

## 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 #347182 / \$1,960,000** [VIEW FULL PROFILE →](#)

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A made-to-order manufacturer in Ontario who needs ERP including: project tracking, inventory control, order management, payroll, and eight other modules.

*"This lead is a made-to-order manufacturer and construction company that is in need of an ERP solution that can handle AP, AR, bill of materials, budgeting, planning & forecasting, contract management, GL, inventory control, invoicing, job costing, MES, MRP, order management, payroll, project management, PO, and time & attendance tracking. The lead..."* [\(MORE\)](#)

**Lead #346964 / \$1,450,000** [VIEW FULL PROFILE →](#)

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A made-for-stock manufacturer in Georgia who needs CMMS, manufacturing management, manufacturing execution system, and QMS capabilities.

*"This lead is a global made for stock manufacturer with revenues in excess of 10 billion dollars that is in need of a solution to handle: MES, MRP, quality management, and CMMS. \*\*Please note that they will NOT replace SAP as their core solution and are NOT looking for an ERP solution. They are solely interested in a solution to provide control of..."* [\(MORE\)](#)

**Lead #347012 / \$970,000** [VIEW FULL PROFILE →](#)

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A healthcare or social services organization in District of Columbia who needs ERP including: purchase order, HR management, budgeting, GL, AP, and AR modules.

*"This lead is a large healthcare facility that is looking for a solution to handle: AP, AR, GL, budgeting, HR, purchase orders, and the option to add payroll as a wishlist item. The lead contact is the CFO of the company who said they are using Dynamis NAV currently and a bunch of other piece milled solutions for HR and other functionalities. Her..."* [\(MORE\)](#)

**Lead #346995 / \$768,000** [VIEW FULL PROFILE →](#)

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A banking company in Ontario who needs ERP including: expense management and treasury, fixed asset management, budgeting, GL, AP, and AR functionalities.

*“\*\*This lead is a Canadian-based banking company in need of an ERP solution that can handle AP, AR, GL, fixed assets, expense management, and treasury.\*\* The lead contact is the senior business analyst. They are breaking away from their parent company, and in need of their own separate ERP solution. They are currently using SAP and would consider...”* [\(MORE\)](#)

**Lead #347056 / \$720,000** [VIEW FULL PROFILE →](#)

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A heating, A/C and ventilation services company in Colorado who needs ERP including: payroll, work order, project tracking, time & attendance, dispatching, estimating, GL, AP, and AR capabilities.

*“This lead is a construction sub-contractor looking for a solution that can handle AP, AR, GL, estimates, quotes, and proposals, job costing, payroll, project management, route and dispatch management, time & attendance tracking, and work orders. They primarily handle commercial construction projects, and specialize in HVAC, plumbing, design work...”* [\(MORE\)](#)

**Lead #347176 / \$535,000** [VIEW FULL PROFILE →](#)

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A pharmaceutical manufacturing company in Georgia who needs business intelligence capability.

*“This lead is an engineered to order manufacturer of goods that are used in the biomedical and industrial space that is in need of a BI and budgeting solution. The lead contact is the Director of IT who was given the directive to find a new solution, have a vendor selected by December and then hopefully implement a solution by Q1 of 2019. He said...”* [\(MORE\)](#)

**Lead #346846 / \$480,000** [VIEW FULL PROFILE →](#)

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A/C and ventilation services company in Jamaica who needs ERP including: project tracking, inventory control, CRM, invoicing, and four other modules.

*“This lead is a \*\*Jamaican-based air conditioning company that handles commercial and residential projects.\*\* They are in need of an ERP solution that can handle AP,*

AR, GL, CRM, foreign currency conversion, inventory control, invoicing, job costing, and project management. While not a requirement, they would be interested in hearing about..." [\(MORE\)](#)

**Lead #347173 / \$350,000** [VIEW FULL PROFILE →](#)

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A printing company in Michigan who needs ERP including: supply chain management, CRM, e-commerce, GL, AP, and AR components.

