

## 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 #348353 / \$345,000** [VIEW FULL PROFILE →](#)

---

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

*"This lead is a made to order manufacturer of modular homes that is in need of a complete ERP solution to include: AP, AR, GL, BOM, inventory, job costing, MRP, MES, order management, purchase orders, and time and attendance. The lead contact is the manufacturing manager who indicated the company has no solution in place and has been using..."* [\(MORE\)](#)

**Lead #348159 / \$212,000** [VIEW FULL PROFILE →](#)

---

An engineering company in Wyoming who needs accounting and project management components.

*"This is a mid-size engineering firm with 150 employees across 5 locations. This contact is a Staff Engineer who desires to find a project-based ERP platform. This solution needs to be able to handle everything from account management to time sheets to project management. The project management functionality will need to have the most robust..."* [\(MORE\)](#)

**Lead #348399 / \$92,000** [VIEW FULL PROFILE →](#)

---

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

*"This lead is a professional engineering firm that does civil engineering and land surveying that is in need of a solution to handle: AP, AR, GL, project*

management, time and billing, and time and attendance tracking. The lead contact is the IT Director who really couldn't give a lot of depth in terms of additional functionality within the modules..." [\(MORE\)](#)

**Lead #347845 / \$71,000** [VIEW FULL PROFILE →](#)

---

A soft goods distributor in California who needs inventory control and warehouse management modules.

*"This lead is a large distributor of towels and linens that is looking for an inventory and WMS system for the business. The lead contact is the new logistics manager for the company who said they have a home grown system and Excel which is ineffective. He said they have a parent and child company and they need to track which inventory is tied to..."* [\(MORE\)](#)

**Lead #348251 / \$70,000** [VIEW FULL PROFILE →](#)

---

A food distributor in Ontario who needs dispatching functionality.

*"This lead is a large Canadian food distributor that is looking for a routing and dispatch solution. The lead contact is the Director of Operations who indicated they use a solution called Monitor ERP. This solution does not offer routing as a module and they need it. He said they currently operate out of 1 hub with 6 trucks. They will be adding a..."* [\(MORE\)](#)

**Lead #348335 / \$69,000** [VIEW FULL PROFILE →](#)

---

A general contractor and service company in South Carolina who needs ERP including: inventory control, payroll, job cost, work order, GL, AP, and AR capabilities.

*"This is a company that handles the construction, renovation, service, and maintenance of various outdoor structures. Their work is all residential. They have 16 employees and do around \$2M in annual sales. This contact is the President of the company who desires a complete software to handle their accounting (AP, AR, GL) with job costing, payroll..."* [\(MORE\)](#)

**Lead #348341 / \$51,000** [VIEW FULL PROFILE →](#)

---

A property management company in Ohio who needs work order and property management components.

*“This lead is a property management company that has 1,300 residential unit. They are primarily single family homes and duplexes with some apartments that is in need of a property management and work order solution. The lead contact is the accountant for the company who said they manage their books with Quickbooks which works fine for them...”* [\(MORE\)](#)

---

**Lead #348206 / \$45,000** [VIEW FULL PROFILE →](#)

A general contractor in Texas who needs ERP including: payroll, time & attendance, GL, AP, AR, and project tracking capabilities.

*“This lead is a self described medium to large residential home remodeler that is looking for a construction ERP solution to handle: AP, AR, GL, job costing, payroll, project management, and time and attendance tracking. The lead contact is the Senior Estimator working with a team to evaluate software. He said they currently use spreadsheets to...”* [\(MORE\)](#)

---

**Lead #348311 / \$43,500** [VIEW FULL PROFILE →](#)

A sub-contractor in Puerto Rico who needs accounting functionality.

*“\*\*This lead is based in Puerto Rico\*\* and is a construction company that does both general and subcontracting work, but do the majority of their projects as subcontractors looking for a solution to handle: AP, AR, GL, and job costing. The lead contact is the President of the company who said they recently purchased Procore for Project Management...”* [\(MORE\)](#)

---

**Lead #348189 / \$42,000** [VIEW FULL PROFILE →](#)

A made-to-order manufacturer in Pennsylvania who needs inventory control capability.

*“This lead is an engineered to order manufacturer of electrical components used in government applications that is in need of a barcode inventory solution. The lead contact is the Quality Engineer who indicated they use Peachtree for accounting and will not replace this and have nothing in place for inventory management. She noted because they deal...”* [\(MORE\)](#)

**Lead #348203 / \$42,000** [VIEW FULL PROFILE →](#)

---

A professional services company in Georgia who needs accounting capability.

