

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 #346758 / \$715,000 [VIEW FULL PROFILE →](#)

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

"This lead is a made to order manufacturer of commercial cabinets and furniture that is looking for a full ERP solution to handle: AP, AR, GL, inventory, job costing, MRP, order management, and purchase orders. The lead contact is the product manager for the company who noted they currently use ECI M1 as their ERP. He said the company doesn't..." [\(MORE\)](#)

Lead #346097 / \$420,000 [VIEW FULL PROFILE →](#)

A software development company in Florida who needs ERP including: inventory control, cost accounting, budgeting, GL, AP, and AR modules.

"This lead is a software development company with over 150 million in annual revenue that is in need of an accounting system to handle: AP, AR, GL, budgeting, inventory, and cost accounting. The lead contact is the accounting manager who noted their existing accounting solution Accura is no longer supported. As a result they need a new solution..." [\(MORE\)](#)

Lead #346798 / \$358,000 [VIEW FULL PROFILE →](#)

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

"This lead is a construction/sub-contracting company that primarily handles commercial paving and DOT projects looking for a solution that can handle AP, AR, GL, estimates, quotes & proposals, payroll and job-costing. They might also be

interested in contract management and fixed asset management, but those functions are not a requirement at this..." [\(MORE\)](#)

Lead #346831 / \$200,000 [VIEW FULL PROFILE →](#)

A sub-contractor in California who needs inventory control functionality.

"This lead pre-manufactures and installs walls and structures for residential homes. There are 300 employees. The contact is the Planning, Purchasing, and Inventory Manager who stated he is not sure what their accounting program is but he believes it would be an easily integrateable solution. He is interested in an inventory/asset management..." [\(MORE\)](#)

Lead #346765 / \$194,000 [VIEW FULL PROFILE →](#)

A government entity in North Carolina who needs payroll and time & attendance components.

*"**This is a non-traditional lead. The company is a consulting firm looking for a partner to include in an RFP for a state government program. They expect to hear back on the results of the RFP on November 14th, and implementation would need to be completed within 6 months of that date.** They would be looking for time and management as well as..."* [\(MORE\)](#)

Lead #346723 / \$150,000 [VIEW FULL PROFILE →](#)

A contract electronic manufacturer in Florida who needs manufacturing management capability.

"This lead is a contract electronic manufacturing company. There are 5 different plants/entities but this is for only one location. In total there are around 500 employees and this location has around 150 employees. The annual revenue is around \$20 million and expected to grow to \$30 million. They run 3 separate antiquated unnamed systems. The..." [\(MORE\)](#)

Lead #346757 / \$150,000 [VIEW FULL PROFILE →](#)

A general contractor in Illinois who needs barcode inventory control capability.

“This lead is a commercial general contractor that has a core team of 60 to 70 employees but can hire up to 200 subcontractors. They use Vista by Viewpoint. The contact is the Quality Control Manager who is interested in a barcode/QR inventory management solution. Integration with Vista would be a huge plus. They are NOT interested in replacing...” [\(MORE\)](#)

Lead #346679 / \$140,000 [VIEW FULL PROFILE →](#)

A business management consulting company in Colorado who needs ERP including: CRM, time billing, HR management, GL, AP, and AR components.

“This lead is a business management consulting firm with 300 employees globally. They use Quickbooks for accounting, Zoho for CRM, OpenAir for timekeeping, Paylocity for payroll and Newton for recruiting. The contact is the OpenAir admin and Operations Manager. She is interested in an ERP to replace all their solutions (except payroll) so will need...” [\(MORE\)](#)

Lead #346877 / \$140,000 [VIEW FULL PROFILE →](#)

A professional services company in Alabama who needs ERP including: payroll, time billing, time & attendance, GL, AP, AR, and project tracking functionalities.

*“This lead is a professional services company that provides operational support and maintenance of government buildings that is in need of a *DCAA compliant* solution to handle: AP, AR, GL, job costing, payroll, project management, time and attendance tracking, and time and billing. The lead contact is the Vice President of Business Development who...”* [\(MORE\)](#)

Lead #346691 / \$130,000 [VIEW FULL PROFILE →](#)

A roofing sub-contractor in Oregon who needs ERP including: payroll, CRM, estimating, GL, AP, AR, and project tracking components.