*"This lead is a printing company that has 3 revenue streams that is looking for a unified ERP solution that can handle: AP, AR, GL, CRM, e-commerce, inventory, order management, and purchase orders. The lead contact is the IT Director who noted they have 3 different revenue streams as defined below: 1) commercial printer for the food industry 2..."* [\(MORE\)](#)

**Lead #346812 / \$280,000** [VIEW FULL PROFILE →](#)

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A retailer of hard goods in Jamaica who needs ERP including: supply chain management, payroll, CRM, point-of-sale, and five other modules.

*"\*\*This lead is based in Jamaica\*\* This lead is a large retailer of books that has 8 locations and also does distribution and sales via e-commerce platforms that is looking for a new ERP solution to include: AP, AR, GL, HR, payroll, CRM, e-commerce, inventory, order management, POS, and purchase orders. The lead contact is the IT Supervisor..."* [\(MORE\)](#)

**Lead #347074 / \$224,000** [VIEW FULL PROFILE →](#)

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

*"This lead is a food manufacturing company looking for a solution that can handle AP, AR, GL, inventory control, job costing, material resource planning, order management and purchase orders. They have around 100 employees and generate more than \$10 million in revenue annually. The lead contact is an associate tasked with conducting the search and..."* [\(MORE\)](#)

**Lead #347188 / \$219,000** [VIEW FULL PROFILE →](#)

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A made-to-order manufacturer in British Columbia who needs inventory control, manufacturing management, and job cost functionalities.

*“This lead is a Canadian made to order manufacturer of trucks that is in need of a solution to handle: BOM, inventory, job costing, MRP, and work order. The lead contact is the Business Analyst for the company who noted that this solution is for a very small subset division of a much larger company. One of the divisions of the company manufactures...”* [\(MORE\)](#)

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**Lead #347098 / \$210,000** [VIEW FULL PROFILE →](#)

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

*“This lead is a made-to-order manufacturing company with 60 employees that does around \$6 million per year in annual revenue. They are in need of a solution that can handle AP, AR, GL, inventory control, job costing, MRP, manufacturing execution system, order management, and purchase order functionalities. The lead contact is the owner who bought...”* [\(MORE\)](#)

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**Lead #346981 / \$180,000** [VIEW FULL PROFILE →](#)

A transportation company in Arizona who needs business intelligence capability.

*“\*\*Please read this lead in it's entirety before requesting it\*\* This lead is a transportation company that operates a fleet of garbage trucks that is looking for a BI solution and potential GPS reporting for 2,000 of their trucks. The lead contact is the process improvement analyst for the company who noted that they are looking to actively track...”* [\(MORE\)](#)

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**Lead #347022 / \$150,000** [VIEW FULL PROFILE →](#)

An legal services firm in Cayman Islands who needs ERP including: payroll, time billing, foreign currency conversion, budgeting, GL, AP, and AR functionalities.

*“\*\*Please note this lead is based in the Cayman Islands, and has offices in Hong Kong and, the Virgin Islands and will need software deployed in all locations.\*\* This lead is a law firm that has 40-50 attorneys that is looking for an enterprise level legal*

practice management solution that includes: AP, AR, GL, budgeting, foreign currency..." [\(MORE\)](#)

**Lead #346644 / \$100,000** [VIEW FULL PROFILE →](#)

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A property management company in Saskatchewan who needs accounting, work order, and property management functionalities.

*"This lead is a property management company currently at around 80 employees and growing to around 115 in the next couple of years. They have 3 offices for different operations and the employee count mentioned here is only for the property management entity. They have around 105 commercial condos and 400 residential condos totaling roughly 7,000..."* [\(MORE\)](#)

**Lead #347199 / \$100,000** [VIEW FULL PROFILE →](#)

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A process operations manufacturer in Connecticut who needs ERP including: inventory control, order management, CRM, manufacturing management, GL, AP, and AR components.

