

**From:** Monica Wilson <monica@findaccountingsoftware.com>  
**Sent:** Wednesday, May 11, 2016 15:03  
**To:** Louis Botes  
**Subject:** This Morning's Fresh Leads (17)

## THIS MORNING'S FRESH LEADS

Hello, Louis! We have 17 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 #302128 [VIEW FULL PROFILE →](#)

Yesterday afternoon, Brent Laskowski spoke with a food distributor in Nevada who needs ERP including: supply chain management, cash management, invoicing, estimating, order entry, GL, AP, and AR modules.

*“This is a growing multi-company franchise operation that has outgrown QuickBooks for their distribution operations, so they are now searching for a new ERP software system to utilize. They have reviewed NetSuite, JD Edwards, Infor products, ABS Wholesale Distribution System, Dynamics products, and TrueERP, therefore these products have been...”* [\(MORE\)](#)

### Lead #302118 [VIEW FULL PROFILE →](#)

Yesterday morning, Amanda Matusin spoke with a property management company in Maryland who needs ERP including: Property Management, Tenant management, job cost, CRM, work order management, invoicing, budgeting, and accounting functionalities.

*“This is a commercial real estate firm that handles brokerage, leasing, investment advising services, property management, and maintenance. The company has 5 office locations, 77 properties to be managed, and about 600 units in total. These units are roughly 90% occupied at this point in time. They’re looking for commercial real estate specific...”* [\(MORE\)](#)

## Lead #302113 [VIEW FULL PROFILE →](#)

Yesterday afternoon, Amanda Matusin spoke with a full-service marketing company in Arizona who needs ERP including: order management, project tracking, payroll, CRM, sales tax, and accounting functionalities.

*“This is a full service marketing company that provides fundraising, data processing, and mailing services, primarily for religious organizations. Their product goes out to donors by request. As a company, they have about 80-100 employees and do about 15M in annual revenues. They’re currently using QuickBooks, but are in search of a solution that...”* [\(MORE\)](#)

## Lead #302120 [VIEW FULL PROFILE →](#)

Yesterday morning, Amanda Matusin spoke with a process operations manufacturer in Tennessee who needs accounting, inventory, time & attendance, and production management reporting functionality.

*“This b2b company is an iron foundry that specializes in all quantities and short orders. They melt down scrap metal and cast iron on a made-to-order basis. Unlike most foundries, they do not have a specific product line that they produce. An interesting fact about this company is that it has been around since 1854, so they are very well...”* [\(MORE\)](#)

## Lead #302139 [VIEW FULL PROFILE →](#)

Yesterday afternoon, Amanda Matusin spoke with a software development company in Georgia who needs ERP including: inventory management, report writer, fixed assets, bill of materials, and five other modules.

*“This is a b2b company that develops software for digital signage. They do have a hardware component as well that that is sold to re-sellers who already have the software on a server when it goes out to their customers. They also perform services for their clients that need to be invoiced. In addition to accounting, they’d like the new solution to...”* [\(MORE\)](#)

## Lead #302121 [VIEW FULL PROFILE →](#)

Yesterday morning, Brent Laskowski spoke with an engineering services company in Arizona who needs time & billing functionality.

*“This is an engineering services firm that is utilizing Sage 50 Accounting 2016 to manage backend financials and their projects, but they are using Excel to manage time, which has become inefficient for them, so they want to integrate a time billing software solution by June 1, 2016, and this could be a quick sale. It will be beneficial to reach...”* [\(MORE\)](#)

**Lead #302137**  [VIEW FULL PROFILE →](#)

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

*“This is a consultant performing a search on before of a retail company that deals in art sales. Their sales are both on a retail side as well as a wholesale side. Most of the work is done to individuals as a retail transaction, but they do sell to some art galleries in larger quantities. This company desires a solution to handle their full...”* [\(MORE\)](#)

**Lead #302141**  [VIEW FULL PROFILE →](#)

Yesterday afternoon, Russ Davidson spoke with a construction and janitorial service company in Georgia who needs accounting capability.