“This lead is for a roofing subcontractor that has less than 150 employees and uses QB Enterprise. The company listed on the lead, however, is the sister company and does more manufacturing. They also use QB Enterprise. The contact is the CFO for both companies. He is looking for a construction management program for the roofing subcontractor. The...” [\(MORE\)](#)

Lead #346824 / \$94,000 [VIEW FULL PROFILE →](#)

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

*“**This lead is a start-up made-for-stock manufacturing company that will be producing medical devices for an arm of the government.** They are in the design phase right now, and are looking to begin operations within the next 12 months. They are in need of a solution that can handle AP, AR, GL, bill of materials inventory control, MRP, order...” [\(MORE\)](#)*

Lead #346243 / \$86,400 [VIEW FULL PROFILE →](#)

A general contractor in Texas who needs ERP including: payroll, fixed asset management, document management, time & attendance, and five other modules.

“This lead is a general contracting construction company that handles 50-75 commercial projects each year. They are in need of a solution that can handle AP, AR, GL, contract management, document management & imaging, fixed asset management, job costing, payroll, project management, and time & attendance tracking for its employees in the field. If...” [\(MORE\)](#)

Lead #346623 / \$72,000 [VIEW FULL PROFILE →](#)

A made-to-order manufacturer in British Columbia who needs ERP including: inventory control, purchase order, payroll, job cost, GL, AP, and AR components.

*“This lead is a Canadian-manufacturing lead that creates both made-to-order and stock parts. They are in need of manufacturing software that can handle inventory control, job costing, purchase orders, AP, AR, GL and payroll. The lead contact is an accountant tasked with finding a solution. **She is looking for a manufacturing program first, but she...” [\(MORE\)](#)*

Lead #346654 / \$70,000 [VIEW FULL PROFILE →](#)

A durable goods distributor in Texas who needs inventory control and warehouse management modules.

“This lead is the warehouse division of a transportation company. They can be considered as a 3PL. There are 250 employees including corporate and drivers but the warehouse team only has 6 employees. They use a proprietary custom solution

for accounting and order entry developed from a local vendor. The contact is the IT Manager who is interested..." [\(MORE\)](#)

Lead #346763 / \$70,000 [VIEW FULL PROFILE →](#)

A healthcare organization in Texas who needs asset management capability.

"This lead is a medical center that is looking for an RFID asset management solution to track their medical equipment and devices. The lead contact is the Director of Facilities Engineering who noted they have no tracking or asset management solution in place. He noted the facility loses typically 10 medical devices annually totaling roughly..." [\(MORE\)](#)

Lead #346767 / \$65,000 [VIEW FULL PROFILE →](#)

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

"This lead is a durable goods distributor of construction supplies that is in need of a distribution ERP solution to handle: Ap, AR, GL, CRM, inventory, order management, and purchase orders. The lead contact is the manager of the facility who gave me the contact information for their accountant as well. He said they are on a dated version of Sage..." [\(MORE\)](#)

Lead #346797 / \$55,200 [VIEW FULL PROFILE →](#)

A general contractor in Oregon who needs accounting functionality.

*"**This lead is a startup general contracting company that will be splitting its time evenly with commercial and residential projects. They are looking to launch their business on November 8th, and begin projects at the beginning of 2018.** They are in need of construction software that can handle AP, AR, GL, and job costing. The lead contact is..."* [\(MORE\)](#)

Lead #346834 / \$51,000 [VIEW FULL PROFILE →](#)

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

“This lead is predominantly a made to order manufacturer of lighting equipment 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 Operations Manager of the company who noted they currently use E2 Shop System which he said was good when they were a...” (MORE)

Lead #346776 / \$42,400 [VIEW FULL PROFILE →](#)

A durable goods distributor in Minnesota who needs ERP including: inventory control, order management, job cost, GL, AP, and AR components.

“This lead is a distribution company that has around 10 employees. They sell and service the machines in this US location. They own a manufacturing entity overseas that makes the machines. This entity is using Quickbooks Premier. The contact is the Administrative Manager who is interested in an ERP for AP, AR, GL, inventory, order management, work...” (MORE)

Lead #346655 / \$42,000 [VIEW FULL PROFILE →](#)

A durable goods distributor in Florida who needs ERP including: supply chain management, payroll, CRM, foreign currency conversion, and seven other modules.

“This lead is an international wholesale/distributor with a US-based portion of the business and a foreign-based portion that operates in South/Central America and the Carribean. They are looking for a solution that can handle AP, AR, bank reconciliation, CRM, e-commerce, GL, foreign currency conversion, order management, payroll, point of sale...” (MORE)

Lead #346896 / Open [VIEW FULL PROFILE →](#)

A government entity in Virginia who needs business intelligence functionality.

