead contact is the CFO of the church who noted they maintain books for the church, daycare, a book store, and a cafe all within their facility. They have been using Shelby..."* [\(MORE\)](#)

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**Lead #346410 / \$38,000** [VIEW FULL PROFILE →](#)

A sub-contractor in Massachusetts who needs inventory control and warehouse management capabilities.

*“This lead is a construction subcontractor that specializes 100% in commercial wall systems that is in need of an inventory and WMS solution for the business. The lead contact is the project manager for the company who noted that they have a large warehouse where they receive items in for multiple projects they are working and indicated they could...”* [\(MORE\)](#)

**Lead #346510** / **\$35,000** [VIEW FULL PROFILE →](#)

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An agriculture company in Florida who needs accounting capability.

*“This lead is an agricultural company that grows ornamental and exotic plants that is in need of an accounting solution to handle: AP, AR, GL, and budgeting. The lead contact is the CFO of the organization who said they currently use Sage 50 accounting. He said that it's an okay solution, but one of his big complaints is that it limits their...”* [\(MORE\)](#)

**Lead #346530** / **\$34,500** [VIEW FULL PROFILE →](#)

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A food service company in California who needs supply chain management, recipe tracking, and menu costing modules.

*“This lead is the food services division for a full service resort that is looking for a solution to handle: inventory, order management, purchase orders, menu costing, and recipe tracking. The lead contact is the admin for the food service area who noted they currently use ChefTec. She noted that they find the solution very difficult to use and...”* [\(MORE\)](#)

**Lead #346413** / **\$32,200** [VIEW FULL PROFILE →](#)

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A transportation company in South Dakota who needs fleet management capability.

*“This lead is the fleet division of an agricultural company. There are 65 employees. They use Quickbooks. The contact is the Administrative Assistant who is interested in a fleet management program. She noted they have a very bare bones ELD program but did not mention its name; integration with that solution is not required. Integration with QB...”* [\(MORE\)](#)

**Lead #345850** / **\$30,000** [VIEW FULL PROFILE →](#)

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A sports company in Florida who needs fixed asset management functionality.

*“This lead is a well known and well established professional sports team that is in need of a fixed asset management solution for their business. The lead contact is the CFO of the company who chose to keep the call private. He noted that they currently use Dynamics SL as their ERP solution and use spreadsheets to manage their fixed asset...”* [\(MORE\)](#)

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**Lead #346134 / \$30,000** [VIEW FULL PROFILE →](#)

A non-profit in District of Columbia who needs project management capability.

*“This lead is a consultant on behalf of a non profit religious organization that is in need of a project management solution for their company. The lead contact is the retained consultant who has been working this project for the past year. She said they have worked to streamline their processes and now need a tool that allows them to capture that...”* [\(MORE\)](#)

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**Lead #346355 / \$28,800** [VIEW FULL PROFILE →](#)

A livestock and feed farm in Texas who needs accounting capability.

*“This lead is a consultant requesting on behalf of an agricultural client. The client deals with livestock and cattle feed. They use a custom package for the cattle feeding operations which has a built in GL, AP, and AR module that they've used for 20 years. The consultant is a part of the team that developed their current program but because the...”* [\(MORE\)](#)

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**Lead #346447 / \$28,800** [VIEW FULL PROFILE →](#)

A transportation company in North Carolina who needs ERP including: payroll, fleet management, dispatching, GL, AP, and AR components.

*“This lead is a trucking company in need of a solution to handle AP, AR, GL, payroll, route and dispatch management, and fleet management for their 21 trucks. The lead contact is the office manager who will be working with the president to make a decision. They are currently using an in-house solution that is aging. Fleetmatics handles some aspects...”* [\(MORE\)](#)

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**Lead #346232 / \$28,000** [VIEW FULL PROFILE →](#)

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

*“This lead is a made for stock manufacturer of a specific device that is used in breweries and wineries that is looking for 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 (he doesn't like to call himself the owner and will call himself the EVP...”* [\(MORE\)](#)

**Lead #346616 / \$27,300** [VIEW FULL PROFILE →](#)

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A made-to-order manufacturer in Minnesota who needs business intelligence capability.

*“This lead is a job shop made to order manufacturer of precast concrete that is in need of a BI solution for their business. The lead contact is the President of the company who said they use MAS 100 as their current ERP solution. He noted that he is looking for a solution that will allow them to create reports from their GL that fit into a format...”* [\(MORE\)](#)

**Lead #346321 / \$27,100** [VIEW FULL PROFILE →](#)

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

*“This lead is a general contracting business that specializes in residential homes. There are less than 30 employees and they use a lot of subcontractors on jobs. They use Quickbooks and BuilderTREND. The contact is the Accounting Specialist who is interested in a construction management program with AP, AR, GL, project management, job cost, and...”* [\(MORE\)](#)

**Lead #346337 / \$26,000** [VIEW FULL PROFILE →](#)

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A heating, A/C and ventilation services company in Alabama who needs work order, dispatching, and contract management modules.

