

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 #345184 / **\$4,800,000** [VIEW FULL PROFILE →](#)

A transportation company in Hawaii who needs document management, estimating, contract management, and workflow management capabilities.

"This lead is a consultant who is contracted on behalf of a client looking for a solution that can handle project management, workflow management, job costing, estimates, quotes & proposals, and contract management. They currently have a solution for document management in place, but might be open to replacing that as well. His client is working on..." [\(MORE\)](#)

Lead #347949 / **\$4,270,000** [VIEW FULL PROFILE →](#)

A government entity in Florida who needs ERP including: purchase order, payroll, fleet management, fixed asset management, and six other modules.

"This lead is for a government entity operating on a city level that is in need of a full ERP solution to handle: AP, AR, GL, budgeting, fixed asset management, fund accounting, purchase orders, payroll, utility billing, and fleet management. (please note there may be additional functionality requirements that will need further discussion). The..." [\(MORE\)](#)

Lead #348029 / **\$288,000** [VIEW FULL PROFILE →](#)

A service company in Texas who needs inventory control, order management, job cost, and manufacturing execution system capabilities.

*"This lead is a service company **looking for a demo of BlueStreak and other manufacturing solutions.** They are interested in solutions that can handle MES, job costing, order management, and inventory control. The lead contact is the automation engineer. He is doing preliminary research right now, but will likely make recommendations to upper..."* [\(MORE\)](#)

Lead #348035 / \$280,000 [VIEW FULL PROFILE →](#)

A food manufacturing company in Texas who needs manufacturing management, project management, document management, and QMS capabilities.

“This lead is a food manufacturing company that is looking for a PLM solution to assist with their R&D department and includes: MRP, document management, project management, and quality management. The lead contact is the Senior R&D Manager who indicated that she is looking for a system that can assist them with project management and managing the...” [\(MORE\)](#)

Lead #348027 / \$247,000 [VIEW FULL PROFILE →](#)

A professional services company in Virginia who needs purchase order modules.

*“This lead is a government contractor that provided R&D to the military that is looking for a procurement. The lead contact is the Director of Purchasing who indicated they currently use Deltek CostPoint for their ERP solution. **They will not replace Deltek and are looking for solutions that can bolt on or integrate with Deltek** He indicated that...”* [\(MORE\)](#)

Lead #347970 / \$240,000 [VIEW FULL PROFILE →](#)

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

*“**This lead is a start-up, made for stock manufacturer of medical devices who is looking for a solution that can handle MRP, BOM, inventory control, job costing, AP, AR, GL, order management, and PO.** They have been in business for 4 years, and they are on the verge of beginning production. In the future, they might have interest in adding MES...”* [\(MORE\)](#)

Lead #347910 / \$210,000 [VIEW FULL PROFILE →](#)

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

*“This lead is a toy distributor that is in need of an inventory and WMS solution for their business. The lead contact is the Director of Operations who indicated they use Sage 100 as their existing ERP. **please note all Sage products have been excluded at the request of the lead, They will NOT replace Sage 100, and want a solution that can...”* [\(MORE\)](#)

Lead #347972 / \$176,000 [VIEW FULL PROFILE →](#)

A durable goods distributor in California who needs ERP including: supply chain management, e-commerce, warehouse management, GL, AP, and AR modules.

“This lead is a durable goods distributors of accessories used in cameras and drones that is in need of a full ERP solution including: AP, AR, GL, e-commerce, inventory, order management, purchase order, and WMS. The led contact is the Director of Logistics who is looking on behalf of the CEO of the company. He said from a software stand point, the...” [\(MORE\)](#)

Lead #347961 / \$135,000 [VIEW FULL PROFILE →](#)

A transportation company in Minnesota who needs dispatching capability.

*“**This lead has been retracted and redistributed under 347925 due to budgetary and user count changes**”* [\(MORE\)](#)

Lead #347951 / \$115,400 [VIEW FULL PROFILE →](#)

A professional services or consulting company in South Dakota who needs inventory control capability.

*“This lead is a service company contracted to do a government-funded, scientific research project. They are in need of a solution that can handle inventory management with RFID tracking to help them keep track of several thousand pieces of scientific equipment. The lead contact is the logistics manager. **They are in the preliminary phases of this...”* [\(MORE\)](#)

Lead #347955 / \$100,000 [VIEW FULL PROFILE →](#)

A professional services or consulting company in California who needs ERP including: time billing, GL, AP, and AR components.

