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 <u>let me know as soon as possible</u> if you have any interest.

Lead #347687 / $3,840,000   VIEW FULL PROFILE →

An educational organization in Utah who needs ERP including: purchase order, payroll, HR management, business intelligence, and eight other modules.

*"**This is a redistribution of lead 347694. Additional functionalities were added.** This lead is a large school district serving tens of thousands of students **looking for an "enterprise-level" ERP solution** that can handle AP, AR, GL, BI, document management and imaging, e-commerce, fixed asset management, HR, payroll, budgeting, planning..."* <u>(MORE)</u>

Lead #347741 / $1,440,000   VIEW FULL PROFILE →

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

"This lead is a made to order manufacturer with over $50 million in annual revenues looking for an ERP solution that can handle AP, AR, GL, BOM, commissions management, e-commerce, fixed asset management, inventory control, invoicing, job costing, MES, marketing analytics, MRP, order management, PO, and supply chain management. The lead contact is..." <u>(MORE)</u>

Lead #347529 / $590,000   VIEW FULL PROFILE →

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

"This lead is a large national construction sub contractor that focuses on mechanical work HVAC, and piping that is in need of a project management solution for the company. The lead contact is the Project Engineer who will be evaluating these solutions. He said the company uses ViewPoint as their construction ERP, but don't have anything to manage..." <u>(MORE)</u>

Lead #347600 / $490,000

A general contractor in Colorado who needs ERP including: order management, project tracking, document management, GL, AP, and AR capabilities.

"This lead is a general contractor that specializes in residential projects. They currently handle about 140 projects per year, and generate around $90 million annually in revenue. They are looking for an ERP solution that can handle AP, AR, GL, document management and imaging, estimates, quotes and proposals, job costing, order management, and..." (MORE)

Lead #347645 / $360,000

A professional services or consulting company in New Jersey who needs accounting and HR management functionalities.

*"This lead is a **consultant on behalf of a professional services company** that handles temporary staffing. The client works with over 4,000 customers per year and generates annual revenue of around $100 million. They are looking for a solution that can handle AP, AR, GL, HR, and payroll. The client is currently using COATS staffing software, but..."* (MORE)

Lead #347594 / $315,000

A durable goods distributor in California who needs order management and e-commerce capabilities.

"This lead is a wholesale/distributor of durable goods looking for a solution that can handle e-commerce and order management. They oversee about 100 employees at four different locations. The lead contact is the IT manager. They are a distributor to hotels and motels selling them anything from mattresses and dressers down to smaller items like..." (MORE)

Lead #346966 / $219,000

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

"This lead is a consultant on behalf of a made to order manufacturer of high end cabinet and drawer pulls that is in need of an ERP solution to handle: AP, AR, GL, CRM, inventory, job costing, MRP, order management, and purchase orders. The

lead contact is the retained consultant who indicated the client has a home grown system in place but no..." <u>(MORE)</u>

Lead #347525 / $148,000 VIEW FULL PROFILE →

A made-to-order manufacturer in New York who needs inventory control, order management, and manufacturing management components.

"This lead is a made-to-order manufacturer looking for manufacturing software that can handle inventory control, MRP, order management, and PO. There may be additional needs for AP, AR, GL and job costing, but further discussion will be needed. The lead contact is the purchasing manager who will be putting together a list of potential providers to..." <u>(MORE)</u>

Lead #347587 / $140,000 VIEW FULL PROFILE →

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

"This lead is a just in time made to order manufacturer of auto parts that is interested in a quality management system. The lead contact is the manager of administration who said they use Plex Cloud ERP as their ERP solution and will not replace it. He said that the solution lacks on the quality management side. **integration with Plex is..." <u>(MORE)</u>

Lead #347456 / $122,000 VIEW FULL PROFILE →

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

"This lead is a made to order manufacturer that operates as a machine and fabrication shop that is looking for a solution to manage their production including: inventory, job costing, MRP, order management, and purchase orders. The lead contact is the new manufacturing manager for the company who indicated that he is brand new to the company and..." <u>(MORE)</u>

Lead #347689 / $114,200 VIEW FULL PROFILE →

A made-to-order manufacturer in California who needs accounting, order management, and CRM capabilities.

