

# DART Board

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## 1<sup>st</sup> Annual ACCU-DART RESELLER CONFERENCE

The 1<sup>st</sup> Annual ACCU-DART Reseller Conference, Sunday, June 4 – Monday, June 5, 2006 in Toronto. The ACCU-DART Reseller Conference is the ideal opportunity to learn more about ACCU-DART, meet with other resellers from across North America, and learn new ways to satisfy your clients with ACCU-DART.

We are very excited about the fast-paced and interesting sessions taking place at the Conference. Topics include:

- What's New? - New Developments in the ACCU-DART System
- Inside-Out – Technical Info on ACCU-DART
- Using RF Devices – Hardware presented by Worth Data
- Marketing ACCU-DART – Selling Strategies for Resellers
- Tips & Tricks
- Reseller Success Stories

Additionally, on Sunday night attendees are invited to join us for a night out on the town in Toronto.

***We have extended our early registration bonus to April 15, 2006. Register before this date and save over 25% off the registration fees!***

For more information, or to register, please contact Barbra at [barb@accu-dart.com](mailto:barb@accu-dart.com).

The ACCU-DART Reseller Conference will take place June 4-5, 2006 at the Renaissance Toronto Airport Hotel



**RENAISSANCE.**  
TORONTO AIRPORT HOTEL

Special Reduced Rate for Attendees

[Click Here](#) for Reservations

or call 1-800-HOTELS-1 (group code "excexca")

## NEW ACCU-DART and ECI Websites

Thanks to the feedback from our resellers, we have redesigned our reseller's section of the ACCU-DART website - [www.accu-dart.com](http://www.accu-dart.com) - to serve you better.

Some of the changes include:

### NEW Reseller Listing

To help potential clients find resellers in their area, we have redesigned our reseller listing to use an interactive map. This allows potential clients to search not only by state/province, but also by accounting platform

Please visit [www.accu-dart.com](http://www.accu-dart.com) to make sure that all your current company information is correct. For corrections, or to be added to our Reseller Listing, please contact [barb@accu-dart.com](mailto:barb@accu-dart.com)

### NEW Platform Sections

Within the Reseller-Only Section, we have reorganized the information to make it easier to navigate. Simply select which accounting platform you are interested in, and information related to that platform will be available, and can be downloaded

### NEW Software Updates

Download the latest ACCU-DART Software directly from our website! The Reseller's-Only section has been updated with the latest version of ACCU-DART for each software platform. Please download it to make sure you are up-to-date!

To access the reseller-only section, you must enter your username & password. To get this information, please email [barb@accu-dart.com](mailto:barb@accu-dart.com).



Also – the ECI Website has been redesigned – please visit [www.executiveconcepts.com](http://www.executiveconcepts.com) to check out our new look!

## Industry Spotlight: The Great Outdoors

ACCU-DART is the ideal solution for inventory management in a warehouse setting. Now, thanks to 2 new products from Worth Data, clients can take advantage of ACCU-DART's benefits on a much larger scale: in outdoor facilities.



Worth Data has recently begun offering two new external antennas, available for the 701 RF Terminal System. These new antennas are for exterior use and can extend the RF Scanner range up to 3 miles! Both of these antennas work best in applications when "line of sight" is possible. If you need extended range indoors or between buildings, a Relay is a better choice.



Their new Omni external Antenna is a "pole" type 360° antenna that will extend the outdoor range up to 3 miles.

The Patch Antenna is a "box" type 60° uni-directional antenna that



will extend the outdoor range up to 2 miles.

These antennas make real-time inventory control through ACCU-DART in outdoor facilities easy. By simply placing the antenna on the outside of the building, and attaching it to a base station on the inside (through a coaxial cable), the scanner range is extended by up to 3 miles. This is ideal for industries that rely on large storage facilities, or outdoor set-ups, including lumber yards, equipment rental companies, etc. Finally, clients with outdoor facilities can also stay connected to their inventory in real-time!

For more information on the external antennas, please visit Worth Data at [www.barcodehq.com](http://www.barcodehq.com)

*\*Information courtesy of Worth Data*

## Webinars on ACCU-DART for Sage Accpac ERP

We are now offering Webinars for Resellers and potential clients of ACCU-DART for Sage Accpac ERP.

Resellers can learn more about ACCU-DART, develop skills for demonstrating the software, as well as sales & marketing techniques.

Webinars will be offered on **Tuesday, March 7** and **Tuesday, March 21** at 11:30am EST (10:30 CST; 8:30 PST). Please contact us to sign-up for either of these sessions. Individual Webinars are also available by appointment only.

For more information, or to schedule a Webinar, please contact Barbra at [barb@accu-dart.com](mailto:barb@accu-dart.com).

## Upcoming Events:

### AccountMate Synergy Conference 2006

#### Synergy 2006

Win by Partnering With  
**AccountMate**

Executive Concepts is excited to be exhibiting at AccountMate's Reseller Conference. This year's conference will be held from March 4- 7, 2006 in San Rafael, California.

Please come by and visit our booth to see first-hand the power of ACCU-DART. Learn how ACCU-DART can improve your clients' businesses, and meet other resellers who have successfully implemented ACCU-DART. Visit [www.accountmate.com/synergy2006](http://www.accountmate.com/synergy2006) for more information.

### Sage Insights Conference 2006



We will also be exhibiting once again at the Sage Insights Conference, May 8-11, 2006 in Nashville, Tennessee. We look forward to meeting with our many resellers.

Please visit us at **Booth #372** to see first-hand the power of ACCU-DART, and meet with members of the ACCU-DART team. Learn how ACCU-DART can improve your clients' business and your bottom line. Visit [www.sagesoftwareinsights.com](http://www.sagesoftwareinsights.com) for more information.