*“**This project is a redistribution of lead 339164 with some changes to requirements.**” This lead is a consultant requesting on behalf of the same government contractor as the previous project, but with some changes to their requirements. They are looking for an ERP solution that can handle AP, AR, GL, job costing, project management, and time and...” (MORE)*

Lead #347946 / \$96,000 [VIEW FULL PROFILE →](#)

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

*“This lead is a non-profit organization that operates in 18 countries with an annual revenue exceeding \$30 million. They are looking for a solution that can handle AP, AR, GL, fund accounting, and donor management. **They are in the exploratory phase right now, and are mainly interested in reviewing available options.**” The lead contact is the...” (MORE)*

Lead #347934 / \$90,000 [VIEW FULL PROFILE →](#)

A durable goods distributor in Texas who needs ERP including: supply chain management, general ledger, accounts payable, and accounts receivable capabilities.

“This lead is a distributor of durable goods that they manufacture looking for a solution that can handle AP, AR, GL, business intelligence, inventory control, order management, and purchase orders. The lead contact is the IT manager. They had been using WebERP as a free solution, but he feels that they are outgrowing it. Any solution would need to...” (MORE)

Lead #348100 / \$80,000 [VIEW FULL PROFILE →](#)

A service company in Ontario who needs ERP including: inventory control, job cost, work order, invoicing, GL, AP, and AR components.

“This lead is a Canadian commercial and services company that operates a heavy duty truck repair shop that is in need of a solution to handle: AP, AR, GL, inventory, invoicing, job costing, and work order. The lead contact is the operating manager who indicated they are in the process of implementing a solution called MIR and they are continuing to...” (MORE)

Lead #348124 / \$70,000 [VIEW FULL PROFILE →](#)

A service company in New York who needs inventory control capability.

“This lead sells and installs audiovisual equipment. There are roughly 250 employees and they use Netsuite. The contact is the Warehouse Manager who is interested in Nolan Systems Barcode Scanning for Netsuite. He is open to a couple more barcode inventory programs so long as they integrate with Netsuite. They are NOT interested in replacing...” [\(MORE\)](#)

Lead #348030 / \$69,000 [VIEW FULL PROFILE →](#)

A retailer of hard goods in Indiana who needs inventory control and warehouse management components.

“This lead is a group of retail furniture stores with 5 locations that is looking for an inventory and WMS system for the business. The lead contact is the IT Manager working on behalf of the owner of the company who indicated that they use pen and paper for everything. He said they have 5 retail locations and 1 centralized warehouse location. He...” [\(MORE\)](#)

Lead #347932 / \$60,000 [VIEW FULL PROFILE →](#)

A government entity in California who needs inventory control capability.

“This lead is a federal government agency that is in need of an inventory solution for their base. The lead contact is the Director and he also provided the contact information for the program manager who will be overseeing this venture. He said they have 12 warehouses they use to store clothing and they need to track, barcode, sort and store all of...” [\(MORE\)](#)

Lead #348026 / \$57,600 [VIEW FULL PROFILE →](#)

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

“This lead is a distributor of hard goods that are produced in their Chinese plants, looking for a solution that can handle document management & imaging. The lead contact is the inventory specialist who is exploring options that will allow them to go paperless. He will review the initial options, and present his findings to a committee. He has...” [\(MORE\)](#)

Lead #348019 / \$52,800 [VIEW FULL PROFILE →](#)

A food or medical distributor in New York who needs inventory control, purchase order, invoicing, and warehouse management functionalities.

“This lead is a third party food distributor looking for a solution that can handle inventory control, warehouse management, PO, and invoicing. They are an existing distributor, but this project will be for a new branch of the company that will specifically handle frozen goods. The lead contact is the owner of the company. He will review the...” [\(MORE\)](#)

Lead #347925 / \$49,000 [VIEW FULL PROFILE →](#)

A transportation company in Minnesota who needs dispatching functionality.