"This lead is a consultant on behalf of a made to order manufacturer of devices that are going to be used in law enforcement. The lead contact is the friend of the owner of this company which he said is a startup. The lead contact is based in Florida and is the CIO of a company down there. His friends company whom this project is for is based in..." (MORE)

Lead #347672 / $102,000   VIEW FULL PROFILE →

A healthcare organization in Wisconsin who needs budgeting functionality.

*"This lead is a consultant on behalf of a client that operates 6 long term care facilities and is in need of a budgeting solution for their company. The lead contact is the ERP consultant for this organization and she indicated that Dynamics GP is their ERP solution. **They will NOT change ERP solutions, PLEASE do NOT request with an ERP solution..."* (MORE)

Lead #347656 / $80,000   VIEW FULL PROFILE →

A medical device manufacturing company in Pennsylvania who needs inventory control and manufacturing management functionalities.

"This lead is a medical device manufacturer of liquid medical devices, shampoos, oils, and conditioner that is in need of an inventory and MRP solution. The lead contact is the Plant Operations Manager who indicated they use Quickbooks Premier Edition 2018. At this time, he isn't interested in replacing Quickbooks and would like a solution that can..." (MORE)

Lead #347629 / $74,000   VIEW FULL PROFILE →

A transportation company in British Columbia who needs ERP including: fleet management, work order, invoicing, dispatching, GL, AP, and AR capabilities.

"This lead is a Canadian transportation company that operates as a highway carrier looking for a full TMS solution to handle: AP, AR, GL, invoicing, route and dispatch, work order, and fleet management. The lead contact is the Fleet Manager who indicated most of their processes are done via Excel which isn't beneficial as they grow. He said they..." (MORE)

Lead #347589 / $69,000   VIEW FULL PROFILE →

A transportation company in Tennessee who needs order management and transportation management system (tms) components.

"The lead is a manufacturing company looking for a Transportation Management System (TMS). They have 5 facilities in multiple states, and they are looking for a solution that can help them consolidate information across the locations, and report on what is going on at each facility. They want to be able to utilize the system to generate bills of..." (MORE)

Lead #347611 / $65,000   VIEW FULL PROFILE →

A made-to-order manufacturer in Pennsylvania who needs ERP including: order management, project tracking, payroll, manufacturing management, GL, AP, and AR functionalities.

"This lead is a business that has 4 distinct business units including: control panel manufacturing on a made to order basis, control system engineering and design, construction management, and manufacturing process improvements. They are in need of a full system to include: AP, R, GL, payroll, BOM, estimates, job costing, order management, project..." (MORE)

Lead #347516 / $51,000   VIEW FULL PROFILE →

A insurance company in Missouri who needs accounting functionality.

"This lead is a services company that deals with insurance investigations and processes insurance claims on automobile accidents that is in need of a solution to handle: AP, AR, GL, budgeting, and payroll. The lead contact is the CEO of the company who said he has 2 other equity partners that will be helping him in making this decision. He..." (MORE)

Lead #347351 / $45,600   VIEW FULL PROFILE →

An accounting firm in New Mexico who needs accounting capability.

*"**This lead has been retracted due to an error in distribution and redistributed under 347444**"* (MORE)

Lead #347444 / $45,600   VIEW FULL PROFILE →

An accounting or legal services firm in New Mexico who needs accounting capability.

*"**This is a redistribution of lead 347351 which had an error** This lead is a small book keeping service that is looking for a solution that they can use to manage their clients as well as their own books and need the solution to handle: AP, AR, GL, client write up, and payroll. The lead contact is the owner of the company who said they have been..."* (MORE)

Lead #347692 / $40,000   VIEW FULL PROFILE →

A general contractor in Michigan who needs ERP including: payroll, estimating, GL, AP, AR, and project tracking components.

