

## 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 #349098 / \$720,000 [VIEW FULL PROFILE →](#)

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A heating, A/C and ventilation services company in South Dakota who needs ERP including: supply chain management, job cost, invoicing, commissions management, estimating, GL, AP, and AR functionalities.

*“This lead is an HVAC services company looking for a solution that can handle AP, AR, commissions management, estimating, quotes & proposals, GL, inventory control, invoicing, job costing, order management, and PO. The lead contact is the owner of one of their 3 locations. He is looking for a solution that can help them put their sales, service...”* [\(MORE\)](#)

### Lead #349224 / \$350,000 [VIEW FULL PROFILE →](#)

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A pharmaceutical/food manufacturing company in Oklahoma who needs ERP including: order management, inventory control, job cost, manufacturing management, and five other modules.

*“This lead is a consultant working on behalf of a food manufacturing client looking for a solution that can handle warehouse management as well as AP, AR, GL, inventory control, job costing, MES, MRP, order management, and PO. There could be further discussion needed on functionality as he initially thought it to be just warehouse management, but...”* [\(MORE\)](#)

### Lead #349135 / \$300,000 [VIEW FULL PROFILE →](#)

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A utility in Tennessee who needs inventory control and supply chain management modules.

*“This lead is a billion dollar public utility company that is primarily looking for an inventory solution, but ultimately know they will need a larger supply*

chain management solution. **\*\*THEY DO NOT NEED AN ERP SOLUTION, THEY WILL NOT REPLACE ORACLE. Requesting with an ERP solution is done at your own risk\*\*** The lead contact is the Materials..." [\(MORE\)](#)

**Lead #348809 / \$250,000** [VIEW FULL PROFILE →](#)

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

*"This lead is for a process/job shop manufacturing company looking for an add on Foundry module to assist with their BOMs mainly but also MRP. The contact is the IT Manager who is looking for add on to Infor LN that will create efficiencies to their current process(ess). There are manual processes which they desire to eliminate with this new..."* [\(MORE\)](#)

**Lead #348285 / \$220,000** [VIEW FULL PROFILE →](#)

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A general contractor in California who needs project management functionality.

*"This lead is for a \$25-50M division within a \$1B+ Construction company. The contact is reviewing construction solutions for mainly Project Management but would be interested in understanding capabilities around Job Cost and Estimating. The contact is a Global Project Coordinator reviewing solutions to potentially consolidate the use of their..."* [\(MORE\)](#)

**Lead #348934 / \$192,000** [VIEW FULL PROFILE →](#)

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A made-for-stock manufacturer in Kansas who needs ERP including: order management, inventory control, manufacturing management, EDI, and four other modules.

*"This lead is a made for stock manufacturer that is looking for a solution that can handle AP, AR, GL, BOM, EDI, inventory control, MES, MRP, order management, and PO. The lead contact is the IT manager looking to upgrade their ERP system before he retires. They had been using Solar Software, but the solution was bought out and is no longer..."* [\(MORE\)](#)

**Lead #349079 / \$143,000** [VIEW FULL PROFILE →](#)

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A soft goods distributor in Jamaica who needs ERP including: supply chain management, CRM, e-commerce, GL, AP, and AR functionalities.

*“This lead is based in Jamaica” This lead is an apparel distributor that is in need of an ERP solution to handle: AP, AR, GL, CRM, e-commerce, inventory, order management, and purchase orders. There are 2 lead contacts that I spoke with during the interview. One is the general manager and the other is the Director. They indicated they are on...” (MORE)*

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**Lead #349127 / \$133,000** [VIEW FULL PROFILE →](#)

Medical distributor in Tennessee who needs accounting and warehouse management functionalities.

*“This lead is for a \$13M medical device company in need of an ERP solution for accounting, inventory/bar code management and light warehouse management (1 worker). The lead contact is the AR Coordinator, but also the wife of one of the owners. She indicated they are using Sage 100 today, but is deficient when it comes to inventory/bar code and...” (MORE)*

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**Lead #348982 / \$115,000** [VIEW FULL PROFILE →](#)

A transportation company in Georgia who needs estimating, asset management, and fleet management functionalities.

*“This lead is for a \$25-\$30M transport (heavy haul) company in the early stages of review for solutions around Fleet Management (primary), Fixed Asset Management and Estimating software for their non power unit equipment (~300). The contact is the Operations Manager who says most of their equipment management is a disjointed very manual process...” (MORE)*

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**Lead #349021 / \$107,000** [VIEW FULL PROFILE →](#)

A non-profit in Virginia who needs ERP including: CRM, fund accounting, HR management, GL, AP, and AR components.