*“This lead is a multi-faceted professional services company that acts as architects, developers, and program managers that is looking for an ERP solution to handle: AP, AR, GL, job costing, and time and billing. The lead contact is the VP of Development who indicated they are currently using Quickbooks Pro which does not do a good job of job...”* [\(MORE\)](#)

**Lead #348242 / \$42,000** [VIEW FULL PROFILE →](#)

---

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

*“This lead is a made to order manufacturer of steel components used in construction 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 Director of the company who said they use to have all their business operations overseas and are now...”* [\(MORE\)](#)

**Lead #348333 / \$42,000** [VIEW FULL PROFILE →](#)

---

A soft goods distributor in Arizona who needs accounting capability.

*“This lead is an e-commerce distributor of intimate apparel items that is looking for a core accounting solution to handle: AP, AR, GL, and budgeting. The lead contact is the accounting manager who reports to the CFO and indicated they are using Quickbooks Enterprise. She said they do 45 million in annual revenue. She noted the systems has some...”* [\(MORE\)](#)

**Lead #348397 / \$42,000** [VIEW FULL PROFILE →](#)

---

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

*“This lead is a 2 year old company and still considered a start up that does distribution for products used in the auto and HVAC verticals and is in need of a solution to handle: AP, AR, GL, CRM, e-commerce, inventory, order*

management, and purchase orders. The lead contact is the Office Manager who indicated they are growing exponentially and just..." [\(MORE\)](#)

**Lead #348324** / **Open** [VIEW FULL PROFILE →](#)

---

A made-to-order manufacturer in Indiana who needs EDI capability.

*"This lead is a made to order manufacturer that is looking for an EDI solution for their company. The lead contact is the IT systems lead who indicated they use Dynamics NAV 2016 and will \*\*require a solution that can integrate with this system\*\* She said they have reviewed and got pricing on SPS Commerce Cloud and are looking for competitive..."* [\(MORE\)](#)

**Lead #348400** / **\$37,000** [VIEW FULL PROFILE →](#)

---

A insurance company in Illinois who needs accounting and bank reconciliation functionalities.

*"This lead is an insurance company that does life insurance that is looking for a new accounting solution to handle: AP, AR, GL, budgeting, and bank reconciliation. The lead contact is the CFO of the company who indicated they were on an antiquated software solution called Genelco. This was tied to the insurance software they used to use. It is now..."* [\(MORE\)](#)

**Lead #348497** / **\$36,000** [VIEW FULL PROFILE →](#)

---

A transportation company in Florida who needs dispatching functionality.

*"This is a large supplier company with a few hundred employees, 50 of which are drivers. They desire a fleet management program to meet their routing and dispatch management needs. This contact is a Project Manager for the company. He has been tasked along with 3 other employees to do research on various fleet management programs available. He and..."* [\(MORE\)](#)

**Lead #348275** / **\$34,500** [VIEW FULL PROFILE →](#)

---

A sub-contractor in Alberta who needs estimating functionality.

*"This lead is a Canadian sub contractor that specializes in commercial painting and drywall projects that is in need of an estimating tool that can do*

takeoff. The lead contact is the Project and Safety Coordinator who indicated they have no solution in place for their quoting. She said they use Sage 50 accounting for all their accounting needs and..." [\(MORE\)](#)

**Lead #348200 / \$25,500** [VIEW FULL PROFILE →](#)

---

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

*"This lead is a general contractor that specializes in exterior work like roofing, siding, doors etc. that is looking for a solution to handle: AP, AR, GL, job costing, project management, and payroll. The lead contact is the Office Manager who said they use Quickbooks Premier currently and find it not to be user friendly. She said they want to be..."* [\(MORE\)](#)

**Lead #348396 / \$24,000** [VIEW FULL PROFILE →](#)

---

A service company in Nevada who needs job cost, work order, and invoicing capabilities.

*"This is a company that operates as a combo towing company and service shop. They have a towing division with roughly 120 trucks, and also have a service shop that mostly exists to conduct repairs on their fleet of trucks but they also do some outside customers as well. They have roughly 200 total employees. This contact is a Service Manager with..."* [\(MORE\)](#)

**Lead #348211 / \$22,400** [VIEW FULL PROFILE →](#)

---

A sub-contractor in New York who needs dispatching functionality.

