

**From:** Monica Wilson <monica@findaccountingsoftware.com>  
**Sent:** Tuesday, May 10, 2016 15:01  
**To:** Louis Botes  
**Subject:** This Morning's Fresh Leads (13)

## THIS MORNING'S FRESH LEADS

Hello, Louis! We have 13 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 #302052**  [VIEW FULL PROFILE →](#)

Yesterday afternoon, Brent Laskowski spoke with a made-to-order manufacturer in Texas who needs ERP including: order management, inventory management, payroll, manufacturing management, and six other modules.

*“This is a made to order and job shop manufacturing company with some made for stock operations and they have outgrown QuickBooks Enterprise, which has motivated them to search for a new ERP system and implement within the next few months so this could be a quick sale, and it will be beneficial to reach out ASAP. They would like to have Dynamics GP...”* [\(MORE\)](#)

**Lead #302072**  [VIEW FULL PROFILE →](#)

Yesterday afternoon, Russ Davidson spoke with a nonprofit social services organization in Rhode Island who needs accounting capability.

*“This is a nonprofit organization that works in providing social services to people with disabilities. This includes teaching centers, community support work, offering work opportunities, assistance with residential and community living, and more. This contact is the Interim CFO of the company who will be undergoing a software change for this...”* [\(MORE\)](#)

**Lead #302068**  [VIEW FULL PROFILE →](#)

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Yesterday afternoon, Brent Laskowski spoke with a transportation company in North Dakota who needs financial management including: purchase order, cash management, business intelligence, work order management, and five other modules.

*“This is a multi-company transportation and logistics operation that has an outdated version of MAS 500 in place that they want to replace by the end of 2017. They have reviewed Sage products, so they have been removed from this search. They would like to have Dynamics GP included in their search results. They are searching for a financial...”* [\(MORE\)](#)

**Lead #302065**  [VIEW FULL PROFILE →](#)

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Yesterday afternoon, Brent Laskowski spoke with an association in Virginia who needs ERP including: cash management, business intelligence, work order management, time billing, and eight other modules.

*“This is a non-profit association that has outgrown Dynamics Solomon and Management Reporter, so they are searching for a new ERP, non-profit management system to utilize ASAP, so this could be a quick sale. They use PrimePay for payroll now. They are also searching for a separate HR system which can be viewed here: Lead #302076. Since they have...”* [\(MORE\)](#)

**Lead #301989**  [VIEW FULL PROFILE →](#)

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Yesterday afternoon, Amanda Matusin spoke with an educational organization in California who needs time billing, budgeting, and project tracking functionalities.

*“This is an educational institution that, in one of its divisions, deals largely with contractual agreements with various agencies for videographic productions. They’re looking to implement software that can keep track of these contracts, the employees, rates, and specific project assignments associated with them. They also need to analyze...”* [\(MORE\)](#)

**Lead #302058**  [VIEW FULL PROFILE →](#)

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Yesterday afternoon, Brent Laskowski spoke with an engineering firm in New Jersey who needs financial management including: progress billing, time & billing, invoicing, GL, AP, and AR capabilities.

*“This is an engineering services company that is using an outdated version of The Wind2 Financial Management System, and their server is “malfunctioning” and they realize that the Wind2 Financial Management System is no longer supported, which has motivated them to implement a new financial management system. They would like to have Deltek Vision...”* [\(MORE\)](#)

**Lead #302060**  [VIEW FULL PROFILE →](#)

Yesterday afternoon, Russ Davidson spoke with a made-to-order manufacturer in California who needs report writer functionality.

*“This is a manufacturer of building components. This contact is the CFO of the company who desires a financial reporting tool. This tool should act as a drillable financial report that is drillable into the actual invoices. It will be getting data from data tables and generate distribution reports that is pulling info from detailed transactions out...”* [\(MORE\)](#)

**Lead #302076**  [VIEW FULL PROFILE →](#)

Yesterday afternoon, Brent Laskowski spoke with an association in Virginia who needs HR management capability.

*“This is a non-profit association that uses Zenefits for HR, and they want to replace Zenefits with a new HR system, due to the fact that their internal employees are not able to complete the onboarding process. This organization is also searching for a non-profit management system which can be viewed here: [Lead #302065](#). This organization is...”* [\(MORE\)](#)

**Lead #301750**  [VIEW FULL PROFILE →](#)

Yesterday afternoon, Russ Davidson spoke with a landscaping service company in Hawaii who needs accounting functionality.

*“This is a landscaping company that offers interior scape as well as exterior work. Most of their landscaping is plant products that they will grow and plant fully grown or help plants seeds for eventual growth. This contact is the owner of the business who desires an accounting solution to handle his back-end accounting (AP, AR, GL) with inventory...”* [\(MORE\)](#)

## Lead #301928 [VIEW FULL PROFILE →](#)

Yesterday afternoon, Russ Davidson spoke with a wholesaler of outdoor related products in Pennsylvania who needs reservations management capability.

*“This is a company that sells ground and other outdoor materials such as mulch, decorative gravel, equipment for DIY concrete work, etc. They mainly act as a wholesaler and retailer as they sell their product through phone sales and through their retail store. They do a lot of deliveries for their products and usually have around 5 trucks out doing...”* [\(MORE\)](#)

## Lead #301983 [VIEW FULL PROFILE →](#)

Yesterday afternoon, Kylie Moehrke spoke with a real estate sales & development company in Missouri who needs accounting, job costing, purchase order, and invoicing functionality.

*“This is a multi-mode real estate business with operations centered around purchasing residential properties, making improvements, and selling them for a profit. The company also has related property management operations and they take on a role similar to that of a general contractor for the management of their improvement projects. The contact's...”* [\(MORE\)](#)

## Lead #302062 [VIEW FULL PROFILE →](#)

Yesterday afternoon, Kylie Moehrke spoke with a contracted medical distribution partner and supply chain provider in Florida who needs budgeting capability.

*“This company is a contract distribution partner and supply chain provider for a variety of organizations in the healthcare industry. The scope of their search is to find a budgeting solution that can integrate with their ERP software- Elite (by Tecsys). The contact stated that they are currently creating budgets in Excel and they are looking for a...”* [\(MORE\)](#)

## Lead #302054 [VIEW FULL PROFILE →](#)

Yesterday afternoon, Kylie Moehrke spoke with a convenience store in Kentucky who needs general ledger, inventory management, and point-of-

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sale functionalities.

*“This is a convenience store that is currently operating one location, but hoping to add another in the next 6-12 months. The scope of their search is to find a simple POS software that can track their minimal inventory as well, and also handle fuel sales. The contact is the owner of the store, and he stated that they will be using an accountant so...”* [\(MORE\)](#)



**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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