"This lead is a general contractor that does residential and commercial projects as well as heavy projects like highway and bridge construction looking for a unified solution to include: AP, AR, GL, estimates, job costing, project management, and payroll. The lead contact is the project manager and estimator leading the review of the matches. He..." (MORE)

Lead #347694 / Open   VIEW FULL PROFILE →

An educational organization in Utah who needs accounting, HR management, online payment portal, and e-commerce capabilities.

*"This lead is a large school district serving tens of thousands of students **looking for an "enterprise-level" ERP solution** that can handle AP, AR, GL, BI, document management and imaging, e-commerce, fixed asset management, HR, payroll, and have an online payment portal for student fees. The lead contact is the Director of Accounting. They..."* (MORE)

Lead #347729 / $36,000   VIEW FULL PROFILE →

A durable goods distributor in New Jersey who needs inventory control functionality.

*"This lead is a transportation company that handles distribution of durable goods looking for an inventory management solution that can handle barcoding. **The solution must integrate with Netsuite in real time.** The lead contact is the IT*

manager. They are in the process of moving into Netsuite ERP. They were using Scout as an inventory..." (MORE)

Lead #347574 / $35,000   VIEW FULL PROFILE →

A made-to-order manufacturer in Texas who needs document management and QMS capabilities.

"This lead is an engineered to order manufacturer of parts used in multiple verticals including: government, nuclear, oil and gas, and solar that is in need of a solution to handle document control and management and quality management. The lead contact is the Director of Quality and Regulatory Compliance who indicated they use Made2Manage ERP as..." (MORE)

Lead #347673 / $35,000   VIEW FULL PROFILE →

An educational organization in California who needs EDI capability.

"This lead is an educational services organization looking for a solution that can handle EDI. A prior, product specific search was done for TrustedLink in the past (http://ng.local/leads/347267/). This will be a separate search as they are interested in hearing about other products. The lead contact is the Workflow Coordinator. She is unhappy with..." (MORE)

Lead #347592 / $30,060   VIEW FULL PROFILE →

A sub-contractor in Washington who needs asset management functionality.

"This lead is a construction sub contractor that focuses on providing electrical infrastructure to commercial clients that is in need of an asset management solution for the company. The lead contact is the Technology Manager who indicated they use ViewPoint by Spectrum for their ERP solution. He indicated they are looking to track all of their IT..." (MORE)

Lead #347630 / $29,500   VIEW FULL PROFILE →

A real estate sales & development company in South Carolina who needs CRM and document management modules.

"This lead is a real estate brokerage firm that is looking for a solution to handle CRM and document management. The lead contact is the co-owner of the facility who said they use Quickbooks Pro for their accounting and will not be changing this. He said he is looking for a solution that will allow them to track offers coming in and allow real..." (MORE)

Lead #347565 / $28,000   VIEW FULL PROFILE →

A sub-contractor in Louisiana who needs accounting capability.

"This lead is a construction sub contractor that specializes in ready mix concrete and provide services for commercial, residential, and DOT clients and is in need of an accounting solution to handle: Ap, AR, GL, job costing, and sales tax. The lead contact is the CFO of the company who indicated he would like to keep the call private. He said they..." (MORE)

Lead #347655 / $24,000   VIEW FULL PROFILE →

A transportation company in Ohio who needs dispatching capability.

*"**This lead is a government entity that is looking for a solution that can handle route and dispatch management. They are applying for a grant to help them pay for this software, and they need information on pricing and functionality as soon as possible. The grant deadline is Friday, November 2nd.** The lead contact is the Provider Development..."* (MORE)

Lead #347700 / $24,000   VIEW FULL PROFILE →

A software development company in British Columbia who needs business intelligence functionality.

"This lead is a startup software company that has been in business for 2 years. He is looking for a solution that can offer business intelligence functionality that can integrate with their system. The lead contact is the product manager. They offer ERP software, but they are looking for a Business Intelligence solution that integrate with their..." (MORE)

Lead #347559 / $19,200   VIEW FULL PROFILE →

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

"This lead is a non-profit organization looking for a solution that can handle donor management and fund accounting. The lead contact works in Accounts Receivable. She is gathering information because she is the primary user of this type of software, but she will need to get final approval from her Executive Director. She had been using Sage 50..." (MORE)

Lead #347464 / $17,600   VIEW FULL PROFILE →

A general contractor in Colorado who needs estimating functionality.