*"This lead is primarily a residential roofing subcontractor but they also offer other handyman services. There are less than 10 employees and they use Quickbooks along with ServiceCEO which is going to become WorkWave. The contact is the Vice President who is interested in a field service management with estimating functionality. Integration with..."* [\(MORE\)](#)

**Lead #348182 / \$21,200** [VIEW FULL PROFILE →](#)

---

A sports company in Florida who needs asset management functionality.

*“This lead is a clothing distributor on behalf of multiple clients that is in need of an asset management solution. The lead contact is the national distributor for clothing and merchandise for multiple national sport team affiliates. He indicated that he is looking for an asset management system for his clients that would allow them to streamline...”* [\(MORE\)](#)

**Lead #348307 / \$19,800** [VIEW FULL PROFILE →](#)

---

A retailer of hard goods in Mississippi who needs accounting capability.

*“This lead is a retail store that sells flooring in a retail and commercial setting looking for a solution to handle: AP, AR, GL, estimates, and invoicing. The lead contact is the President of the company who is frustrated with their existing Quickbooks solution and the lack of support they are getting. He said every time he calls them it costs him...”* [\(MORE\)](#)

**Lead #348278 / \$19,700** [VIEW FULL PROFILE →](#)

---

A made-to-order manufacturer in Ohio who needs time & attendance functionality.

*“This lead is an engineered to order manufacturer of machines that is in need of a time and attendance solution for the company. The lead contact is the book keeper who will be reviewing solutions. She said currently the workers manually write down their hours on a piece of paper and turn it in to her. She said she can barely read it half the time...”* [\(MORE\)](#)

**Lead #348266 / \$18,000** [VIEW FULL PROFILE →](#)

---

A transportation company in Alberta who needs dispatching capability.

*“This is a transportation company in Canada that handles trucking across most of Western Canada. They have 16 total employees. This contact is the Senior Strategist for the company who desires a solution to handle their routing and dispatch management. Ideally the solution allows them to input their loads, send information electronically to...”* [\(MORE\)](#)

**Lead #348215 / \$16,900** [VIEW FULL PROFILE →](#)

---

A general contractor in Utah who needs time & attendance functionality.

*“This is a construction company with roughly 100 employees. This contact is the Office Manager for the company. She is new to the company and has been tasked with evaluating new time and attendance solutions to replace their existing Microsoft Project solution. This solution will only need to handle tracking time worked. The company desires that...”* [\(MORE\)](#)

**Lead #348490 / \$16,200** [VIEW FULL PROFILE →](#)

---

A real estate sales company in Texas who needs accounting capability.

*“This is a residential real estate sales company. They have 30 employees and anywhere from 600 to 1000 independent contractors (realtors) that work for them. They did around \$13M in sales most recently. This contact is the Accounting Director of the organization who desires an accounting solution to handle their AP, AR, GL, and payroll. In payroll...”* [\(MORE\)](#)

**Lead #348346 / \$15,000** [VIEW FULL PROFILE →](#)

---

A hospitality or hotel management company in Trinidad And Tobago who needs accounting and reservations management functionalities.

*“\*\*This lead is based in Trinidad\*\* This lead is a hotel group with 3 properties and a total of 102 rooms that is looking for a solution to handle: AP, AR, GL, budgeting, and reservation management. The lead contact is the general manager who said they use an antiquated version of Room Master. She said she can upgrade this solution to the current...”* [\(MORE\)](#)

**Lead #348192 / \$14,000** [VIEW FULL PROFILE →](#)

---

A transportation company in California who needs accounting and dispatching functionalities.

*“This lead is a transportation company with 6 vehicles in it's fleet looking for a solution to handle: AP, AR, GL, ad route and dispatch. The lead contact is the dispatcher for the company who noted they have no solution in place. She was hard to hear at times and couldn't provide a lot of details and was asking questions to someone in the...”* [\(MORE\)](#)

**Lead #348246 / \$14,000** [VIEW FULL PROFILE →](#)

---

An accounting firm in Pennsylvania who needs client write-up capability.

*“This lead is a CPA firm that is looking for a new client write up solution for it's 100 clients. The lead contact is the owner of the company who said they have been using Thomson Reuters for 20 years and hate their existing software. He said it lacks the ability to do customized report writing. It is imperative a new solution be able to offer...”* [\(MORE\)](#)

---

**Lead #348477 / \$12,600** [VIEW FULL PROFILE →](#)

A durable goods distributor in Florida who needs ERP including: inventory control, CRM, bank reconciliation, GL, AP, and AR functionalities.