*“This lead is a non profit organization that provides lobbying services and other membership based services for organizations that is in need of a full solution to handle: AP, AR, GL, CRM, fund accounting, HR, and time and*

attendance tracking. The lead contact is the new Executive Director of the organization who indicated there is no software in..." [\(MORE\)](#)

**Lead #349034 / \$97,000** [VIEW FULL PROFILE →](#)

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A made-to-order manufacturer in South Carolina who needs ERP including: supply chain management, job cost, CRM, GL, AP, and AR capabilities.

*"This lead is a start up made to order manufacturer of disposable packaging that is looking for an ERP system to handle: AP, AR, GL, CRM, inventory, job costing, order management, and purchase orders. The lead contact is the Vice President of Operations who indicated they have no solution in place. He said they have will be expanding to 4 plants..."* [\(MORE\)](#)

**Lead #348318 / \$87,000** [VIEW FULL PROFILE →](#)

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A general contractor in California who needs job cost, estimating, and contract management components.

*"This is a residential/builder developer looking mainly for Estimating, Job Cost and Contracting software. They build homes in subdivisions up anywhere from 40-60 at a time/150-200 per year. The contact is the Purchasing Agent who indicated they are using Pharoah and for their scheduling, estimating and bidding capabilities however it is not..."* [\(MORE\)](#)

**Lead #349030 / \$86,800** [VIEW FULL PROFILE →](#)

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

*"This lead is for a construction sub-contractor looking for a solution that can handle asset management with a specific interest in RFID tracking. The lead contact is an accountant who is researching this project, and will be making recommendations to a committee for the final decision. She wants to be able to track where items are, and it can..."* [\(MORE\)](#)

**Lead #349068 / \$86,800** [VIEW FULL PROFILE →](#)

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A general contractor in California who needs project management functionality.

*“This lead is a construction general contracting company that handles residential apartments and multi-family units. They are looking for a solution that can handle project management and scheduling. The lead contact is the director of purchasing. They currently use Timberline to handle most of their construction software needs, but they had been...”* [\(MORE\)](#)

**Lead #349149 / \$72,000** [VIEW FULL PROFILE →](#)

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A food or medical distributor in Quebec who needs supply chain management, job cost, e-commerce, and time & attendance functionalities.

*“This lead is a Canadian-based food manufacturing business looking for an ERP solution that can handle e-commerce, inventory control, job costing, MES, MRP, order management, PO, and time and attendance. The lead contact is the co-founder of the company looking for a more robust ERP solution. They currently do about \$1 to \$5 million in annual...”* [\(MORE\)](#)

**Lead #349097 / \$61,000** [VIEW FULL PROFILE →](#)

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A professional consulting company in Florida who needs ERP including: purchase order, time billing, budgeting, GL, AP, and AR capabilities.

*“This lead is a government contractor that is looking for a **\*\*DCAA Compliant\*\*** solution to handle: AP, AR, GL, budgeting, purchase orders, and time and billing. The lead contact is the General Manager of the company who indicated they are on a Quickbooks solution (version unknown) that will not pass DCAA or DCMA compliance. They are on the edge of...”* [\(MORE\)](#)

**Lead #349075 / \$51,000** [VIEW FULL PROFILE →](#)

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A food 3PL Distributor in Ohio who needs inventory control and warehouse management modules.

*“This lead is for a 3PL Food (perishables) distributor looking for a Inventory and WMS solution. The contact is one of the Founders and Chief Strategy Officer who is currently using an older version of Scout topShelf but there is dissatisfaction with the current provider. The way they price is one of the issues. There are 3 main requirements: They...”* [\(MORE\)](#)

**Lead #348886 / \$46,000** [VIEW FULL PROFILE →](#)

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A general contractor in West Virginia who needs accounting functionality.

*“This lead is a utilities and paving company in need of a solution for Accounting, Job Cost (most important) and Payroll. The contact is the Owner of the company who indicated they are using Quickbooks Pro but lacks capabilities around the aforementioned. \*\*The contact requested to speak with EZJOB and Quickbooks Premier specifically\*\* The contact...”* [\(MORE\)](#)

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**Lead #349077 / \$43,800** [VIEW FULL PROFILE →](#)

A professional services company in Michigan who needs time billing and project management capabilities.