*"This lead is a commercial general contractor that builds cell sites and is in need of an estimating tool for their business. The lead contact is the Estimating Manager who said they have no estimating tool in place currently. He said they use Quickbooks Contractor edition 2018 and would like a solution that can **integrate** with Quickbooks. He..."* (MORE)

Lead #347613 / $16,800   VIEW FULL PROFILE →

A general contractor in Wisconsin who needs accounting and project tracking functionalities.

*"This lead is a construction general contractor that does commercial projects that is looking for a construction software solution to handle: AP, AR, GL, job costing, project management, and the option to add payroll. The lead contact is the Project Coordinator for the company who indicated that they are currently using Sage 300 CRE. **All Sage..."* (MORE)

Lead #347623 / $16,680   VIEW FULL PROFILE →

A property management company in British Columbia who needs accounting and property management capabilities.

*"This lead is a **Canadian property management company that manages 150 residential units.** They only manage the properties, they do not own them. They are in need of a solution that can handle AP, AR, GL and property management. The lead contact is the owner of the company. They had been using Yardi for property management software, but it was..."* (MORE)

Lead #347651 / $14,400   VIEW FULL PROFILE →

A marketing company in Vermont who needs accounting capability.

"This lead is a marketing company that is looking to upgrade or change their current accounting solution into a cloud-based solution. They are in need of a program that can handle AP, AR, GL and cash management. The lead contact is the VP of Accounting. They are currently using a Sage accounting product, but he is unsure of which program. He wants..." (MORE)

Lead #347762 / $14,400   VIEW FULL PROFILE →

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

"This lead is a residential subcontractor looking for a solution that can handle project management. The lead contact is the owner, and she is looking for something that can better help them track a project, establish schedules, and facilitate better communication among their employees and between their company and the homeowners. They are..." (MORE)

Lead #347752 / $14,000   VIEW FULL PROFILE →

A food manufacturing company in California who needs project management capability.

"This lead is a division of a large wine manufacturing company that is looking for a project management solution that can better track their change orders. The lead contact is the Senior Project Manager for the company who said his team is tasked with the building and construction of assembly lines and need a better way to track overages and change..." (MORE)

Lead #347517 / $13,300   VIEW FULL PROFILE →

A retailer of soft goods in New York who needs inventory control, fund accounting, point-of-sale, and e-commerce modules.

*"**This lead is a start-up business looking to open its doors in the next 2 to 6 months.** They will be a retail - soft goods company, but operating as a non-profit organization as proceeds will be donated to charity. They are looking for a solution that can handle Donor Management, E-Commerce, fund accounting, inventory control and point of sale..."* (MORE)

Lead #347521 / $12,000   VIEW FULL PROFILE →

A restaurant or food service company in Illinois who needs inventory control and point-of-sale capabilities.

"This lead is a retail: restaurant & food services lead looking for a solution that can handle Point of Sale and Inventory control. **A previous search had been conducted for this lead in the past as http://grid.local/lead/342525/*, but he was not able to find a solution to fit their needs.** The lead contact is the general manager. They are looking..."* (MORE)

Lead #347683 / $11,500   VIEW FULL PROFILE →

A soft goods distributor in Oregon who needs order management, CRM, and commissions management functionalities.

"This lead is a soft goods distributor looking for a solution that can handle CRM, order management, and commissions management in one program. The lead is the co-owner of the 2-person company. They currently manage over 600 accounts selling them 20 different product lines. As they enter orders, they send the order to the manufacturer who drop..." (MORE)

Lead #347628 / $8,200   VIEW FULL PROFILE →

A professional services or consulting company in Georgia who needs accounting functionality.