*“This is a company that distributes agriculture related products. They have 4 employees and plan to grow to 6 employees over the next few years. They do under \$1M in annual sales. This contact is the General Manager for the company who desires a solution to handle their CRM, accounting, and inventory management. CRM needs to be the strongest point...”* [\(MORE\)](#)

---

**Lead #348198 / \$11,500** [VIEW FULL PROFILE →](#)

A professional services or consulting company in Maryland who needs estimating functionality.

*“This is a company that primarily operates as an engineering firm but they handle a lot of design build. They hire subcontractors to do a lot of work and have no on-site personal to perform manual labor (they are mostly made up of management people). They do over \$100M in annual sales and have over 110,000 employees. This particular division doing...”* [\(MORE\)](#)

---

**Lead #348393 / \$10,800** [VIEW FULL PROFILE →](#)

A non-profit in California who needs meeting/event membership capability.

*“This lead is a nonprofit industry organization that organizes conferences each year. They have only a few events and sessions that they set up. They only have 1 part-time paid employee. \*\*This lead is only interested in being contacted via email and will not field phone calls from vendors.\*\* This contact is the Managing Director of the...”* [\(MORE\)](#)

**Lead #348195** / **\$10,700** [VIEW FULL PROFILE →](#)

---

A real estate sales company in Washington who needs accounting and commissions management components.

*“This lead is a real estate brokerage firm looking for a solution to handle: AP, AR, GL, and commissions management. The lead contact is the Office Manger collecting information for the managing broker. She noted they use an antiquated Microsoft solution called Comtracks and are looking to update. She only anticipates needing 2 concurrent users in...”* [\(MORE\)](#)

**Lead #348342** / **\$10,000** [VIEW FULL PROFILE →](#)

---

A real estate sales & development company in South Carolina who needs job cost and estimating components.

*“This is a custom homebuilder company. They are getting back into spec home building but still offer custom work as there is less competition in that field in their area. They have 4 employees and do around \$2M in annual sales. This contact is a Manager for the company who desires a solution to handle their takeoff estimating and job costing. They...”* [\(MORE\)](#)

**Lead #348340** / **\$9,200** [VIEW FULL PROFILE →](#)

---

A made-for-stock manufacturer in Idaho who needs sales tax functionality.

*“This is a manufacturer of various rugged camping accessories. They have 35 employees but have plans to expand over the next 6 months to up to 90 employees and up to \$10M in annual sales. This contact is the CFO of the company who desires a sales tax management solution. They are selling through their website, through amazon, and to wholesale...”* [\(MORE\)](#)

**Lead #348479** / **\$9,000** [VIEW FULL PROFILE →](#)

---

A made-to-order manufacturer in California who needs supply chain management functionality.

*“This lead is a **\*\*start-up manufacturing company\*\*** that received its first round of funding this past June. They are looking for a solution that can supply chain management. The lead contact is the senior director of supply*

chain management. They are currently using QuickBooks Enterprise to handle their financials, inventory management, and..." [\(MORE\)](#)

**Lead #348193 / \$8,640** [VIEW FULL PROFILE →](#)

---

A real estate sales company in Virginia who needs accounting and commissions management functionalities.

*"This lead is a real estate sales firm that has 21 agents. They use Brokerwolf. The contact is the Office Manager who is interested in a brokerage accounting program with AP, AR, GL, commissions management, and transaction management. She is looking for options so her boss can review them. She stated that the two they looked at are Emphasys and..."* [\(MORE\)](#)

**Lead #348255 / \$7,750** [VIEW FULL PROFILE →](#)

---

An legal services firm in Cayman Islands who needs accounting functionality.

*"\*\*This lead is based in the Cayman Islands\*\* and is a start up legal assistance firm looking for a basic accounting program to handle: AP, AR, and GL. The lead contact is the Client Accounts Relationship Manager who noted they have no solution in place as a start up. She said they will have an accountant on staff that is a CPA. She noted she will..."* [\(MORE\)](#)

**Lead #348387 / \$7,300** [VIEW FULL PROFILE →](#)

---

A transportation company in Florida who needs accounting capability.

*"This is a small trucking company with 2 employees. They have one truck and trailer. They are in the process of changing from having a hot shot setup to having a tractor trailer they buy themselves and manage. This contact is the co-owner of the business who desires a \*\*trucking industry-specific\*\* accounting software. This needs to handle their..."* [\(MORE\)](#)

**Lead #348213 / \$6,480** [VIEW FULL PROFILE →](#)

---

A transportation company in Illinois who needs accounting, fleet management, and dispatching capabilities.

