

**From:** Monica Wilson <monica@findaccountingsoftware.com>  
**Sent:** Monday, May 16, 2016 16:42  
**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 #302347 [VIEW FULL PROFILE →](#)

Friday afternoon, Kylie Moehrke spoke with a made-to-order manufacturer in Oregon who needs inventory management, job cost, and manufacturing management functionalities.

*“This is a manufacturer that is expanding into the commercial printing business and is searching for a manufacturing solution to handle that aspect of their operations. The company will begin operations in the new division in the next year or so, and will be searching for a software within that time frame. They use Dynamics NAV to handle the...”* [\(MORE\)](#)

### Lead #302343 [VIEW FULL PROFILE →](#)

Friday afternoon, Brent Laskowski spoke with a process operations manufacturer in Wisconsin who needs ERP including: order management, inventory management, manufacturing management, job cost, and five other modules.

*“This is an established multi-company, process operations manufacturer with international distribution operations. They have been growing as a company and they have had DBA Software in place for years, which has now become outdated and they are running into various pain points with accounting modules and manufacturing modules, so they have decided...”* [\(MORE\)](#)

**Lead #302000**  [VIEW FULL PROFILE →](#)

Friday afternoon, Russ Davidson spoke with a furniture wholesaler in Texas who needs ERP including: inventory management, order management, GL, and AP components.

*“This is a wholesaler of new and used office furniture. They conduct their sales through a retail storefront as well as on their website. They will generally ship all of the products and do not have an internal delivery team. However they do have a support staff that is able to go pick up used furniture from customers, as well as provide repair...”* [\(MORE\)](#)

**Lead #302345**  [VIEW FULL PROFILE →](#)

Friday afternoon, Russ Davidson spoke with a process operations manufacturer in Caribbean who needs inventory management and manufacturing management capabilities.

*“This is a process manufacturer that creates a food product. They have around 600 employees. This lead is located in Jamaica and all matched providers must be able to contact them via phone. This contact is the quality manager for the organization who desires a manufacturing resource planning solution to help make their processes more efficient...”* [\(MORE\)](#)

**Lead #302342**  [VIEW FULL PROFILE →](#)

Friday afternoon, Amanda Matusin spoke with a b2b service company in Florida who needs accounting, order management, sales tax, and purchasing functionality.

*“This is a b2b commercial and service company that handles equipment repairs for customers globally. The company has different divisions and is planning to open a second location in the near future. The contact is using QuickBooks enterprise and she is happy with it, but the owner of the business would like a system that is user friendly, has a...”* [\(MORE\)](#)

**Lead #301156**  [VIEW FULL PROFILE →](#)

Friday afternoon, Amanda Matusin spoke with an online retailer in Oregon who needs e-commerce capability.

*“This is a retail business that operates 100% online. The contact is looking for e-commerce software to grow his business. He already has a website and means of credit card processing (Braintree), but he would like to leverage the internet for marketing strategies and ways he can continue to gain more business. The contact uses QuickBooks for...”* [\(MORE\)](#)

**Lead #302311**  [VIEW FULL PROFILE →](#)

Friday afternoon, Russ Davidson spoke with a general contractor in California who needs accounting capability.

*“This is a general contractor firm that specializes in retail construction. They average anywhere between 20-30 employees and did \$15M in sales last year and are shooting for an increase to \$20M. This company has an office in the US as well as an operation overseas in Asia. This contact is the Finance Manager for the company who desires a solution...”* [\(MORE\)](#)

**Lead #302341**  [VIEW FULL PROFILE →](#)

Friday afternoon, Kylie Moehrke spoke with a real estate sales & development company in Maryland who needs estimating capability.

*“This is a company that purchases homes, refurbishes them, and then sells them for a profit. The company is new and growing quickly, they currently have 4 employees but anticipate hiring 3-4 more within the next few months. The scope of their search is to find a standalone solution that can produce accurate estimates for how much each job will...”* [\(MORE\)](#)

**Lead #302308**  [VIEW FULL PROFILE →](#)

Friday afternoon, Brent Laskowski spoke with an educational organization in Illinois who needs general ledger and fund accounting capabilities.

*“This is an educational organization that is using QuickBooks to manage their activity funds which is no longer sufficient for their needs. So they are searching for a new fund accounting software solution to utilize, our contact projects that they will make a purchase either right away, but at the latest by September of 2016, so this could...”* [\(MORE\)](#)

**Lead #302312**  [VIEW FULL PROFILE →](#)

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Friday morning, Brent Laskowski spoke with an individual that provides an outsourced service in Louisiana who needs accounting capability.

*“This is an individual that provides an outsourced service to one company (1099 employee) and they are using various spreadsheets to manage backend financials, and during the last tax return they did not track financials accurately which has motivated them to implement a financial management system. They have reviewed QuickBooks, therefore these...”* [\(MORE\)](#)

**Lead #302328**  [VIEW FULL PROFILE →](#)

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Friday morning, Russ Davidson spoke with a transportation company in Maryland who needs accounting capability.

*“This is a transportation company that primarily helps haul materials with tractors as well as large loads through truck trailers. This contact is the owner of the business who desires a transportation focused accounting solution to meet his needs. This includes tracking income and expenses with AP, AR, and GL. This contact has been using an...”* [\(MORE\)](#)



**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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