*“\*\*This lead is a redistribution of lead 341190. He was unhappy with the solutions he was connected with originally and as a result is looking to re-cast his search for new solutions.\*\* \*\*providers and products matched with the previous lead have been excluded\*\* This lead is a consulting firm that provided telecommunication and engineering...”* [\(MORE\)](#)

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**Lead #348943 / \$43,400** [VIEW FULL PROFILE →](#)

A transportation company in Iowa who needs accounting and commissions management modules.

*“This lead is a transportation company looking for a solution that can handle AP, AR, GL, invoicing, and commissions management. The lead contact is the director of operations. She is looking to update their accounting and invoicing solution. They had been using a modified version Billmaster for invoicing and QuickBooks for accounting, and she...”* [\(MORE\)](#)

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**Lead #348984 / \$42,000** [VIEW FULL PROFILE →](#)

A general contractor in California who needs accounting functionality.

*“This lead is a civil engineering and construction company that does grading, pavement, and underground work looking for a new construction ERP solution to handle: AP, AR, GL, job costing, and payroll. The lead contact is the President of the company who said their primarily work commercial and government jobs though they do work some private work...”* [\(MORE\)](#)

**Lead #349019 / \$34,200** [VIEW FULL PROFILE →](#)

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A non-profit in New York who needs accounting, fundraising, and donor management functionalities.

*“The lead is for a non profit organization in need of donor management and fundraising capabilities first and foremost. The contact is a the VP of Development who is reviewing these types of solutions as currently there is no solution other then Excel at best to support these types of activities. He is new to the company and this is one of the...”* [\(MORE\)](#)

**Lead #349176 / \$34,000** [VIEW FULL PROFILE →](#)

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A made-to-order manufacturer in California who needs ERP including: inventory control, order management, project management, supply chain management, QMS, GL, AP, and AR functionalities.

*“This lead is for a light structural mfg company looking for an ERP type system for Accounting, Inventory/Supply Control, Order, Project and Quality Management. The contact is the CEO of the company who is looking for these solutions to supplement and possibly replace Quickbooks. Most of these capabilities are not within a system today thus this...”* [\(MORE\)](#)

**Lead #348990 / \$33,600** [VIEW FULL PROFILE →](#)

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A non-durable goods distributor in Illinois who needs inventory control and CRM components.

*“This lead is a third party distributor of nondurable goods looking for a solution that can handle inventory control and CRM. The lead contact is the president of the company. They are launching a new B2B website for industrial supplies, and they do not have a solution in place for inventory management. They have been handling it manually, but with...”* [\(MORE\)](#)

**Lead #349204 / \$31,200** [VIEW FULL PROFILE →](#)

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A process operations manufacturer in Jamaica who needs ERP including: inventory control, order management, job cost, manufacturing management, and four other modules.

*“This lead is a Jamaican-based process manufacturing company looking for an ERP solution that can handle AP, AR, GL, inventory control, job costing, MRP, order management, purchase orders, and supply chain management. It is not needed now, but in the future, they would look to add payroll too. The lead contact is the general manager. They had been...”* [\(MORE\)](#)

**Lead #349226 / \$30,200** [VIEW FULL PROFILE →](#)

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

*“This lead is for a new Plumbing company launching in 6 weeks and needs an Accounting (AR, AP, GL), Estimating, Job Cost and Payroll solution. The company does both residential and commercial repair, remodel, etc. The contact is one of the owners of the company, it is actually the wife of the husband who is launching this plumbing company. There is...”* [\(MORE\)](#)

**Lead #349035 / \$28,800** [VIEW FULL PROFILE →](#)

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

*“This lead is a made-to-order manufacturer looking for a solution that can handle order management. The company employs around 80 people and does between \$8 million to \$10 million in annual revenue. The lead contact is the IT manager looking for a solution to serve as a price configurator. They use SAP Business One which is able to handle most...”* [\(MORE\)](#)

**Lead #349070 / \$25,600** [VIEW FULL PROFILE →](#)

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A non-profit in Ontario who needs accounting functionality.

*“This lead is for a non profit charitable foundation in need of a new accounting (AP, AR, GL), budgeting, and payroll solution. The lead contact is an Accountant (former ERP Consultant) who is looking at new accounting software to possibly replace the current Sage 50 Quantum solution in place due to weak/missing capabilities. Some of the contact's...”* [\(MORE\)](#)

**Lead #348986 / \$24,400** [VIEW FULL PROFILE →](#)

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A retailer of hard goods in Ontario who needs inventory control capability.

*“This lead is a Canadian-based retailer of hard goods looking for an inventory control solution that can handle barcoding. The lead contact is the fixed operations manager. He is looking for a better solution to track their automotive parts. They are currently tracking everything manually, but they have thousands of parts they need to track because...”* [\(MORE\)](#)

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**Lead #348542 / \$23,000** [VIEW FULL PROFILE →](#)

A food or medical distributor in Kansas who needs order management capability.