*“**This is a redistribution of lead 347961. After speaking with his boss they have adjusted their user count and budget ** This lead is a national transportation company that hauls hazardous materials that is in need of a route and dispatch solution for the company. The lead contact is the logistics analyst for the company who indicated all of...”* [\(MORE\)](#)

Lead #347846 / \$42,000 [VIEW FULL PROFILE →](#)

A pharmaceutical manufacturing company in New Jersey who needs manufacturing management functionality.

“This lead is a pharmaceutical manufacturer that is in need of an MRP solution for their business. The lead contact is the Executive Vice President of the company who noted that they will begin production of their active drug substance in Q3 of 2019 and he is looking to get an MRP solution in place that can assist in doing his master production...” [\(MORE\)](#)

Lead #347927 / \$42,000 [VIEW FULL PROFILE →](#)

An entertainment company in Virgin Islands (US) who needs accounting capability.

“This lead is an entertainment company located in the Virgin Islands in need of a solution that can handle AP, AR, GL, and payroll. The lead contact is the controller. They had been using Sage BusinessWorks since 1997, but did not

like the revamp that took place about five years ago. The changes made it too cumbersome to import and export data into..." [\(MORE\)](#)

Lead #347938 / \$42,000 [VIEW FULL PROFILE →](#)

A professional services company in Maryland who needs accounting and project tracking components.

"This lead is a construction subcontractor that is working on a federal government bid that will require him to have a DCAA compliant software that includes: AP, AR, GL, project management, and job costing. The lead contact is the owner and managing partner of the firm who said he is bidding a job to a general contractor that will be for the..." [\(MORE\)](#)

Lead #348127 / \$42,000 [VIEW FULL PROFILE →](#)

A service company in Quebec who needs supply chain management capability.

"This lead is a Canadian commercial and services company that provides repair services to electric motors that is in need of a supply chain and logistics solution for their business. The lead contact is the Controller of the company who said he is looking for a solution to assist with the shipping and logistics of motors coming in and out of their..." [\(MORE\)](#)

Lead #348164 / \$42,000 [VIEW FULL PROFILE →](#)

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

"This lead is a start up distribution company that will be doing B2B sales of rubber parts and castings that is looking for an ERP solution to handle: A, AR, GL, CRM, inventory, order management, and purchase orders. The lead contact is one of the owner's of the company who indicated they have no solution in place. He was looking into the Epicor..." [\(MORE\)](#)

Lead #348111 / \$41,900 [VIEW FULL PROFILE →](#)

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

“This is a ministry that uses multiple forms of media to send out their message. They have 8 employees and bring in about \$3M every year. This contact is their bookkeeper. This contact desires a complete accounting solution to handle accounting, donations, donor management, and payroll. Their current system is Church Windows software. While it has...” [\(MORE\)](#)

Lead #347997 / \$37,000 [VIEW FULL PROFILE →](#)

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

“This lead is a custom paper manufacturer that is looking for an inventory solution for a specific use case within their business. The lead contact is the financial analyst for the company tasked with evaluating the systems he is matched with. This inventory system will be used to track their scrap tonnage as it is recycled and revenue is...” [\(MORE\)](#)

Lead #348166 / \$31,400 [VIEW FULL PROFILE →](#)

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

“This lead is made for stock manufacturer with 6 employees. Their core business is in software product development but they are expanding their manufacturing business to a particular heat testing product. They use Quickbooks for accounting. The contact is the President who is interested in an ERP program with AP, AR, GL, inventory, work order, and...” [\(MORE\)](#)

Lead #348080 / \$28,000 [VIEW FULL PROFILE →](#)

A durable goods distributor in Ontario who needs CRM functionality.

“This lead is a Canadian distributor of phone accessories and other items that is looking for a CRM system for her field sales team. The lead contact is the Office Manager who said she would be making the final decision on the system they use. She said they use Sage 50 accounting for their financials and was adamant that the CRM solution...” [\(MORE\)](#)

Lead #348109 / \$27,300 [VIEW FULL PROFILE →](#)

A general contractor in Ohio who needs project management functionality.

“This lead is a commercial general contractor that primarily does remodels with some new builds and completes 15-25 project per year that is in need of a project management solution. The lead contact is the project manager for the company and he said they don't have any system in place. He said they currently use Quickbooks for their financials and...” [\(MORE\)](#)

Lead #347996 / \$25,000 [VIEW FULL PROFILE →](#)

A transportation company in Mississippi who needs custom routing application and dispatching components.

