

From: Monica Wilson <monica@findaccountingsoftware.com>
Sent: Monday, May 2, 2016 15:03
To: Louis Botes
Subject: This Morning's Fresh Leads (7)

THIS MORNING'S FRESH LEADS

Hello, Louis! We have seven leads for your review this morning. They will be matched at 1pm ET. Click the links below to read the full profile, including detailed interview notes.

Lead #301628 [VIEW FULL PROFILE →](#)

Friday morning, Amanda Matusin spoke with a non-profit organization in Colorado who needs ERP including: purchase order, payroll, fund accounting, invoicing, HR management, GL, AP, and AR components.

“This is a nonprofit organization with that is looking for a complete and robust fund accounting solution. Currently, the organization has an operating budget of \$5M, but this is projected to grow to about \$7M in the coming years. They deal primarily with government grants, with anywhere from 70%-90% of their revenue being cost reimbursement...” [\(MORE\)](#)

Lead #301645 [VIEW FULL PROFILE →](#)

Friday afternoon, Russ Davidson spoke with a general contractor in Texas who needs ERP including: cash management, payroll, job cost, work order management, estimating, GL, AP, and AR modules.

“This is a larger construction company with 100 employees that plans on growing that to 300 in a few years time. They mostly work under generals but also do their own work as a general to take on new jobs. They handle about 150 jobs a month that range from installation, service repair, renovations, and new construction. This contact is the CFO of...” [\(MORE\)](#)

Lead #301626 [VIEW FULL PROFILE →](#)

Friday morning, Brent Laskowski spoke with a made-for-stock manufacturer in California who needs product lifecycle management including: inventory management, order management, manufacturing management, and job cost components.

“This is a new made for stock manufacturing company that has been operating as a research & development, and engineering company, and now they will be manufacturing one specific product on a made for stock basis (they are adding a second product shortly.). Their customers are other manufacturers and the product that they create is an electronic...” [\(MORE\)](#)

Lead #301432  [VIEW FULL PROFILE →](#)

Friday afternoon, Russ Davidson spoke with a cleaning service company in Pennsylvania who needs accounting and dispatching functionalities.

“This is a cleaning company that does cleaning for commercial businesses. They have a 5-man staff and generally work with around 10 clients each month on a weekly basis. This contact desires a fully integrated solution to handle their accounting (AP, AR, GL) with payroll and time attendance tracking, as well as inventory and dispatch management...” [\(MORE\)](#)

Lead #301383  [VIEW FULL PROFILE →](#)

Friday afternoon, Brent Laskowski spoke with an accounting firm in Illinois who needs general ledger capability.

“This is an accounting firm that has software systems in place for income tax prep and payroll, and now they are searching for a standalone GL software solution to generate profit/loss statements, balance sheets, and basic financial reports, which they are doing manually now. They are searching for a single user, standalone GL software solution...” [\(MORE\)](#)

Lead #301200  [VIEW FULL PROFILE →](#)

Friday afternoon, Amanda Matusin spoke with a b2b travel service company in New York who needs accounting and sales analysis capabilities.

contact is looking for industry-specific accounting software. As a business, they buy tickets from host agencies and then sell them to travel agents, collecting commissions on each sale. They would like the ability to print commission checks and track commissions...” [\(MORE\)](#)

Lead #301642  [VIEW FULL PROFILE →](#)

Friday afternoon, Brent Laskowski spoke with a search being undertaken for a durable goods distributor in Utah who needs inventory management capability.

“This is a search that is being undertaken for an E-commerce durable goods distributor that also sells products at trade shows, and they do not have an inventory management system in place, and they plan to implement a system quickly, within the next 60 days, so this could be a quick sale. Our contact is the accountant to this company and they are...” [\(MORE\)](#)



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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