

From: Monica Wilson <monica@findaccountingsoftware.com>
Sent: Thursday, May 5, 2016 15:04
To: Louis Botes
Subject: This Morning's Fresh Leads (14)

THIS MORNING'S FRESH LEADS

Hello, Louis! We have 14 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 #301857 [VIEW FULL PROFILE →](#)

Yesterday morning, Russ Davidson spoke with a dairy distributor in Colorado who needs ERP including: inventory management, order management, EDI, GL, AP, and AR functionalities.

“This is a dairy and ice cream grocery distributor. They purchase from various manufacturers and distribute their products to small stores such as convenience stores, gas stations, hotels, and smaller chain market stores such as dollar stores. This contact is the controller for the organization who desires a solution to meet their accounting, order...” [\(MORE\)](#)

Lead #301763 [VIEW FULL PROFILE →](#)

Tuesday morning, Adam Bluemner spoke with a sub-contractor in Kansas who needs ERP including: payroll, job cost, time & attendance, GL, AP, & AR capabilities.

“This company is a contracting business that does a variety of general contracting and trade work (environmental remediation, HVAC, systems control). The company is growing and they are now at over \$10M annual revenue. They are currently using QuickBooks. The purpose of this search is to find a replacement for QuickBooks that is more specific to...” [\(MORE\)](#)

Lead #301740 [VIEW FULL PROFILE →](#)

Yesterday afternoon, Russ Davidson spoke with a retailer of internally manufactured HVAC goods in Georgia who needs accounting and point-of-sale capabilities.

“This is a manufacturer of HVAC ducts that also has a retail front to it. A large majority of their sales are on the retail side to single customers who will come to their location to purchase the parts they produce. They not only sell the duct work parts they manufacture but they also sell supplies for the installation of this duct work. This...” [\(MORE\)](#)

Lead #301851  [VIEW FULL PROFILE →](#)

Yesterday morning, Brent Laskowski spoke with a property management company in Florida who needs property management including: property management, work order management, invoicing, GL, AP, and AR functionalities.

“This is a property management company that owns 30 properties with less than 50 tenants at this time but they are expanding and their goal is to manage upwards of 80 properties, they do not have software in place for property management operations except a free trial version of LandLordMax (<http://www.landlordmax.com/>) . Since this company does...” [\(MORE\)](#)

Lead #301862  [VIEW FULL PROFILE →](#)

Yesterday afternoon, Brent Laskowski spoke with a retailer and E-commerce distributor of hard goods in Georgia who needs retail and distribution management including: inventory management, order management, payroll, point-of-sale, GL, AP, and AR modules.

“This is an E-commerce distribution business for durable goods and now they are opening up a retail location, and they are searching for a retail software solution. This company is still early in their discovery/research stage for software and implementation will not take place for at least 6 months, but they need to incorporate the software into...” [\(MORE\)](#)

Lead #301753  [VIEW FULL PROFILE →](#)

Yesterday afternoon, Russ Davidson spoke with a general contractor in California who needs accounting and change order management

functionalities.

“This is a general contractor that handles remodeling as well as new-builds. A lot of these jobs are long-term as they are mostly ultra high-end residential jobs (some can take up to 3 years to complete). They generally have 4-5 jobs active at any given time. This contact is the owner of the business who desires a construction-focused solution to...” [\(MORE\)](#)

Lead #301859  [VIEW FULL PROFILE →](#)

Yesterday morning, Brent Laskowski spoke with a search being undertaken for a made-for-stock manufacturer in the Caribbean in Caribbean who needs accounting and payroll functionality.

“This is a search that is being undertaken for a made for stock manufacturing company located in the Caribbean that has a handful of distinct branches for their various business operations. For their manufacturing division, they do not have software in place to manage backend financials or daily operations, which has motivated them to make a...” [\(MORE\)](#)

Lead #301872  [VIEW FULL PROFILE →](#)

Yesterday afternoon, Russ Davidson spoke with a real estate sales & development company in Kansas who needs trust accounting capability.

“This is a real estate company that acts as agents for individuals selling their homes. Most of their clients are residential but they also have some commercial clients. This company desires a trust accounting solution that will be in compliance with Kansas state requirements. They want to be able to track transactions and create reports. Currently...” [\(MORE\)](#)

Lead #301849  [VIEW FULL PROFILE →](#)

Yesterday morning, Amanda Matusin spoke with a consulting company in Utah who needs cash management software.

“This contact owns a consulting business, and is interested in the opportunity to help companies understand the importance of bank reconciliation software. He would like to help businesses change the way they close their books. He has

their close process, and wants to be..." (MORE)

Lead #301868  [VIEW FULL PROFILE →](#)

Yesterday afternoon, Brent Laskowski spoke with a services operation in Massachusetts who needs CRM and mobile work order management capabilities.

"This is a multi-company services operation that generally has construction related service operations, and they do not have a CRM or work order management software solution in place which has motivated them to search for software. They are searching for a mobile work order management software solution that can accommodate multiple companies and..." (MORE)

Lead #301831  [VIEW FULL PROFILE →](#)

Yesterday afternoon, Russ Davidson spoke with an accounting firm in Alberta who needs accounting functionality.

"This is an accounting firm with 10 employees. They handle small business accounting for around 50 clients, and will also handle a small amount of payroll for these clients. This contact is an associate for the company who desires a solution to handle their AP, AR, GL, budgeting/forecasting, and payroll needs for their 50 clients. Their largest..." (MORE)

Lead #301858  [VIEW FULL PROFILE →](#)

Yesterday morning, Brent Laskowski spoke with a general contractor in Maine who needs mobile job cost and estimating capabilities.

"This is a company that provides general contracting services on home rebuild/remodeling projects, that does not have an estimating system in place, which has motivated them to make a selection on software within the next few days and begin implementation ASAP, so this could be a quick sale. They would like XactRemodel included within their search..." (MORE)

Lead #301830  [VIEW FULL PROFILE →](#)

Yesterday morning, Amanda Matusin spoke with a sub-contractor in Florida

who needs accounting, estimating, invoicing, and job costing capability.

“This is a sub-contractor that specializes in commercial and residential paving jobs. The breakdown of their customer base is about 40% commercial and 60% residential. The contact is looking to implement software that includes accounting, estimating, invoicing, and job costing in order to provide efficiency and organization in their business...” [\(MORE\)](#)

Lead #301871 \$ \$ \$ \$ [VIEW FULL PROFILE →](#)

Yesterday afternoon, Brent Laskowski spoke with an accountant in New York who needs general ledger capability.

“This is an individual that works closely with a non-profit organization and they prepare financials for them, they have used Quicken in the past, and due to the fact that they are running an outdated version they are searching for a new software solution, and to purchase a system within a few weeks. They are searching for a standalone GL software...” [\(MORE\)](#)



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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