*“This lead is a Medical Supply Distributor looking for a Shipping/Order Management solution that will integrate into their Epicor (Prophet 21) ERP system. The contact is the Technical Operations Manager who indicated they desire a comprehensive shipping software that can ship using any shipper like UPS, USPS, FedEx and LTL (if possible), instead...”* [\(MORE\)](#)

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**Lead #348881 / \$23,000** [VIEW FULL PROFILE →](#)

A general contractor in Texas who needs estimating functionality.

*“This lead is a for a general contractor that does large commercial projects that is in need of an estimating solution. The lead contact is the Director of Preconstruction who said they use Spectrum for accounting and project management, and currently use Excel for estimating. He said they completed 20-25 large projects per year and do roughly 16...”* [\(MORE\)](#)

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**Lead #348972 / \$23,000** [VIEW FULL PROFILE →](#)

A restaurant company in Texas who needs payroll functionality.

*“This lead is a restaurant that is relaunching in January and is looking for a payroll solution. The lead contact is the Chef of the restaurant working on this for the owner. He said they are finalizing their POS and accounting solution and will need a payroll solution. He anticipates need to process payroll for a total of 30 employees. He will...”* [\(MORE\)](#)

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**Lead #348888 / \$22,000** [VIEW FULL PROFILE →](#)

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An accounting or legal services firm in Newfoundland and Labrador who needs accounting capability.

*“This lead is an Accounting company in need of Accounting and Payroll solutions for the contact's unique payroll service division. The contact is the Owner/CEO of the company using Sage 50 for Accounting/Payroll, however lacks the ability for a unified way to conduct payroll activities for this division. As a result, there are multiple manual...”* [\(MORE\)](#)

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**Lead #348661 / \$19,000** [VIEW FULL PROFILE →](#)

A sub-contractor in Louisiana who needs project tracking capability.

*“This lead is a commercial subcontractor that does concrete and drainage work that is looking primarily for a job costing and project management solution for the business. The lead contact is the President of the company who indicated they have Quickbooks (she was unsure of the version). She said she would be open to replacing it for a unified...”* [\(MORE\)](#)

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**Lead #349016 / \$16,800** [VIEW FULL PROFILE →](#)

A printing or publishing company in New Jersey who needs inventory control capability.

*“This lead is a printing/publishing company that specializes in direct mail looking for a solution that can handle inventory control with barcoding capabilities. The lead contact is the assistant to the production manager. He is looking for a barcoding solution that can integrate with their database to track what tasks are completed, and what is...”* [\(MORE\)](#)

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**Lead #349066 / \$16,800** [VIEW FULL PROFILE →](#)

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

*“\*\*This lead is based in the Cayman Islands\*\* This lead is for a church in need of Non Profit software for Donor Management, Accounting, Fund Accounting and Fund Raising. The lead contact is part of the Administrative team who is relatively new to the church, but also one of the contact's tasks is to look at a new solution for the organization...”* [\(MORE\)](#)

**Lead #348980** / **\$15,800** [VIEW FULL PROFILE →](#)

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

*“This lead is a made to order manufacturer of hydraulic equipment that is looking for an inventory solution. The lead contact is the shop manager who will be presenting options to the owner. He said currently they use an Excel sheet to track inventory. He was unaware of any other software the company uses saying he is juts the shop guy. He is...”* [\(MORE\)](#)

**Lead #349225** / **\$14,000** [VIEW FULL PROFILE →](#)

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A general contractor in Idaho who needs project management capability.

*“This lead is a commercial general contractor that is looking for a project management solution for their business. The lead contact is a business consultant for the company (confirmed he does work there) and he indicated they currently use Procontractor for their ERP and use ProCore for project management. They feel that Procore is too...”* [\(MORE\)](#)

**Lead #349024** / **\$12,600** [VIEW FULL PROFILE →](#)

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A restaurant or food service company in Texas who needs inventory control functionality.

*“This lead is a food service business that opened last week as part of a national chain. They are looking for a solution that can handle inventory control. The lead contact is the manager of this location. The parent company provides software for other functions of their business, but they do not have anything to help them track inventory. They are...”* [\(MORE\)](#)

**Lead #349159** / **\$12,600** [VIEW FULL PROFILE →](#)

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

*“This lead is a non profit church that is looking for a system to handle: AP, AR, GL, donor management, fund accounting and GL. The lead contact is the secretary and treasurer of the church who finds their existing Quickbooks*

solution difficult to use and indicated that he feels it isn't geared towards non profits. He said the church has 225..." [\(MORE\)](#)

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**Lead #348994 / \$12,300** [VIEW FULL PROFILE →](#)

A soft goods distributor in Quebec who needs supply chain management and invoicing capabilities.