“This lead is a non profit public transportation company that provides ride services to individuals with medical needs to get to and from appointments. The lead contact is the COO of the organization who is looking for a mobile application that individuals can use to request rides from their service. He is open to a custom solution and indicated...” [\(MORE\)](#)

Lead #348042 / \$21,600 [VIEW FULL PROFILE →](#)

A made-to-order manufacturer in Wisconsin who needs AP, AR, order management, and job cost components.

*“**This lead is a consultant on behalf of a startup, made-to-order manufacturer who will be producing items for the aviation industry.** His client is looking to be open for business in January 2019. He is in need of a solution that can handle AP, AR, GL, invoicing, order management, warehouse management, and job costing. Further discussion of...”* [\(MORE\)](#)

Lead #347935 / \$21,200 [VIEW FULL PROFILE →](#)

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

“This lead is a professional consulting and services company looking for a solution that can handle AP, AR, GL, POs, and payroll. The lead contact is an accounting specialist who will be conducting the initial search and providing her recommendations to upper management. They recently had a change in management, and they are in the process of...” [\(MORE\)](#)

Lead #347988 / \$21,200 [VIEW FULL PROFILE →](#)

A property management company in Florida who needs CRM, work order, and property management modules.

“This lead is a property management company that manages a condo group that has 400 condos in it and is in need of a solution to handle: property management, CRM, and work orders. The lead contact is the assistant property manager who indicated they have been using a basic web based system just to keep track of an owner database. She said they are...” [\(MORE\)](#)

Lead #348117 / \$20,000 [VIEW FULL PROFILE →](#)

A durable goods distributor in Rhode Island who needs accounting capability.

“This lead is both a wholesale and retail business for safety equipment. There are 10 employees. They have a warehouse for the wholesale and less than 5 retail locations. They are using Navision 1.2 and PHP Point of Sales. The contact is the Vice President who is interested in Navision as well as a couple comparable ERP programs for accounting...” [\(MORE\)](#)

Lead #347815 / \$19,000 [VIEW FULL PROFILE →](#)

A medical distribution company in Massachusetts who needs document management functionality.

*“This lead is a bio-tech company that does research and distribution within the medical space that is looking for a document management system. The lead contact is the Business Development Representative for the company who noted they are looking to automate their CPQ process. He said that solutions must be able to ****integrate with Salesforce**** He...”* [\(MORE\)](#)

Lead #347887 / \$18,000 [VIEW FULL PROFILE →](#)

A real estate sales & development company in North Dakota who needs asset management capability.

*“**This lead was initially distributed as 347924, but due to changes in needed functionality, is being redistributed.** This lead is a real estate developer and property management company looking for a solution that can handle asset*

management. They do not need any additional accounting, construction, or property management functions at this time..." [\(MORE\)](#)

Lead #347924 / \$18,000 [VIEW FULL PROFILE →](#)

A real estate sales & development company in North Dakota who needs invoicing and asset management functionalities.

"This lead has been retracted due to changes in needed functionality. It is redistributed under as lead 347887." [\(MORE\)](#)

Lead #347967 / \$17,400 [VIEW FULL PROFILE →](#)

A durable goods distributor in Florida who needs dispatching functionality.

"This lead is a consultant on behalf of a wholesaler/distributor of hard goods who is looking for a solution that can handle route management. They currently operate within 3 states, and they would need to plan the routes for 20 vehicles for their sales team. The consultant will be the initial contact for this project, and he will refer the top..." [\(MORE\)](#)

Lead #348119 / \$16,000 [VIEW FULL PROFILE →](#)

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

"This lead is a start-up aviation manufacturing and distribution supplier that will have 5 employees to begin. They do not have any software at the moment. The contact is the Vice President of Operations who is interested in Acumatica and a couple more manufacturing ERP programs. He believes they would need accounting, CRM, inventory, MRP, order..." [\(MORE\)](#)

Lead #347853 / \$14,400 [VIEW FULL PROFILE →](#)

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

"This lead is a made for stock manufacturer that manufactures parts for the automotive industry. They are looking for a solution to handle MRP. The lead

contact is the quality manager. They do not have an MRP system in place, and they have been missing multiple shipments to major automotive companies. They need a solution that allows them to manage... [\(MORE\)](#)

Lead #347964 / \$14,000 [VIEW FULL PROFILE →](#)

A professional services or consulting company in Puerto Rico who needs accounting and commissions management capabilities.