*“**This lead is a consultant on behalf of a contracted government agency looking for business intelligence software. The lead will likely require an RFP.** The lead contact is a technical advisor on behalf of the government agency. They are already using Tableau to handle visualization aspects of BI software, and they are currently using Hitachi BI...” (MORE)*

Lead #346755 / \$38,400 [VIEW FULL PROFILE →](#)

A durable goods distributor in Minnesota who needs warehouse management functionality.

“This lead is a smaller supplier/distributor for a manufacturing company. This location has less than 10 employees. Enterprise wide they all use Dynamics Solomon 2011. The contact is the Warehouse Supervisor who is interested in a WMS solution. Integration with Dynamics Solomon is a MUST. She has no power to change the ERP and will not entertain...” [\(MORE\)](#)

Lead #346943 / **\$28,800** [VIEW FULL PROFILE →](#)

Banking company in North Carolina who needs escrow transactions capability.

*“This lead is a banking company looking for a solution that will allow them to improve online access for customers to track their progress on escrow accounts. The lead is the COO looking for a better solution for customer access. He is not currently using any software that allows customers to track their escrow accounts. **Any Solution will need to...”* [\(MORE\)](#)

Lead #346668 / **\$27,400** [VIEW FULL PROFILE →](#)

A non-profit in Massachusetts who needs ERP including: fund accounting, budgeting, fundraising, donor management, GL, AP, and AR functionalities.

“This lead is a non-profit association that operates within education and politics. They are in need of a solution that can handle AP, AR, budgeting, planning & forecasting, donor management, fund accounting, fund-raising, GL and potentially payroll functionality. The lead contact is a corporate board member looking to automate their existing...” [\(MORE\)](#)

Lead #346613 / **\$27,300** [VIEW FULL PROFILE →](#)

A retailer of hard goods in West Virginia who needs accounting and point-of-sale modules.

“This lead is a start up retail store that will be selling close out and liquidation items including general merchandise like tools, appliances etc. He will need AP, GL, inventory and POS. The lead contact is the owner of the store who noted they are currently getting their city permits established so they can secure their retail space. He is...” [\(MORE\)](#)

Lead #346899 / \$24,500 [VIEW FULL PROFILE →](#)

A service company in Nevada who needs accounting capability.

“This lead is a consultant requesting on behalf of a service management provider. There are less than 10 employees. They use Quickbooks Desktop. The consultant is a software developer that developed an online work order program for the client. He is looking for an online accounting program that has AP, AR, and GL and is able to integrate with his...” [\(MORE\)](#)

Lead #346823 / \$23,700 [VIEW FULL PROFILE →](#)

A government entity in Virginia who needs fixed asset management capability.

“This lead is a quasi government entity that operate affordable housing programs that is in need of a fixed asset management solution. The lead contact is the Senior Contract Manager who said they have no solution in place to track their assets such as hardware and appliances or do depreciation. He said at the high end they would have roughly 1,500...” [\(MORE\)](#)

Lead #346596 / \$22,600 [VIEW FULL PROFILE →](#)

A non-profit in New York who needs ERP including: inventory control, fund accounting, donor management, GL, AP, and AR functionalities.

*“**This lead is also casting a search for a separate company under Lead #346901** This lead is for a non-profit organization looking for a solution that can handle AP, AR, GL, donor management, inventory control, and fund accounting. The lead contact is the owner who needs to track the programs that they provide to the community, they need to track...”* [\(MORE\)](#)

Lead #346802 / \$22,000 [VIEW FULL PROFILE →](#)

A food service company in British Columbia who needs accounting and point-of-sale capabilities.

“This lead is a Canadian retail store that will sell bulk candy that is in need of a solution to handle: AP, AR, GL, and POS. The lead contact is the manager who noted that this is a new venture for the mountain resort the store will be located in. She noted as this is a new solution they have nothing in place. She said an important function for...” [\(MORE\)](#)

Lead #346715 / \$21,500 [VIEW FULL PROFILE →](#)

A general contractor in Washington who needs document management capability.