"**This lead is a startup professional services company looking for a solution that can handle AP, AR, and GL. They are in the early phases of their business rollout, but they anticipate being operational in the next 1-2 months.** The lead contact is the co-owner of the company. He is starting a service that will work as a networking site for..." (MORE)

Lead #347502 / $7,200   VIEW FULL PROFILE →

An educational organization in New York who needs fund accounting, fundraising, and donor management components.

"This lead is an education services organization looking for non-profit software to handle donor management, fund raising, and fund accounting. The lead contact is the director of finance. They currently manage a portfolio of endowment funds worth

around $30 million. They are currently using Excel to track the 300+ funds as well as track donor..." (MORE)

Lead #347620 / $7,200 VIEW FULL PROFILE →

A general contractor in Illinois who needs estimating functionality.

*"This lead is a commercial general contractor lead looking for a solution that can handle estimates, quotes, and proposals. **The lead contact was hired to be the construction manager for the company, but he has not started his employment yet. He discovered that the company was currently doing all of their estimating on paper. He is exploring...*" (MORE)

Lead #347676 / $7,200 VIEW FULL PROFILE →

A professional services company in Georgia who needs accounting capability.

"This lead is a professional services company that provides supply chain and logistics consulting for companies that is looking for an accounting solution to handle: AP, AR, and GL. The lead contact is the accounting manager who noted they are on a dated Peachtree 2009 solution. She said they have access for 3 users now and every day the system..." (MORE)

Lead #347609 / $6,900 VIEW FULL PROFILE →

A service company in Ohio who needs time & attendance functionality.

"This lead is a commercial and services company that hauls away material and debris from residential sites. They also rent dumpsters used by construction companies and do commercial demolition work. He said the revenue is evenly split by 1/3 between each division. They are in need of a time and attendance software solution. The lead contact is the..." (MORE)

Lead #347310 / $6,000 VIEW FULL PROFILE →

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

"This lead is a Canadian non profit that deals with animal welfare that is in need of a donor management system for the company. The lead contact is the Executive Director of the facility who indicated they have used Mail Chimp, but other than that

don't have any solid solution in place to manage their donors. He said they use Quickbooks Pro for...” (MORE)

Lead #347691 / $5,500   VIEW FULL PROFILE →

A made-to-order manufacturer in Ontario who needs order management capability.

“This lead is a Canadian-based manufacturer and distributor of durable goods looking for an order management solution that can produce editable bills of lading. The lead contact is the owner of the company. He currently uses QuickBooks for most of his day-to-day needs, but QuickBooks does not allow him to handle any aspects of creating, editing, or...” (MORE)

Lead #347631 / $5,400   VIEW FULL PROFILE →

A hospitality or hotel management company in Virginia who needs accounting capability.

“This lead is a hospitality company that is interested in an accounting solution that can handle AP, AR, and GL. The lead contact is the co-owner of the motel. When they bought the property several years ago, they inherited an older version of Quickbooks, but nobody was sure how to handle a computer-based accounting solution, so its use was limited...” (MORE)

Lead #347612 / $4,900   VIEW FULL PROFILE →

A non-profit in Florida who needs fundraising and donor management components.

“This lead is a non-profit organization that works with at-risk youth providing them with life skills and athletic competitions. They are looking for a solution that can handle donor management and fundraising. The lead contact is the Executive Director. She is looking to apply for grants from sports associations, and in order to do so, she needs...” (MORE)

Lead #347680 / $4,800   VIEW FULL PROFILE →

A durable goods distributor in Ohio who needs document management capability.

“This lead is a wholesale/distribution company that specializes in durable goods. They are looking for document management & imaging software that can handle

__optical character recognition.__ The lead contact is the North American Supply Chain Analyst. He had been trying optical reader free trials, but when those programs export to excel, they are..." (MORE)

Lead #347513 / $4,500   VIEW FULL PROFILE →

A non-profit in Kansas who needs accounting and donor management modules.

"This lead is a non-profit organization looking for a solution that can handle AP, AR, GL, and donor management. The lead contact is the treasurer. For the past two years, all accounting had been done on paper, and prior to that, they had been using Microsoft Money. They did have a short subscription with APLOS, but it has lapsed. He is looking to..." (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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