*“**This lead is a Puerto Rican-based, startup professional services company** looking for a solution that can handle AP, commissions management, GL, and invoicing with potential interest in AR and payroll functionality. The lead contact is an accounting associate. They currently use AMS360 which handles some of their needs, but not all of them...”* [\(MORE\)](#)

Lead #348015 / \$12,800 [VIEW FULL PROFILE →](#)

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

“This lead is a construction general contractor who primarily handles residential projects. They are looking for a solution that handles AP, AR, GL, estimates, quotes & proposals, job costing, and project management. Although not a mandatory part of this search, he eventually wants to consider adding payroll to the solution as well. They handle...” [\(MORE\)](#)

Lead #348018 / \$10,500 [VIEW FULL PROFILE →](#)

A service company in Louisiana who needs time & attendance capability.

“This lead is a commercial and services company that provides moving and relocation services that is in need of a time and attendance tracking solution. The lead contact is the HR and payroll employee for the company who indicated she is looking for a biometric time clock that can read faces as a requirement of this search. She said she is...” [\(MORE\)](#)

Lead #347962 / \$9,600 [VIEW FULL PROFILE →](#)

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

“This lead is a professional services company doing work for non-profit organizations. He is looking into non-profit solutions that can handle AP, AR, GL, donor management, and fund accounting. The lead contact is a part time controller for two non-profit organization. He had been using QuickBooks for their accounting, but when he was trying to do...” [\(MORE\)](#)

Lead #347950 / \$8,700 [VIEW FULL PROFILE →](#)

A non-profit in Arizona who needs accounting, CRM, and donor management modules.

“This lead is a 501C-3 non profit organization helping the impoverished get signed up for medical insurance that is in need of a solution to handle: AP, AR, GL, CRM, and donor management. The lead contact is the development director who noted they have no solution in place. He said they must contact the individuals they are assisting every 6 months...” [\(MORE\)](#)

Lead #348129 / \$7,800 [VIEW FULL PROFILE →](#)

An accounting firm in Florida who needs accounting capability.

“This lead is an accounting firm that provides bookkeeping and tax services. There are 2 employees but they hope to add 3 to 4 more. The contact is the Owner who is using Quickbooks Online Small Business. She is interested in an accounting program with AP, AR, GL. She might be interested in adding payroll in the future. She will be using the...” [\(MORE\)](#)

Lead #347863 / \$7,000 [VIEW FULL PROFILE →](#)

A made-to-order manufacturer in Wisconsin who needs project management functionality.

“This lead is a made to order manufacturer of plugs that is looking for a project management solution to manage a specific project they have going on. The lead contact is one of the owners of the company who indicated that they are currently working on revamping their website. She said they have a lot of hands on the project which is muddying the...” [\(MORE\)](#)

Lead #348112 / \$7,000 [VIEW FULL PROFILE →](#)

A non-profit in North Dakota who needs accounting capability.

“This lead is a non profit organization that operates a set of grounds used for fairs and gatherings that is looking for a basic solution to handle: AP, AR, and GL. The lead contact is the new Controller of the company who indicated they have been using Sage 50 and it doesn't allow them to do cost allocation to different departments causing their...” [\(MORE\)](#)

Lead #347930 / \$6,900 [VIEW FULL PROFILE →](#)

A general contractor in Massachusetts who needs accounting and project tracking modules.

“This lead is a start up construction company that will be acting as a GC and doing residential and commercial projects looking for a basic construction system to handle: AP, AR, GL, job costing, and project management. The lead contact is one of the 4 owners of the company who said they have no solution in place. He was originally looking for...” [\(MORE\)](#)



I'm here to help! My name is Monica Wilson, and I am your account representative. If you have any questions about a lead or service membership, just let me know. I'd be happy to provide assistance and help get you connected with new prospects.

MONICA@SOFTWARECONNECT.COM • (414) 456-0500 EXT. 11

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