*“This lead is an HVAC company looking for an updated field service management software solution that can handle contract management, route and dispatch management and work orders. The lead contact is the president of the company.*

*They had been using Servicom software for the past 25 years, but he is looking for an updated solution. and is open to..."* [\(MORE\)](#)

**Lead #346316** / **\$25,500** [VIEW FULL PROFILE →](#)

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A marketing company in Florida who needs lead management capability.

*"This lead is a mobile marketing company that has several billboard trucks that is looking for a lead management program. The lead contact is the owner of the company who noted that his trucks drive around advertising services such as HVAC repair or roofing services. They provide their number for people to call. When people call, they collect the..."* [\(MORE\)](#)

**Lead #346400** / **\$25,000** [VIEW FULL PROFILE →](#)

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A sub-contractor in New Jersey who needs payroll, estimating, and project tracking capabilities.

*"This lead is a civil and heavy construction contractor that has 4 staff but hires union workers. The number of workers can range depending on demand. They use Quickbooks at the moment. The contact is the Administrative Assistant who is interested in a construction management program. She has just been asked to look into bringing back some options..."* [\(MORE\)](#)

**Lead #346450** / **\$23,000** [VIEW FULL PROFILE →](#)

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

*"This lead is a made to order manufacturer of doors that is in need of a solution to handle: AP, AR, GL, BOM, inventory, order management, purchase orders, and the option to add CRM and route and dispatch at a later date. The lead contact is the VP of the company that noted they do very light manufacturing and final assemblies of their products to..."* [\(MORE\)](#)

**Lead #346358** / **\$21,600** [VIEW FULL PROFILE →](#)

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A healthcare or social services organization in California who needs electronic health records functionality.

*“This lead is a health care and social service organization that does behavioral health consultation services lead looking for a solution that can handle electronic health records. The lead contact as an administrative assistant tasked with gathering information about if this type of solution is even possible. \*\*They are in the exploratory phase...”* [\(MORE\)](#)

**Lead #346149** / **\$20,700** [VIEW FULL PROFILE →](#)

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

*“This lead is a manufacturer for automotive and truck parts. They are looking for quality management software that can help them specifically track all aspects of a new product launch. The lead contact is the Director of New Product Launch. He is looking to track the program status, get information and reports on advanced product quality planning...”* [\(MORE\)](#)

**Lead #346304** / **\$20,000** [VIEW FULL PROFILE →](#)

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A printing or publishing company in Ontario who needs accounting and contract management components.

*“\*\*This lead is a redistribution of lead 345314\*\* This lead is a Canadian printing company that is interested in reviewing solutions that can handle: AP, AR, GL, and contract management. The lead contact is the Senior Administration Manager who noted the company currently uses Quickbooks and Print Manager. They were just awarded a large contract...”* [\(MORE\)](#)

**Lead #346129** / **\$19,200** [VIEW FULL PROFILE →](#)

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A medical distributor in Maine who needs inventory control and order management capabilities.

*“This lead is a manufacturing lead who manufactures cannabidiol and hemp-based supplements in need of a solution that can handle inventory control and order management. The lead contact is the COO. She is looking for inventory control software that can handle barcoding and batch numbers. They are currently doing everything by hand. In the future...”* [\(MORE\)](#)

**Lead #346529** / **\$18,200** [VIEW FULL PROFILE →](#)

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A heating, A/C and ventilation services company in Michigan who needs purchase order, job cost, and dispatching capabilities.

*“This lead is an HVAC company that is looking for solutions that can handle dispatch management, job costing, and purchase orders. The lead contact is the service manager who is looking to update their existing processes. They primarily track things in Excel. They do use Quickbooks for their accounting needs at this time. Although it is not an...”* [\(MORE\)](#)

**Lead #345990 / \$18,100** [VIEW FULL PROFILE →](#)

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A consulting company in Colorado who needs accounting and project management modules.

*“This lead is a start up consulting firm that will be working within the oil and gas industry to provide process improvements to clients that is looking for a solution to handle: AP, AR, GL, project management, time and billing, and payroll as a wishlist item. The lead contact is the owner of the firm who noted that she will have her website up and...”* [\(MORE\)](#)

**Lead #346100 / \$15,000** [VIEW FULL PROFILE →](#)

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

*“This lead is a Canadian non profit organization that is looking for an accounting program that can handle: AP, AR, GL, budgeting, project management, and payroll. The lead contact is the Finance Director who noted they use a system called Multiledger. He is looking for a more robust system for the company. He noted they act as a single entity and...”* [\(MORE\)](#)

**Lead #346640 / \$14,000** [VIEW FULL PROFILE →](#)

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A made-to-order manufacturer in Illinois who needs business intelligence capability.