*“This lead is a consultant requesting on behalf of a transportation company. There are 15 employees. The company offers long and short haul deliveries and don't have a software at the moment. The contact is the mom whose son runs the business. She is looking for a trucking software that can handle accounting, drivers, and loads. She indicated an...”* [\(MORE\)](#)

**Lead #348407** / **\$6,300** [VIEW FULL PROFILE →](#)

---

A general contractor in Utah who needs accounting capability.

*“This is a small construction company with roughly 5 employees. They do between \$1M-\$5M each year in sales. They primarily handle residential home construction. The contact also handles condo projects. They will sometimes get involved in the full development side of things but will mostly operate as a general contractor. They usually have 3-5...”* [\(MORE\)](#)

**Lead #348471** / **\$6,300** [VIEW FULL PROFILE →](#)

---

A property management company in Oklahoma who needs accounting capability.

*“This lead is a property management company that owns and operates 6 residential properties consisting of 900 units. They are looking for an accounting solution that can handle AP, AR, and GL. The lead contact is the VP. They currently outsource their accounting, and they are looking to make that an internal process. Their current accountant uses...”* [\(MORE\)](#)

**Lead #348385** / **\$6,000** [VIEW FULL PROFILE →](#)

---

A general contractor in West Virginia who needs estimating capability.

*“This lead is the construction division of a group of hospitals that is looking for an estimating tool for their company. The lead contact is the project manager for the company who indicated they have been doing their estimates by hand. He said they support the construction projects of 4 major hospitals and other facilities and on average do 10-30...”* [\(MORE\)](#)

**Lead #348398** / **\$5,000** [VIEW FULL PROFILE →](#)

---

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

*“This is a consultant searching on behalf of a client. This client is a manufacturer of mostly umbrellas. They are a start-up company who has done \$750K in their first year and have desires to increase that by 20% this upcoming year. They have 6 employees. This company does not have a software solution in place. They desire a software to handle...”* [\(MORE\)](#)

**Lead #348483 / \$4,800** [VIEW FULL PROFILE →](#)

---

An accounting or legal services firm in Georgia who needs accounting functionality.

*“This lead is an accounting company in need of a solution that can handle AP, AR, GL, payroll, and time and billing. The lead contact is the co-owner. She and her business partner recently merged their two businesses and will begin operating as the new entity over the next several weeks. She was interested in reviewing Sage Intacct as well as two...”* [\(MORE\)](#)

**Lead #348269 / \$4,350** [VIEW FULL PROFILE →](#)

---

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

*“This lead is a non profit organization that provides childhood development activities in need of a donor management system for the company. The lead contact is the Resource Development Director who indicated they use Quickbooks Online for accounting (please note they will NOT replace this solution) and have nothing in place for donor management...”* [\(MORE\)](#)

**Lead #348244 / \$4,100** [VIEW FULL PROFILE →](#)

---

A non-profit in North Carolina who needs asset management capability.

*“This lead is a non profit organization that provides ministry services to individuals incarcerated in a county jail that is looking for an asset management solution for their ministry library. The lead contact is the Chaplain and Executive Director of the ministry program who indicated he is looking to track the books they use in the library. He...”* [\(MORE\)](#)

**Lead #348138 / \$3,600** [VIEW FULL PROFILE →](#)

---

A service company in South Dakota who needs work order functionality.

*“This is a plumbing business that has 4 total employees and does under \$1M in annual sales. This contact is the owner of the business. He desires a solution his technicians can use out in the field. This will be for managing work orders. They will be able to fill out their material lists, time worked, and other job related things. They also want...”* [\(MORE\)](#)

**Lead #348270 / \$3,600** [VIEW FULL PROFILE →](#)

---

A service company in California who needs accounting capability.

*“This is a company that handles repairs of trailers and also provides indoor and outdoor storage. This company has 4 employees. This contact is the Owner of the company who desires a basic accounting solution to manage their financials. Ideally the general ledger can handle multi-entity accounting, as they want to break up the repair company and the...”* [\(MORE\)](#)



**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

---

You are receiving this email because of your company's participation in Sell Accounting Software's partner network. If you have any questions, please contact Monica Wilson at  [\(414\) 456-0500 ext. 11](tel:(414)456-0500). To opt out of future messages, [unsubscribe here](#).