# DART *Board*

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## ACCU-DART Newsletter
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## Inventory Control Ideas:
**Methods for handling same item sold in multiple pack sizes**

You, or your customer, may have a situation where they sell the same item in multiple pack sizes. There are various ways that you may want to handle this. It really depends on their needs.

1) This could be as simple as making use of Unit of Measure capabilities within ERP solution. You simply receive units, cases, boxes, pallets, etc. as appropriate and system will convert to stock keeping units. This is easy to do, but does not allow you to know how many you have in each pack size, just how many in total.

2) You could set up separate items for each pack size. This can work well when customers order in pack size and expect to receive in same pack size, but not if picker can decide what size is available. This can present additional effort if you need to repackage goods into other pack sizes.

3) How about using Lot numbers to represent package size, e.g. 250 = box of 250? This will allow you to easily see how many you have in each pack size (lot) by looking at lot quantity list. Allows picker to chose alternate pack sizes by simply chosing alternate lot number when shipping. Repackaging can be as simple as splitting/combining lots.

4) Any other ideas? Email us at info@accu-dart.com to share your comments!

## Upcoming Events:

*Sage Summit 2013*
July 21-26, 2013
Washington, DC


Sage Summit 2013
July 21-26 | Washington, D.C.
Exhibitor

Sage Summit We are very excited to be returning to Sage Summit once again this summer. Summit is the ideal place to connect with resellers, learn more about the many third-party solutions available, and of course - see ACCU-DART in Action!

Please visit us at Booth #1156 to meet the ACCU-DART team, see a live demonstration of how ACCU-DART works, and discuss how inventory control can benefit your clients' business.

## ACCU-DART Announces NEW Windows Mobile Connectivity

ACCU-DART is proud to announce the new release of ACCU-DART for WIFI/Cellular devices.

The backend of ACCU-DART with its real-time validation and update of supported ERP systems continues to provide excellent functionality that is directly integrated into the ERP data. The new release of ACCU-DART mobile provides support for more mobile devices. In addition to the Windows Mobile devices we previously supported, we now support Embedded Windows and Windows CE devices. This platform is also written with Android devices in mind and we will easily be able to support those devices when available. We have also developed improved capabilities at the web server end that had diagnostics that can help isolate issues. Handheld software can now be configured to alert the operator if connection is lost for more than specified time. Existing installations can migrate to the new release if and when they determine it is appropriate.

# Why your Existing Clients need ACCU-DART

It is often difficult to find new prospects, learn their business needs, develop a relationship, and implement solutions. It may be more effective to build on your existing client relationships to generate revenue. A number of our resellers have discovered that going back to existing clients to see what additional products and services they need has led to increased revenue and improved customer satisfaction.

As their existing reseller, you have a better understanding of their pain points, of how their operation runs and what improvements could be made.

ACCU-DART is one of those solutions that can help your existing clients in many different ways:

*Save Manpower* - implementing ACCU-DART can have substantial impact on reducing clerical effort and thereby freeing up staff to do other important jobs around the organization. For example: receiving Purchase orders with ACCU-DART will eliminate the need to have somebody collect all the paperwork, go to the receiving screen in the accounting system and manually input what has been received. When using ACCU-DART, the information is updated in real-time in the accounting system, saving the client hours of manpower.

*Save Shipping Errors -* Shipping the wrong goods to a customer can have a major impact on your clients' bottom line. Not only will the customer be dissatisfied, but the company will have to waste money dealing with irate customer phone calls, shipping and handling the return and re-shipment of the correct order, and the company may miss future sales opportunities by having inaccurate inventory values. By shipping the right goods the first time with ACCUDART, your client may save these unnecessary costs.

*Improved Inventory Accuracy* - ACCU-DART can help improve inventory accuracy which will then allow the client to make better informed decisions on issues like: satisfying order requests, planning purchases, and possibly reducing inventory levels. Accurate inventory is the key to maximizing their inventory dollars.

By helping your existing clients to improve their operations, your business and theirs will reap the rewards