*"This lead is a process manufacturer of industrial and commercial liquid coating. There are less than 20 employees and they use ProcessPro. They use Prophet CRM. The contact is the Supply Chain Director who is interested in an industry-specific manufacturing ERP with accounting, purchasing, inventory, and sales order. They'd prefer a solution with a..."* [\(MORE\)](#)

**Lead #346955 / \$91,000** [VIEW FULL PROFILE →](#)

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A made-to-order manufacturer in Wisconsin who needs ERP including: order management, job cost, GL, and AP components.

*"This lead is a job shop company looking for a solution that can handle AP, AR, GL, invoicing, job costing, order management, and purchase orders. It is not a requirement, but they would be interested in hearing about solutions with estimating capabilities as well. The lead contact is the VP of operations looking for an updated solution. They had..."* [\(MORE\)](#)

**Lead #347195 / \$89,000** [VIEW FULL PROFILE →](#)

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A healthcare organization in Michigan who needs ERP including: budgeting, medical billing, electronic health records, GL, AP, and AR functionalities.

*“This lead is a healthcare facility that operates as an assisted living facility that is in need of a solution to handle: AP, AR, GL, budgeting, EHR, and medical billing. The lead contact is the Controller of the company who indicated they use a system called PointClickCare. She said they love the solution for the care portion (managing health...”* [\(MORE\)](#)

**Lead #347225 / \$80,000** [VIEW FULL PROFILE →](#)

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A non-profit in Maine who needs ERP including: cash management, fixed asset management, fund accounting, budgeting, GL, AP, and AR modules.

*“This lead is a non profit organization that provides support services to individuals with disabilities with a 13 million annual operating budget that is in need of an accounting solution to handle: AP, AR, GL, budgeting, cash management, fixed asset management, and fund accounting. The lead contact is the Senior Accountant for the organization who...”* [\(MORE\)](#)

**Lead #347193 / \$78,000** [VIEW FULL PROFILE →](#)

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A general contractor in Florida who needs accounting and project tracking capabilities.

*“This lead is a general contractor that is in need of a solution to handle: AP, AR, GL, job costing, and project management. The lead contact works in IT and is the son of the owners. He said it is a family business and he, his parents, and his sister work for the company. He said they have been using Quickbooks and SharePoint, and are looking for...”* [\(MORE\)](#)

**Lead #346386 / \$72,000** [VIEW FULL PROFILE →](#)

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A non-durable goods distributor in Ohio who needs ERP including: supply chain management, e-commerce, contract management, GL, AP, and AR components.

*“This lead is a wholesaler/distributor of nondurable products looking for a solution that can handle AP, AR, e-commerce, GL, inventory control, order management, and purchase orders. Contract management would be nice, but is not a necessity. The*

lead contact is the owner of the company. He is currently using Profit Manager software, but feels it is..." [\(MORE\)](#)

**Lead #346418 / \$72,000** [VIEW FULL PROFILE →](#)

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A food or medical distributor in New Brunswick who needs supply chain management capability.

*"This lead is a \*\*Canadian-based seafood distributor with annual revenues around \$5 million that employs around 60 people.\*\* They are looking for a solution that can handle inventory control, order management, and purchase orders. The lead contact is the assistant controller who will be conducting the software search with the senior advisor on..."* [\(MORE\)](#)

**Lead #346968 / \$70,000** [VIEW FULL PROFILE →](#)

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A healthcare organization in Ohio who needs accounting and bank reconciliation functionalities.

*"This lead is a healthcare provider network that is in need of an accounting package to handle: AP, AR, GL, bank reconciliation, and GL. The lead contact I spoke with is the financial analyst for the company who will be reviewing options with the Director of Operations whose information I have as well. She noted that the provider groups they work..."* [\(MORE\)](#)

**Lead #347080 / \$70,000** [VIEW FULL PROFILE →](#)

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A property management company in Utah who needs accounting, work order, and property management components.

