

**From:** Monica Wilson <monica@findaccountingsoftware.com>  
**Sent:** Friday, May 6, 2016 15:03  
**To:** Louis Botes  
**Subject:** This Morning's Fresh Leads (6)

## THIS MORNING'S FRESH LEADS

Hello, Louis! We have six 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 #301903 [VIEW FULL PROFILE →](#)

Yesterday morning, Kylie Moehrke spoke with a transportation company in Oklahoma who needs fleet management and dispatching components.

*“This is a trucking company with two divisions- oilfield and dry freight. They are looking for an industry-specific solution to replace their old fleet management and dispatch softwares and combine them into one new solution. They will be looking for data migration from these two solutions into the new software. The company is using AS400 for...”* [\(MORE\)](#)

### Lead #301907 [VIEW FULL PROFILE →](#)

Yesterday afternoon, Brent Laskowski spoke with a food service company in Tennessee who needs financial management including: inventory management, purchase order, payroll, invoicing, GL, AP, and AR capabilities.

*“This is a restaurant and catering service operation, that has outgrown QuickBooks and they are searching for a new financial management system. They would like to have Dynamics GP included in their search results. They are searching for a single user, financial management system with inventory management features geared towards the food industry...”* [\(MORE\)](#)

### Lead #301808 [VIEW FULL PROFILE →](#)

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Yesterday afternoon, Russ Davidson spoke with a utility in Idaho who needs utility billing capability.

*“This is a utility department of a larger land association. They have 400 homes that they service water and sewer billing on, as well as solid waste. They have mainly been charging a flat rate for these homes based on their size. Members in the area pay one rate while non members pay another. Commercial businesses are also charged differently (but...”* [\(MORE\)](#)

**Lead #301518**  [VIEW FULL PROFILE →](#)

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

*“This is a law firm that handles a variety of real estate, corporate, civil, criminal, and other types of law. They have 5 attorneys on staff and 8 employees total. This contact is a paralegal and office manager for the solution who has been tasked with finding a solution to handle their accounting (AP, AR, GL) and time billing needs. Their biggest...”* [\(MORE\)](#)

**Lead #301819**  [VIEW FULL PROFILE →](#)

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Yesterday afternoon, Russ Davidson spoke with a food distributor in Texas who needs EDI functionality.

*“This is a trade company that handles buying and importing food product from Mexico and selling it to US businesses. They do not have a large inventory they keep in house, as they usually will take orders from grocers and then buy what has been requested. This contact is the general manager of the company who desires an EDI solution for handling...”* [\(MORE\)](#)

**Lead #301533**  [VIEW FULL PROFILE →](#)

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Yesterday morning, Amanda Matusin spoke with a non-profit in Ohio who needs accounting functionality.

*“This is a non-profit organization that is looking for accounting and fund accounting software. The problem that they’ve run into so far in their search is that they’re only finding options that are relevant to “selling products,” and this is not what they do as*

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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