

# DART Board

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## ACCU-DART Newsletter

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## Event Reporter: Sage Summit 2014

Once again we were pleased to exhibit at Sage Summit 2014 in Las Vegas, NV. Sage Summit was a great success, and we were proud to participate again this year. ACCU-DART was well-received by everyone in attendance. It was wonderful to see so many of our resellers, as well as meet some new faces.

We were also very pleased by the great turnout of end-users. It was nice to see some Sage resellers take advantage of the end-user days as a way to showcase ACCU-DART to their clients. By bringing your clients to Summit, they have the unique opportunity to meet some of the vendors and learn about other third party products that are available

## Event Reporter: Acumatica Summit 2014

We were thrilled to exhibit for the first time at the Acumatica Summit 2014 in Denver, CO. We had the opportunity to meet many Acumatica Resellers, and learn more about what their ERP system has to offer.

Visitors to our booth got a sneak-peek at the new ACCU-DART for Acumatica - currently under development. More information will be available soon.

For those who did not get the opportunity to stop by, please feel free to contact us at [info@accu-dart.com](mailto:info@accu-dart.com) to see ACCU-DART in Action!

## ACCU-DART Return on Investment

ACCU-DART will improve inventory operations by reducing shipping errors and increasing productivity. It is sometimes difficult to quantify the return on investment (ROI) of inventory control, as there are numerous immeasurable benefits to many areas of your business:

### Ship Sales Orders:

When you ship the wrong good to your customers, the mistake needs to be fixed - usually by resending the correct item at the company's expense, including freight charges and wages for warehouse and office staff to process the reshipment. Long-term customer satisfaction is also hurt by shipping errors. When using ACCU-DART to process shipments, ACCU-DART validates that the correct item is being shipped - preventing costly reshipments and improving customer satisfaction

### Receiving Purchase Orders:

Knowing what items are in your inventory at all times is crucial to financial success. In some industries, when a customer calls looking to place an order, they need to know exactly what stock is in the warehouse at that precise moment. By receiving inventory in real-time with ACCU-DART, you are able to know what items you have as soon as you receive them. Turning around products faster can create more sales (and more happy customers). It will also help to make better purchasing decisions for reorders and better bin pick replenishments, saving you money.



### **Serial Numbers & Lot Control:**

In order to effectively track serial and lot numbers, you need real-time validation & updates. Whenever serial or lot information is manually recorded, you first need to have office staff spend time entering the data into your ERP system. Then, if a single number is written down incorrectly, often the staff simply pick another number to use instead. This results in numerous inaccuracies, costing your company money. By validating and updating serial and lot information in real-time with ACCU-DART, you will always know exactly where each serial and lot number are located.

This results in better timeliness, accuracy, and traceability. Your company is better able to serve your customers, resulting in greater profits.

Some of these factors are hard to measure in dollars, but one ACCU-DART client estimated that the "hard costs" of each incorrect shipment were approx. \$80 per order. If your company ships 2000 orders per month, with only 1% having an error, the cost to your business would be \$1,600/month.

Adding a basic ACCU-DART set-up, including 1 radio-frequency user and the ship sales order module, plus hardware including 1 base station and 1 R/F scanner would cost \$5,585.

By shipping the right goods to the right customer the first time with ACCU-DART, the Return on Investment would be less than 4 months.

How many other investments does your client have with that kind of return?

## **Congratulations to Accounting Today's VAR 100**

*Accounting Today* recently released their 2014 VAR 100. We wish to congratulate all the companies listed as the top 100 value-added resellers. Many of these companies are also ACCU-DART resellers, including:

- #10 Net@Work**
- #14 ADSS Global**
- #21 CliftonLarsonAllen**
- #23 BAASS Business Solutions**
- #61 MIBAR.net**
- #76 Britec Computer Systems**
- #80 Kerr Consulting**
- #82 Arxis Technology Inc.**

Congratulations to all the VAR 100!