*"This lead is a \*\*commercial\*\* property management company that is interested in an \*\*on premise\*\* property management solution to handle: AP, AR, GL, property management, and work order. The lead contact is the Accounting Office Manager who is very leery of his information being spammed and didn't want to provide a ton of information. He said they..."* [\(MORE\)](#)

**Lead #346978 / \$51,000** [VIEW FULL PROFILE →](#)

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A made-to-order manufacturer in California who needs ERP including: supply chain management, CRM, GL, and AP components.

*“This lead is a made to order manufacturer (that also does stock manufacturing) of disposable tools that is in need of a full manufacturing accounting and ERP solution to handle: AP, AR, GL, CRM, inventory, order management, and purchase orders. The lead contact is the owner of the business who said they are on DacEasy 2011. They have an employee...”* [\(MORE\)](#)

**Lead #347066 / \$49,999.88** [VIEW FULL PROFILE →](#)

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A durable goods distributor in California who needs inventory control, order management, and e-commerce components.

*“This lead is a distributor of pet products that is in need of an inventory and order management solution that can provide integration with their e-commerce platform. There are 2 lead contacts for this lead. I spoke with their sales and customer support specialist for the bulk of their call and talked to the accounting an operations manager to...”* [\(MORE\)](#)

**Lead #346848 / \$42,000** [VIEW FULL PROFILE →](#)

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A food manufacturing company in Texas who needs CMMS capability.

*“This lead is a food manufacturer that is looking for a CMMS solution to manage preventative maintenance and work orders on their machines and equipment. The lead contact is the IT Manager of the company who noted they are using an antiquated version of Bigfoot CMMS. \*\*She would like to be connected with a provider of Bigfoot CMMS to discuss an...”* [\(MORE\)](#)

**Lead #346897 / \$42,000** [VIEW FULL PROFILE →](#)

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A social services organization in California who needs accounting capability.

*“This lead is a consultant on behalf of a group of child development centers that has 15 centers and is looking for a new accounting package to include: AP, AR, GL, and potentially budgeting. The lead contact is the retained consultant who noted the client was currently on Quickbooks (unknown version) and that they feel with their growth the are...”* [\(MORE\)](#)

**Lead #347082 / \$42,000** [VIEW FULL PROFILE →](#)

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A service company in California who needs inventory control capability.

*“This lead is a service company that provides underground and aerial work for cable companies that is in need of an inventory solution for their business. The lead contact is the service manager for the company who noted they have been using Excel. He noted they get over 5,000 SKU's from the companies they provide service for and have to scan those...”* [\(MORE\)](#)

**Lead #347186** / **\$42,000** [VIEW FULL PROFILE →](#)

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An accounting firm in California who needs business intelligence capability.

*“This lead is a CPA firm that provides some consultancy services to their customers and is looking to start a new business unit focused on providing KPI solutions and dashboards for clients and is in need of a BI solution. The lead contact is a Director within the company who will be reviewing options and then will present to the managing directors...”* [\(MORE\)](#)

**Lead #346817** / **Open** [VIEW FULL PROFILE →](#)

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A made-to-order manufacturer in New York who needs accounting, supply chain management, and business intelligence components.

*“\*\*This lead is a consultant for a made-to-order manufacturing organization that is in need of an ERP solution that can handle AP, AR, budgeting, planning & forecasting, business intelligence, GL, inventory control, invoicing, job costing, order management, and POs. He believes that their annual revenues could be approaching \$40 million.\*\* In the...”* [\(MORE\)](#)

**Lead #347048** / **Open** [VIEW FULL PROFILE →](#)

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Government entity in Illinois who needs accounting functionality.

*“\*\*Please read this lead in its entirety before requesting\*\* This lead is an accounting firm that is looking for a strategic partner to assist them in responding to an RFP for a large government municipality. The lead contact is the auditor of the accounting firm who noted that they have the RFP in hand and the response is due by October 26th 2018...”* [\(MORE\)](#)

**Lead #347072** / **\$37,000** [VIEW FULL PROFILE →](#)

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A made-to-order manufacturer in Arizona who needs inventory control functionality.

