DART Board

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Reserve the Date

The first ever ACCU-DART Reseller conference is going to be held on **June 4 & 5 2006** in Toronto. We are planning two days of informative sessions with some fun mixed in. Plan to be there!

Product Update

ACCU-DART is **now** available for **Sage Pro ERP** (ACCPAC Pro) for both 7.3 VFP and 7.3 SQL version. We are most excited about our ACCU-DART version for **Sage Accpac ERP** (ACCPAC Advantage) for both Pervasive/SQL and Microsoft/SQL.

The latest version of ACCU-DART for **AccountMate SQL** includes RMA receipts. **AccountMate LAN** is scheduled for development.

Do you have any suggestions for modules, accounting systems or platforms that we should be supporting? Please send your suggestions to **douglas@accu-dart.com**

Events

ACCU-DART will be participating in the Sage Summit in San Diego November 2 – 5

ACCU-DART participated in AccountMate's Round Table Meetings in Newark, Chicago and Los Angeles

Quick ROI for ACCU-DART

Here is a sample formula you may want to use with your clients and prospects.

Shipping errors generate costs to the organization. Hard costs include: processing paperwork to correct the error, warehouse staff salaries to handle the return and reshipment and the freight charges both ways.

This does not include the soft costs that include; loss of customer goodwill; loss of sales due to inaccurate inventory (remember shipping the wrong goods for just one item causes two items to have wrong quantity), purchasing decisions based on inaccurate inventory, clerical effort in processing shipment information.

See over for sample calculation.

AccountMate CEO on ACCU-DART

"AccountMate Software Corporation and Executive Concepts continue to enjoy the successes realized by their warehouse management customers that use the tightly integrated AccountMate and ACCU-DART applications. ACCU-DART integrates directly into the Account-Mate data which eliminates potential reconciliation issues and provides the latest and consistent data to all their users.

We have found that AccountMate customer sites that are successfully using ACCU-DART can range from smaller sites using 1 or 2 R/F scanners to the larger customers needing multiple R/F solutions. But they all share a common goal to make sure they ship "the right goods to the right customer the first time". Another key part of this equation is that they can assure that optimal inventory levels are maintained. This is accomplished by leveraging AccountMate's excellent bin capabilities including replenishment levels and quantities with ACCU-DART's handling of this information. These are just two of the many examples of how this seamless integration between AccountMate and ACCU-DART maximizes the potential of our warehouse customers to increase their warehouse efficiency and improve their competitive edge."   David Dierke, President & CEO, AccountMate Software Corporation

Quick ROI for ACCU-DART (cont)

Based on information from one ACCU-DART reseller, we are using hard costs of $80 per order. ACCU-DART costs are based on List price for 1 user of Radio Frequency option operating Ship Sales Order Module only and includes radio frequency barcode scanner and base station hardware.

Try this simple formula with some of your customers / prospects:

Take the number of wrong shipments in a month multiplied by $80 (or a value that may be more applicable). That is the hard cost only value per month of wrong shipments.

For example your client is shipping 2,000 shipments per month with *1*% of them wrong, this will equal 2000 x 0.01 = 20 wrong shipments - based on $80 per = $1,600 per month. Therefore the Return on Investment for $5,400 of ACCU-DART solution is a 3 months. How many other investments does your client have with kind of return?

ACCU-DART helps to ship the Right Product to the Right Customer, First Time, Every Time.

Helpful Idea

Now there is available a floor mounted labeling system that will hold up under constant Pallet and Lift Truck traffic. This custom imprinted aluminum label which inserts inside the protective frame. To change label simply pop it out and insert a new one.

For more information www.holdex.com

TPAC Conference August 28 – 30

Executive Concepts presented the ACCU-DART for Sage Accpac ERP at the TPAC conference in Vancouver in August.

ACCU-DART for Sage Accpac ERP (ACCPAC Advantage Series) was presented to AAS dealers and consultants, providing new opportunity for them to help emerging and mid-market businesses optimize their operations today and in the future.

We received many positive comments about ACCU-DARTs' seamless integration directly into the Sage Accpac ERP program, providing real-time Inventory Management. We look forward to working on the new opportunities that have come from these contacts at the TPAC conference.

Paul Luster from Onda Nova Wireless Accounting Services demonstrates ACCU-DART to Peter Grajczyk from UniDevco.

AccountMate Round Table Meeting

ACCU-DART was invited to present our solution to the AccountMate Roundtable meetings held in Newark, Chicago and Los Angeles.

We were happy to meet with many of our existing Resellers and a number of potentially new Resellers. Comments passed on from the presentations were very positive and we are looking forward to working with this talented group of resellers on future ACCU-DART opportunities.