*“This lead is a general pipeline contractor with 3 locations who does large-scale pipeline projects across the country. They are currently looking for software that can handle document management and imaging. **They are currently using HCSS HeavyBid Software to handle job costing, estimates, and project management, and they wish to continue using...”* [\(MORE\)](#)

Lead #346787 / \$20,000 [VIEW FULL PROFILE →](#)

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

“This lead is a made to order manufacturer (with some for stock operations). There are roughly 40 employees and they use Quickbooks Manufacturing Wholesale. The contact is the Parts Manager who is interested in a manufacturing ERP with AP, AR, GL, BOM, inventory and order management, job cost, and time management. Their QB program is antiquated and...” [\(MORE\)](#)

Lead #346653 / \$19,500 [VIEW FULL PROFILE →](#)

A non-profit in Ontario who needs donor management capability.

*“**This lead is a Canadian non-profit agency looking for a quote as soon as possible on 10/3.** They are looking for a solution that can handle donor management now, and expand to handle fundraising and fund accounting in the future. The lead contact is the HR specialist tasked with finding a new solution. They are currently using iCare and Harts...”* [\(MORE\)](#)

Lead #346753 / \$18,000 [VIEW FULL PROFILE →](#)

A durable goods distributor in Saskatchewan who needs accounting capability.

“This lead is a Canadian distributor and installer of recreational decks that is in need of a solution that offers: AP, AR, Gl, inventory, and payroll as a wishlist item. The lead contact is the owner of the company who said they have been using Excel to manage everything. He said as the company continues to grow, they are looking for a more formal...” [\(MORE\)](#)

Lead #346712 / \$17,900 [VIEW FULL PROFILE →](#)

A property management company in Ontario who needs invoicing and property management components.

“This lead is a Canadian-based property management company that handles leases for 320 campground trailer sites in need of a solution to handle property management and invoicing. The lead contact is the receptionist who is part of the decision making team along with their IT expert and management. She is currently using the free Memento Database...” [\(MORE\)](#)

Lead #346901 / \$16,800 [VIEW FULL PROFILE →](#)

A service company in New York who needs accounting functionality.

*“**This lead is also casting a search for a separate company under Lead #346596** This lead is a service-industry company in need of a solution that can handle inventory control AP, AR, and GL. The lead contact is the owner who wants to keep better track of his food inventory to prevent ordering too much or too little. He will need to be able to...”* [\(MORE\)](#)

Lead #346785 / \$16,360 [VIEW FULL PROFILE →](#)

A transportation company in British Columbia who needs accounting, fleet management, and dispatching modules.

“This lead is a Canadian transportation company that provides courier and freight services with a fleet of 14 vehicles that is looking for a solution to handle: AP, AR, GL, route and dispatch, and fleet management. The lead contact is the Office Manager of the company. She said they use a solution called Expert IT Solutions (may be the provider and...” [\(MORE\)](#)

Lead #346894 / \$16,000 [VIEW FULL PROFILE →](#)

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

“This lead is a property management company that has 150 residential units that is looking for a solution to handle: AP, AR, GL, property management, and work order. The lead contact is the owner of the company who said she has no solution in place.

She said she owns most of the properties but there are some she doesn't own. She said she is looking..." [\(MORE\)](#)

Lead #346658 / \$15,800 [VIEW FULL PROFILE →](#)

A property management company in Ontario who needs property management capability.

"This lead is a property management company that has 5 employees and 19 properties with 70 units (mainly residential). They own all the properties. They use Sage 50 Premium for accounting. The contact is an Owner and she is interested in a property management program. Integration with Sage is desired. Currently they keep folders of info for the..." [\(MORE\)](#)

Lead #346724 / \$15,300 [VIEW FULL PROFILE →](#)

A pharmaceutical/food manufacturing company in Wisconsin who needs accounting capability.

"This is a food manufacturer. They have 250 employees and do around \$35M in annual sales. This contact is their cost accountant who is looking to review financial software solutions for their company. This includes a need for AP, AR, and GL. The biggest reason they are unhappy with their current program is that the inventory that is provided by..." [\(MORE\)](#)

Lead #346784 / \$15,000 [VIEW FULL PROFILE →](#)

A durable goods distributor in New Jersey who needs supply chain management and accounts receivable capabilities.

"This lead is a durable goods distributor looking for a solution that can handle AR, inventory control, order management, and purchase orders. In the future, they might look to add GL functionality. The lead contact is the bookkeeper tasked with conducting the search on behalf of the owner. They had been using Spruce Lumber and Building Materials..." [\(MORE\)](#)

Lead #346793 / \$15,000 [VIEW FULL PROFILE →](#)

A transportation company in Oklahoma who needs accounts receivable functionality.