*“This lead is an engineered to order custom manufacturer that is in need of a BI solution. The lead contact is the President of the company who indicated that they currently run Quickbooks Enterprise for their accounting and are not looking to*

replace this solution. He said he is looking for a solution that will allow him to normalize their data..." [\(MORE\)](#)

**Lead #346468 / \$13,000** [VIEW FULL PROFILE →](#)

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A food distributor in Illinois who needs fleet management and dispatching components.

*"This lead is a food distributor company looking for fleet management software that can handle route and dispatch management for 2,000 dispatch orders per month. The lead contact is the Marketing Director who is looking to improve their routing system. Ideally, they would like to be able to plug an address into the system, and the software would..."* [\(MORE\)](#)

**Lead #346423 / \$12,000** [VIEW FULL PROFILE →](#)

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A parking service provider in Illinois who needs barcoding & RFID inventory control functionality.

*"This lead is a car storage and parking facility that has over 100 employees. This request is for the Inventory Department which has less than 10 employees. The division uses RealView RFID and WASP Barcode. The contact is the Inventory Manager who is interested in a single asset/inventory program with BOTH barcode scanning and RFID capability. He..."* [\(MORE\)](#)

**Lead #346590 / \$11,500** [VIEW FULL PROFILE →](#)

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A non-profit in Mississippi who needs tax preparation functionality.

*"This lead is a non profit organization that is in need of a tax preparation solution to assist in their preparation of their annual 990 forms. The lead contact works in IT and said they are looking to bring this in house as the CPA firm they work with is charging them a lot of money to prepare these forms. They are hoping that by bringing it in..."* [\(MORE\)](#)

**Lead #346597 / \$10,800** [VIEW FULL PROFILE →](#)

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A sub-contractor in Ontario who needs inventory control capability.

*“This lead is a plumber subcontractor that has around 10 employees. They use Sage 50. The contact is the Office Manager who is interested in a barcode inventory program with integration into Sage 50. She is NOT interested in replacing Sage 50 or upgrading it. Right now they manually track their inventory which is inefficient. She wants to easily...”* [\(MORE\)](#)

**Lead #346471** / **\$10,600** [VIEW FULL PROFILE →](#)

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A non-profit in Minnesota who needs accounting functionality.

*“This lead is a non profit church that is looking for a core accounting solution to handle: AP, AR, GL, and fund accounting. The lead contact is the accountant for the church who noted they currently use a Blackbaud solution. She noted the costs for the solution have continued to increase and will now be roughly \$3,700 per year after they drop some...”* [\(MORE\)](#)

**Lead #346402** / **\$10,300** [VIEW FULL PROFILE →](#)

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A general contractor in Texas who needs inventory control capability.

*“This lead is a construction/general contractor lead looking for an inventory control solution that might include the need for RFID. The lead contact is the assistant controller whose main motivation is to prevent theft of company equipment and resources. They are currently using Texas Fleet Fuel and FleetCor to track fuel expenses, and they are...”* [\(MORE\)](#)

**Lead #346328** / **\$10,000** [VIEW FULL PROFILE →](#)

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A sub-contractor in Minnesota who needs safety & compliance management and time & attendance modules.

*“This lead is a civil construction company that has between 80 to 100 employees. They use Quickbooks. The contact is the Safety & Compliance Manager who is interested in a timetracking and safety/risk management solution. Integration with Quickbooks is importantly, particularly with the timekeeping module. They are not interested in replacing...”* [\(MORE\)](#)

**Lead #346367** / **\$9,000** [VIEW FULL PROFILE →](#)

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A utility in United States Of America who needs utility billing capability.

*“This lead is an energy service provider based in the **\*\*Caribbean\*\*** that is in need of a utility billing system for his company. The lead contact is the owner who noted he provides electricity services for hotels and other long term stay motels. He said he has 5 clients with 65 bills each month. He said the clients he has wants him to invoice the...”* [\(MORE\)](#)

**Lead #346422 / \$7,300** [VIEW FULL PROFILE →](#)

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

*“This lead is for a small, non-profit group home in need of a solution that can handle AP, AR, budgeting, planning, and forecasting, donor management, fund accounting, GL, and payroll. The lead contact is a board member for the non-profit organization who is looking to put a solution in place before they acquire a group home in the coming year. She...”* [\(MORE\)](#)

**Lead #346559 / \$7,300** [VIEW FULL PROFILE →](#)

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A transportation company in Ontario who needs payroll, fleet management, and invoicing functionalities.

*“This lead is a **\*\*Canadian-based\*\*** trucking company that manages a fleet of 12 dump trucks. They are looking for a solution that can handle invoicing, payroll and fleet management. The lead contact is the co-owner with her husband. She is looking for a solution to automate their current processes as they currently do everything manually. They will...”* [\(MORE\)](#)



**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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