

From: Monica Wilson <monica@findaccountingsoftware.com>
Sent: Tuesday, May 3, 2016 15:03
To: Louis Botes
Subject: This Morning's Fresh Leads (10)

THIS MORNING'S FRESH LEADS

Hello, Louis! We have ten 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 #301733 [VIEW FULL PROFILE →](#)

Yesterday afternoon, Brent Laskowski spoke with a soft goods distributor in New York who needs sales tax functionality.

“This is an established soft goods distributor that currently uses Vertex for processing sales tax with their ERP system, and due to the fact that the yearly subscription has become expensive for them, they are searching for a new sales tax software solution that can integrate with their ERP system. Our contact works with primarily Vertex and they...” [\(MORE\)](#)

Lead #301744 [VIEW FULL PROFILE →](#)

Yesterday afternoon, Russ Davidson spoke with a government entity in Washington who needs payroll and time & attendance functionalities.

“This is a government agency with over 100 employees. This contact is the senior accountant for the organization who desires a solution to help track payroll information; mostly time attendance. This company has multiple shifts, multiple pay rates, and multiple contracts they will track for their employees. Their employees have un-traditional...” [\(MORE\)](#)

Lead #301743 [VIEW FULL PROFILE →](#)

Yesterday afternoon. Brent Laskowski spoke with a transportation company

in Florida who needs software to produce one specific report (see notes).

“This is a transportation brokerage services company that leases vehicles on behalf of vehicle owners to companies that need trucks, and they do not have software in place to produce a specific financial statement to their truck owners. They have QuickBooks, uDrove, ITS Dispatch, and Truckstop to manage daily operations and backend financials. They...” [\(MORE\)](#)

Lead #301633  [VIEW FULL PROFILE →](#)

Yesterday afternoon, Russ Davidson spoke with a retailer of sporting goods in Ohio who needs inventory management and point-of-sale modules.

“This is a retailer of various sporting goods and equipment. This company has many different departments and divisions, however this specific department is in charge of managing trade shows that they attend. They generally attend around 8 per year. This company has over 200 employees but this specific department is only around 25 people. This...” [\(MORE\)](#)

Lead #301728  [VIEW FULL PROFILE →](#)

Yesterday afternoon, Russ Davidson spoke with an HVAC and plumbing service company in Virginia who needs estimating functionality.

“This is a company that provides HVAC and plumbing service work. This contact is a project manager for the company who desires to find an estimating solution to meet their business needs. This solution should ideally provide the unit price of commodities and the HVAC, plumbing, and duct work parts they utilize. They want to be able to do an...” [\(MORE\)](#)

Lead #301737  [VIEW FULL PROFILE →](#)

Yesterday afternoon, Russ Davidson spoke with a retailer of video games in Ontario who needs accounting capability.

“This is a retail store that sells and trades video games. This is a family run business that is hiring a few employees in order to increase store hours and eliminate some of the strain on the current family employees. This contact is the owner of the business who mainly desires a payroll solution for paying these employees. Currently he's just...” [\(MORE\)](#)

Lead #301738 [VIEW FULL PROFILE →](#)

Yesterday afternoon, Brent Laskowski spoke with a new rental company in California who needs: rental inventory management, cash management, CRM, work order management, invoicing, GL, AP, and AR capabilities.

“This is a new equipment rental company, and they have a sister company that preforms construction operations, but they do not have software in place to accommodate new equipment rental operations, and they plan to make a selection on software ASAP, so this could potentially be a quick sale. They are searching for a 3 concurrent user, financial...” [\(MORE\)](#)

Lead #301682 [VIEW FULL PROFILE →](#)

Yesterday morning, Brent Laskowski spoke with a heating, A/C and ventilation services company in Kansas who needs field service management software including: inventory management, purchase order, job cost, CRM, and five other modules.

“This is an HVAC services company that recently switched their field service management system to Wintac, and due to the fact it is not meeting their current needs, they want to implement a new field service management system, within the next month, so this could be a quick sale. They have reviewed Sage products, Viewpoint products, Wintac...” [\(MORE\)](#)

Lead #301574 [VIEW FULL PROFILE →](#)

Yesterday afternoon, Russ Davidson spoke with a general contractor in Arizona who needs accounting functionality.

“This is an company that provides engineering consulting for the design process as well as having a contractor section of their company that handles the entire build process. They do have some routine subcontractors they work with but also will employ their own individuals on a lot of these jobs. This company desires a solution to handle their...” [\(MORE\)](#)

Lead #301701 [VIEW FULL PROFILE →](#)

Yesterday afternoon, Brent Laskowski spoke with a repair services company in Texas who needs accountina. inventory management. invoice.

and estimating capability.

“This is a new automotive repair business that has just opened and they do not have any accounting software, or software to manage daily operations, and they want to implement a new accounting and inventory management system quickly, so this could be a quick sale. They are searching for a single user, accounting software solution with inventory...” [\(MORE\)](#)



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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