

**From:** Monica Wilson <monica@findaccountingsoftware.com>  
**Sent:** Thursday, May 12, 2016 15:03  
**To:** Louis Botes  
**Subject:** This Morning's Fresh Leads (11)

## THIS MORNING'S FRESH LEADS

Hello, Louis! We have 11 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 #301913 [VIEW FULL PROFILE →](#)

Yesterday afternoon, Amanda Matusin spoke with a consulting company in Maryland who needs DCAA Compliant software that includes: time billing, invoicing, budgeting, and cost accounting components.

*“This is a government contractor that provides consulting services exclusively for the federal government. They have two different companies and are hoping to have the new solution running for both. As a company, they have been identified as one of the fastest growing government contractors by Washington Technology Fast 50. They are looking to...”* [\(MORE\)](#)

### Lead #301734 [VIEW FULL PROFILE →](#)

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

*“This is a made to order manufacturing company with distribution operations, that is using an outdated software solution that is no longer supported, P21 Computer, which has motivated them to make a decision on a new ERP system within one month. They are only reviewing Vertex systems as of now, therefore they have been removed from this search...”* [\(MORE\)](#)

**Lead #302214**  [VIEW FULL PROFILE →](#)

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Yesterday afternoon, Brent Laskowski spoke with a new general contractor in California who needs construction management including: project tracking, purchase order, AIA billing, change order processing, and six other modules.

*“This is a new multi-company general contracting construction company that will have construction and CME (construction management engineer) operations, and they do not have software systems in place. Our contact’s father used to have a very successful construction operation, and our contact was employed by his business, and they used American...”* [\(MORE\)](#)

**Lead #302162**  [VIEW FULL PROFILE →](#)

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Yesterday afternoon, Russ Davidson spoke with a consultant searching for a sub-contractor in California who needs project management capability.

*“This is a consultant performing a search on before of a large sub-contractor who primarily handles telecom construction jobs from large companies like Comcast. This means they handle a lot of coaxial cable work, fiber optics, bridging, and data networking. This company desires a project management solution to handle their management needs. This...”* [\(MORE\)](#)

**Lead #301696**  [VIEW FULL PROFILE →](#)

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Yesterday afternoon, Russ Davidson spoke with an accounting firm in Florida who needs ERP including: time billing, client write-up, income tax preparation, GL, AP, and AR modules.

*“This is a bookkeeping business that will be handling mostly tax preparation for their new clients, but also will be taking on some bookkeeping and payroll. This contact is starting her own firm with a partner and expects to have a total of 6 employees when the business launches. This contact is one of the owners of the firm who is desiring a...”* [\(MORE\)](#)

**Lead #302206**  [VIEW FULL PROFILE →](#)

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Yesterday morning, Russ Davidson spoke with an importer and wholesaler of ruas in New Jersey who needs inventory management capability.

*“This is a wholesaler of various rugs and carpets. They will import these products from overseas and sell them through a variety of different channels. They do have a small retail store they sell to the general public. A bulk of their sales will be to other companies as wholesale. They also have some online retail channels such as Amazon that they...”* [\(MORE\)](#)

**Lead #302217**  [VIEW FULL PROFILE →](#)

Yesterday afternoon, Amanda Matusin spoke with a professional services company in Michigan who needs a fixed asset solution.

*“This company is one of five in total that will be utilizing the software. There are various different business ventures that the company as a whole is involved in, but in general, they provide IT and accounting consulting services for businesses. Their main motivation is to find a fixed asset solution that is up-to-date and user friendly. They...”* [\(MORE\)](#)

**Lead #302185**  [VIEW FULL PROFILE →](#)

Yesterday morning, Kylie Moehrke spoke with a property management company in California who needs accounting functionality.

*“This is a property management company that rents 250-300 commercial and residential units (majority are residential). The company is currently using an old version of Yardi, but would like to update to a new Windows based solution. Ideally, they would like to migrate their existing data to the new software. The contact stated that the company is...”* [\(MORE\)](#)

**Lead #302194**  [VIEW FULL PROFILE →](#)

Yesterday morning, Brent Laskowski spoke with an accounting firm in New York who needs income tax preparation functionality.

*“This is an accounting firm that is searching for a new income tax prep software solution to purchase ASAP, so this could be a quick sale and they want to speak with/review providers right away. They have used Lacerte and TurboTax in the past, therefore these products have been removed from this search. They would like to have UltraTax CS included...”* [\(MORE\)](#)

**Lead #302211**  [VIEW FULL PROFILE →](#)

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Yesterday afternoon, Kylie Moehrke spoke with an insurance company in Washington who needs accounting capability.

*“This is a bookkeeper for several insurance companies who is looking for an accounting solution that can handle her four companies' accounting separately but also produce combined financial statements. She would also like to migrate her existing data over to the news solution. The contact is currently using Creative Solutions Accounting, and will...”* [\(MORE\)](#)

**Lead #302149** \$ \$ \$ \$ [VIEW FULL PROFILE →](#)

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Yesterday afternoon, Kylie Moehrke spoke with a finance company in Illinois who needs general ledger and cash management capabilities.

*“This is a company that sells consumer credit accounts. They resell credit to customers and are looking for a software to track each account's standing and the balance for each division of credit. Currently, the company is using an Excel spreadsheet with 4 employees entering information. This can become problematic, so they are looking for a...”* [\(MORE\)](#)



**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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