*“This lead is a made to order manufacturer of equipment that is in need of a barcode inventory solution for their company. The lead contact is the warehouse employee that manages inventory who noted they are using an antiquated Pdyn solution. He said the company installed it a long time ago when they were much smaller and it really is an MRP...”* [\(MORE\)](#)

**Lead #347008 / \$33,200** [VIEW FULL PROFILE →](#)

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A telecommunication company in Ontario who needs fleet management and fixed asset management functionalities.

*“This lead is an international telecommunications company with over 3,000 employees and over \$1 billion in annual revenue looking for a solution that can help them with their fleet management needs as well as some fixed asset management functionality. The lead contact is the senior manager of indirect purchasing who will be working with the fleet...”* [\(MORE\)](#)

**Lead #347175 / \$28,800** [VIEW FULL PROFILE →](#)

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A non-profit in Tennessee who needs fund accounting, fundraising, and donor management functionalities.

*“This lead is a non-profit organization that generates between \$1-5 million annually looking for a solution that can handle donor management, fund accounting, and fundraising. The lead contact is the development director. They are currently using Raiser's Edge software, but they feel the program is too complicated, and they are unhappy with their...”* [\(MORE\)](#)

**Lead #347076 / \$28,400** [VIEW FULL PROFILE →](#)

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

*“This lead is a Canadian manufacturer of industrial pieces that is looking for an ERP solution to handle: AP, AR, GL, budgeting, inventory, MRP, order management, and purchase orders. The lead contact is the general manager of the facility who is very hands on with the day to day work and noted that they are currently using Quickbooks Premier. He...”* [\(MORE\)](#)

**Lead #347004 / \$25,500** [VIEW FULL PROFILE →](#)

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A sports company in Texas who needs inventory control functionality.

*“This lead is for a sports and events venue that is associated with a university that is in need of an inventory solution for their operations. The lead contact is the Assistant Director of the facility who said their inventory manager currently does all their inventory by hand which is tedious. He is looking for a solution to manage their...”* [\(MORE\)](#)

**Lead #346954 / \$24,000** [VIEW FULL PROFILE →](#)

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A non-profit in Massachusetts who needs accounting functionality.

*“This lead is a non-profit organization looking for an accounting solution that can handle AP, AR, GL, and fund accounting. The lead contact is the Finance Manager. They had been using Sage 50, but were running into too many technical issues, and they were not able to get a satisfactory solution from Sage to fix it. They are still open to reviewing...”* [\(MORE\)](#)

**Lead #347102 / \$22,300** [VIEW FULL PROFILE →](#)

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A transportation company in Maryland who needs fleet management and dispatching components.

*“This lead is a transportation company that is looking for a fleet management and route and dispatch management solution for 3 of their 14 trucks that will be used on top of the established contracts they have. The lead contact is the Human Resources Manager who said aside from Quickbooks they have no solution in place. As we were talking he noted...”* [\(MORE\)](#)

**Lead #347197 / \$21,700** [VIEW FULL PROFILE →](#)

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A printing company in Washington who needs estimating functionality.

*“This lead is a printing company that is looking for an estimating tool to handle their flexo and digital estimates. The lead contact is the Operations Manager who said their estimating is all manual and is done by their production manager. They are looking to automate their process by having a tool in place. She noted they use Quickbooks Premier...”* [\(MORE\)](#)

**Lead #346984 / \$20,120** [VIEW FULL PROFILE →](#)

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A printing or publishing company in Virgin Islands (US) who needs order management and job cost components.

*“\*\*This lead is a printing company located in the Virgin Islands\*\* looking for a solution that can handle order management, job costing, and estimates, quotes & proposals. The lead contact is the owner looking for a solution to handle day-to-day operation and better manage their daily work flow. They had been trying to use QuickBooks for this...”* [\(MORE\)](#)

**Lead #347099 / \$19,800** [VIEW FULL PROFILE →](#)

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A professional services company in Texas who needs ERP including: CRM, time billing, GL, AP, AR, and project tracking functionalities.