*"\*\*This lead is a start-up Canadian third party distributor of soft goods looking for a solution that can handle inventory control, invoicing, order management, and PO.\*\* In the future, they would need a solution that can handle EDI, but they do not need that functionality right now. The lead contact is the VP of the organization. They have been in..."* [\(MORE\)](#)

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**Lead #349137 / \$11,300** [VIEW FULL PROFILE →](#)

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

*"This lead is a non profit organization that is looking for a solution to offer: AP, AR, GL, fundraising and donor management. The lead contact is the IT Manager for the organization who indicated they are currently using Wild Apricot and feel it no longer fits their needs. He described the following issues: Only lets you have 1 invoice template..."* [\(MORE\)](#)

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**Lead #348977 / \$10,500** [VIEW FULL PROFILE →](#)

A soft goods distributor in Ontario who needs e-commerce capability.

*"This lead is a Canadian-based wholesaler/distributor of soft goods looking for an e-commerce solution. The lead contact is the owner of the family-owned business. They do around \$3 to \$4 million annually (Canadian), and they employ 5-7 people. He is looking for an e-commerce solution for their website that will allow their customers to see the..."* [\(MORE\)](#)

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**Lead #349041 / \$10,400** [VIEW FULL PROFILE →](#)

An agriculture, forestry, fishing or mining company in British Columbia who needs inventory control and farm fertilizer blending functionalities.

*“This lead is for a Farming/Agriculture organization looking for a Farming/Agriculture Inventory Control solution. The contact is in Administration looking specifically at blending solutions, only, for their bulk fertilizer operations. There is a new grain facility that has no solution in place today. The solution is for a new grain facility that...”* [\(MORE\)](#)

**Lead #349044 / \$10,000** [VIEW FULL PROFILE →](#)

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A general contractor in California who needs project management capability.

*“This lead is a general contractor that focuses on interior design and then does whole house remodels working with subcontractors that is in need of a solution for project management. The lead contact is the owner of the company who said their existing PM solution IVY (<https://www.ivy.co/>) simply just doesn't work for them and doesn't allow any...”* [\(MORE\)](#)

**Lead #349093 / \$9,750** [VIEW FULL PROFILE →](#)

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

*“This lead is for a Commercial/Residential General Contracting firm looking for Property/Accounting Management solution for a high rise project he is working on. The contact is the CEO of the company who indicated the request was made for the C3 solution specifically, but is open to hearing about others that provide the same capabilities. The...”* [\(MORE\)](#)

**Lead #348273 / \$9,500** [VIEW FULL PROFILE →](#)

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A property management company in Rhode Island who needs property management capability.

*“This lead is a property management company which manages 450 condominium units looking for a solution that can handle property management. The lead contact is a property manager. She is looking for a solution that can help them establish an online portal so tenants can make payments or place work orders. They use QuickBooks for accounting, and...”* [\(MORE\)](#)

**Lead #349087 / \$7,200** [VIEW FULL PROFILE →](#)

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A retailer of soft goods in Bahamas who needs accounting and point-of-sale capabilities.

*“\*\*This lead is based in the Bahamas\*\* This lead is a start up clothing boutique that is in need of a solution to handle: AP, AR, GL, payroll, inventory, and POS. The lead contact is the owner who indicated she has no solution in place. She said she is hoping to open her shop by the end of December if not January. She will have 2 sales associates...” [\(MORE\)](#)*

**Lead #349150 / \$7,200** [VIEW FULL PROFILE →](#)

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A general contractor in Texas who needs estimating capability.

*“This lead is general contractor that does residential projects that is looking for an estimating tool that can do take off. The lead contact is the owner of the company who indicated he has experience with Xactimate, but feels it isn't geared towards home builders and he is looking for something that is more designed for that industry. \*\*he has...” [\(MORE\)](#)*

**Lead #348999 / \$7,000** [VIEW FULL PROFILE →](#)

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A general contractor in New Hampshire who needs time & attendance capability.

*“This lead is a consultant on behalf of a client that is a general contractor and is looking for a time and attendance solution. The lead contact is a consultant and she said she provides HR services for them. She said they currently use Sage 300 as their ERP and keep track of their time via manual time cards. They are looking to automate this...” [\(MORE\)](#)*



**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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