*“This lead is a transportation company that is in need of an AR (collections management solution) for their business. The lead contact is the Accounts Receivables Manager who noted they use an ****AS400 Series System**** and will need solutions that can integrate with AS400 servers. *She has specific interest in the AS/400 and iSeries* She said she is...”* [\(MORE\)](#)

Lead #345812 / \$14,400 [VIEW FULL PROFILE →](#)

A professional services or consulting company in Pennsylvania who needs purchase order, CRM, and commissions management functionalities.

“This lead is is a professional, consulting and business services company that represents and sells for manufacturing companies. They are looking for a solution that can handle commissions management, CRM and POs. The lead contact is the president of the company, and he is looking to replace their current solutions which will soon be obsolete. They...” [\(MORE\)](#)

Lead #346119 / \$14,300 [VIEW FULL PROFILE →](#)

A non-profit in British Columbia who needs asset management capability.

“This lead is a Canadian non profit organization that provides wigs and other devices to cancer patients that is in need of an asset management solution. The lead contact is the client service coordinator who said they have no way of tracking any of the items that they provide on loan to these patients. She is looking for an asset management...” [\(MORE\)](#)

Lead #346907 / \$14,000 [VIEW FULL PROFILE →](#)

A government entity in Illinois who needs accounting capability.

*“This lead is a small municipality that is in need of a government accounting solution to handle: AP, AR, GL, fund accounting, and budgeting. The lead contact is the Township Supervisor who indicated aside from a check writing system they have no software in place. ****Please note she said she will be extremely busy an unavailable for calls until the...**** [\(MORE\)](#)

Lead #346813 / \$12,600 [VIEW FULL PROFILE →](#)

A government entity in Florida who needs business intelligence capability.

“This lead is a government organization looking for a software solution that can handle business intelligence. The lead contact is the database administrator who is looking for a solution where they can access all of their historical data for the past 10+ years so they can run analytical reports on their historical budgeting reports. They currently...” [\(MORE\)](#)

Lead #346080 / **\$10,800** [VIEW FULL PROFILE →](#)

A food retailer in Washington who needs ERP including: inventory control, purchase order, payroll, CRM, budgeting, GL, AP, and AR modules.

“This lead is a start-up business that will operate in a retail setting to sell both food and hardware products. Food will be to start. There will be less than 10 employees; they will have 3 to begin and hope to increase to 10 in a year. They are just starting their business and do not have software yet. The contact is the CEO who is looking for a...” [\(MORE\)](#)

Lead #346348 / **\$10,500** [VIEW FULL PROFILE →](#)

A property management company in Michigan who needs EDI functionality.

“This lead is a consultant on behalf of a property management company that is interested in EDI software. The lead contact is a consultant working with the company and she said they are looking at a solution for EDI that can handle: We want a user friendly, not extremely technical, way to export an incoming 810 transaction into a .CSV file. The...” [\(MORE\)](#)

Lead #346705 / **\$10,500** [VIEW FULL PROFILE →](#)

A service company in Pennsylvania who needs accounting and CRM capabilities.

“This lead is a cleaning services company that does commercial and residential cleaning that is in need of a solution to offer: AP, AR, GL, and CRM. The lead contact is the General Manager of the company who has not been impressed with their existing Quickbooks solution. He said it lacks in terms of reporting and customer management. He said they...” [\(MORE\)](#)

Lead #346832 / **\$10,200** [VIEW FULL PROFILE →](#)

An information and telecommunication company in Kansas who needs fleet management, time & attendance, and dispatching functionalities.

“This lead is an IT/telecommunications company looking for a solution that can handle fleet management of their 10 vehicles, route and dispatch management, and time and attendance tracking for their employees out in the field. The lead contact is the operations manager who is looking for a solution to better track the locations of their vehicles...” [\(MORE\)](#)

Lead #346912 / \$10,000 [VIEW FULL PROFILE →](#)

A commercial/service company in Florida who needs ERP including: order management, job cost, GL, and AP capabilities.

“This lead is both a frozen food manufacturer and equipment sales/servicer. This is specifically for the equipment sales and service operations, NOT food manufacturing operations. There are less than 10 employees and they use Quickbooks currently. The contact is the Co-Owner who is interested in a full ERP solution with job cost, proposals...” [\(MORE\)](#)



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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