*“This lead is a professional engineering firm that provides services to companies and resales equipment that is in need of an ERP solution to handle: AP, AR, GL, CRM, job costing, project management, and time and billing. The lead contact is the President of the company and she noted they use Quickbooks Online currently. She said she is looking for...”* [\(MORE\)](#)

**Lead #347117 / \$18,000** [VIEW FULL PROFILE →](#)

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

*“This lead is a consultant on behalf of a made to order manufacturer of wood products and custom designed pieces that is in need of a solution to handle: AP, AR, GL, and job costing. The lead contact is the brother of the owner of the company who is helping him out. He said that his brother had a fire and lost all of his software which was...”* [\(MORE\)](#)

**Lead #347219 / \$15,320** [VIEW FULL PROFILE →](#)

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A property management company in Alberta who needs accounting and property management components.

*“\*\*This lead is a Canadian-based\*\* residential property management company that manages 5 buildings with 10-20 units in each. They are looking for a solution that can handle AP, AR, GL, property management, and payroll. Though not a necessity,*

*they might be interested in hearing more about asset management as well. The lead contact is a property...* [\(MORE\)](#)

**Lead #346977 / \$14,000** [VIEW FULL PROFILE →](#)

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A made-to-order manufacturer in Idaho who needs accounting capability.

*“This lead is a made to order manufacturer of cabinets that is in need of a new accounting solution to handle: AP, AR, GL, and job costing. The lead contact is the owner of the company who has been using Quickbooks for over 20 years and wants to evaluate other solutions to know if he is really using the right solution for his business. He is open...”* [\(MORE\)](#)

**Lead #347067 / \$12,040** [VIEW FULL PROFILE →](#)

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A healthcare organization in Virgin Islands (US) who needs inventory control capability.

*“\*\*This lead is a health care lead in the Virgin Islands\*\* looking for a solution that can handle inventory control and barcoding. The lead contact is the regulatory director looking for a solution that can help them better manage their inventory of medical devices and accessories. They currently track this information manually. She would only need...”* [\(MORE\)](#)

**Lead #346536 / \$12,000** [VIEW FULL PROFILE →](#)

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A made-to-order manufacturer in Michigan who needs fixed asset management capability.

*“This lead is a made to order manufacturer of truck parts that is looking for a fixed asset management software. The lead contact is the staff accountant and payroll administrator who said they were using Pro Series Fixed Asset Manager. She doesn't like that it is a cloud based solutions and have concerns surrounding cloud security. She is looking...”* [\(MORE\)](#)

**Lead #347204 / \$12,000** [VIEW FULL PROFILE →](#)

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A service company in Maryland who needs inventory control capability.

*“This lead is a service company looking for an inventory control solution that can handle barcoding. The lead contact is the co-owner. They do not currently have an inventory control solution in place, so she was hoping to automate the process. They have over 2,000 SKUs they will need to track. She is hoping for a solution where they can have...”* [\(MORE\)](#)

**Lead #347000 / \$11,000** [VIEW FULL PROFILE →](#)

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A general contractor in Louisiana who needs inventory control and invoicing modules.

*“This lead is a commercial framing general contractor looking for a solution that can handle inventory control and invoicing. While not an immediate need, they would be interested in hearing about job costing capabilities as well. The lead contact is the office manager looking for a more accurate inventory solution. They are currently using Excel...”* [\(MORE\)](#)

**Lead #347005 / \$10,200** [VIEW FULL PROFILE →](#)

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A made-for-stock manufacturer in Jamaica who needs supply chain management capability.

*“\*\*This lead is based in Jamaica\*\* This lead is a made for stock manufacturer of items used in retail settings that is looking for a solution that can handle inventory, order management, an purchase orders with the option to add accounting (AP, AR, and GL) at a later date. The lead contact is the Director of the company who noted this is a brand...”* [\(MORE\)](#)



**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](mailto:MONICA@SOFTWARECONNECT.COM) • (414) 456-0500 EXT. 11

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