*“This is a company that offers janitorial work to commercial businesses as well as has a construction side of their business that handles remodeling jobs and roofing (primarily). This contact is a controller for the business who desires a solution to handle their accounting (AP, AR, GL and job costing) as well as payroll. They have 34 employees but...”* [\(MORE\)](#)

**Lead #302087**  [VIEW FULL PROFILE →](#)

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

*“This is a bookkeeping and accounting services firm for local businesses. He specializes in bookkeeping for MMJ Companies given the recent boom of them in his local area and the lack of appropriate accounting services for them. He has 3 clients currently and expects to have 10-15 by year-end once his marketing efforts enter full-swing. This contact...”* [\(MORE\)](#)

**Lead #302127**  [VIEW FULL PROFILE →](#)

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Yesterday afternoon, Russ Davidson spoke with a property management company in South Carolina who needs accounting, property management, and work order management components.

*“This is a property rental management company that handles both vacation rentals as well as annual rentals. A bulk of their business is handled on the vacation rental side but they have started to pick up business enough in the annual rentals to warrant exploring options. This contact is a property manager for the company who desires a property...”* [\(MORE\)](#)

**Lead #302142**  [VIEW FULL PROFILE →](#)

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Yesterday afternoon, Kylie Moehrke spoke with a professional services company in Georgia who needs job cost and time billing components.

*“This is a large service company that provides engineering, installation, and consulting services in the telecommunications industry. They are using QuickBooks for their accounting and payroll, but are looking for a solution to integrate with QuickBooks and distinguish between billable and non-billable time. The contact is the CFO at the company...”* [\(MORE\)](#)

**Lead #302125**  [VIEW FULL PROFILE →](#)

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Yesterday afternoon, Brent Laskowski spoke with a consultant in New Mexico who needs accounting and invoicing functionality.

*“This is an individual that provides consulting services, and they do not have software in place to manage daily operations and backend financials, which has motivated them to purchase/implement a new system within the next few weeks, so they have an aggressive purchasing plan, and this could be a quick sale. They are searching for a single user...”* [\(MORE\)](#)

**Lead #302001**  [VIEW FULL PROFILE →](#)

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Yesterday afternoon, Brent Laskowski spoke with a service installation and repair company in Ontario who needs inventory management functionality.

*“This is an established company that provides services for installing and repairing electronics, that has just implemented QuickBooks Enterprise*

management system that can integrate, within the next few weeks, so it will be a good thing to reach out ASAP. They are searching for an..." [\(MORE\)](#)

**Lead #302042**  [VIEW FULL PROFILE →](#)

Monday morning, Adam Bluemner spoke with a healthcare office in Texas who needs payroll software that has a low annual renewal cost.

*"This company is a small health care office. The sole purpose of this search is to find a standalone payroll program. The contact has previously looked at Intuit's payroll offering, but doesn't like the idea of paying \$500/annually to renew the software. She is open to considering software up to \$1000 for an initial purchase, but to justify that..."* [\(MORE\)](#)

**Lead #302130**  [VIEW FULL PROFILE →](#)

Yesterday afternoon, Amanda Matusin spoke with a consulting company in Georgia who needs accounting capability.

*"This is a recruiting service that is looking for a basic accounting system. The contact is familiar with QuickBooks and uses it for another business venture, but would like to compare the functionality of a few different products to see if there are reasonably priced solutions that may be able to meet her accounting needs. She does not have any..."* [\(MORE\)](#)

**Lead #302049**  [VIEW FULL PROFILE →](#)

Monday morning, Kylie Moehrke spoke with a wholesaler of used construction equipment in Illinois who needs accounting capability.

*"This is a wholesaler of used construction equipment. The contact is currently using QuickBooks Online, and is experiencing a lot of frustration with the solution. He is interested in replacing QuickBooks Online either with the desktop version for Mac or with another comparable online solution. The contact is looking for a simple solution to handle..."* [\(MORE\)](#)

**Lead #302119**  [VIEW FULL PROFILE →](#)

Yesterday morning, Kylie Moehrke spoke with a wholesaler of used construction equipment in Illinois who needs accounting and invoicing

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functionalities.

*“This lead has been retracted and redistributed as lead 302049 in order to correct the industry designation. This is a wholesaler of used construction equipment. The contact is currently using QuickBooks Online, and is experiencing a lot of frustration with the solution. He is interested in replacing QuickBooks Online either with the desktop...”* [\(MORE\)](#)



**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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