

DART Board

Toll Free: 1.888.324.7877

info@accu-dart.com

www.accu-dart.com

STAY
CONNECTED
TO YOUR
INVENTORY

November 2006 - Issue #19

2nd Annual

ACCU-DART RESELLER CONFERENCE

We have set the date for the upcoming **2nd Annual ACCU-DART Reseller Conference**, in Toronto.

The conference will take place **June 17-18, 2007**.

We are delighted to be returning to the **Renaissance Toronto Airport Hotel** again this year.

The ACCU-DART Reseller Conference is the ideal opportunity to **become an expert on ACCU-DART**. Whether you are just starting out and want more information on how ACCU-DART works, want to discover new marketing ideas, or are looking for help to customize the system to your clients' needs, the ACCU-DART Reseller Conference is for you!



Attendee's of last year's conference were incredibly pleased with the quality of education provided. Wayne Nelligan of the PCA Group said: "I thought it was a great conference and it addressed everything I needed it to.

It really opened my eyes to the numerous potential opportunities that are out there for this type of solution".

The ACCU-DART Reseller Conference is a great place to learn more about ACCU-DART, both from the ECI team and other resellers!

More details and registration information will be available soon. Don't miss out on this exciting opportunity!

Sage Options & Industry Solutions Guide

sage
software

SAGE ACCPAC

SAGE PRO

Development Partner

In our continuing effort to help our resellers, we have taken out a full-page ad in the latest Sage Options and Industry Solution Guide. The Sage Options Catalogue profiles a variety of in-house and third-party solutions specifically geared for Sage Accpac, Sage Pro, and Sage BusinessVision. It is distributed to all current resellers and end-users.

We have already received incredible feedback from this ad. By promoting in the Sage Options catalogue, we have been very successful in reaching new resellers and new clients. We will continue to work hard to promote ACCU-DART and help our resellers in generating sales.

For more information, please visit: http://www.sageaccpac.com/products/pdflibrary/AOcatalog0806_DP.pdf

Customized Marketing Materials

We are always searching for new ways to help our resellers promote ACCU-DART to their clients. As such, we are offering customized marketing materials for our authorized resellers.

Resellers may now order any of our marketing materials (Feature Sheet, Price List, Case Studies) and have them customized with their logo and contact information.

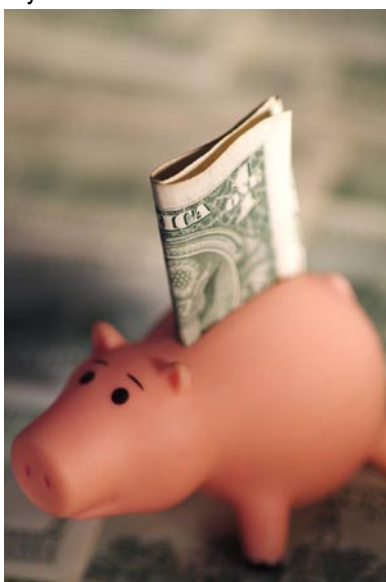
These materials can be used to promote ACCU-DART to your clients (or potential clients), and will allow them to refer back to you with any questions.

Materials can be created as a digital screen-quality pdf at no charge, or as printed copies for a small fee (plus shipping). For information on pricing, please contact barb@accu-dart.com.



ACCU-DART Return on Investment – Sample

ACCU-DART will improve your clients' inventory operations by reducing shipping errors and increasing productivity. It is sometimes difficult to quantify the return on investment (ROI), as there are numerous immeasurable benefits to your clients business. Here is a simple ROI that demonstrates why ACCU-DART is the ideal solution for your clients.



When your client ships the wrong goods to their customers, the mistake needs to be fixed, usually by resending the correct item, at the company's cost. First they may lose long-term business by decreasing customer satisfaction. Then they pay the staff wages both for customer service/order entry and the warehouse, as they process the return and reshipment. They also will need to pay the freight charges, to correct the

mistake. In addition, having inaccurate inventory will lead to loss of sales and incorrect purchasing decisions, all of which affect their profitability.

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 client ships 2000 orders per month, with only 1% having an error, the cost to your client's 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 \$5,925.

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?

ACCU-DART Announces Annual Support Increase



In an effort to continue to provide the first-class support you and your customers require, annual support for all ACCU-DART systems will be increased from 15% to 18%, effective November 1, 2006. Annual support includes technical support, toll-free 24/7 emergency assistance, updates to existing versions of ACCU-DART, access to the latest code, and free upgrades to latest versions.

We recognize that you know your clients best, and need to be "in the loop" of what's going on. As ACCU-DART Resellers, you are the first line of support for your clients. As such, we request that you contact support on behalf of your clients.

To access support, call our toll-free number (888-324-7877) and press "3" for support. If calling outside of our hours of operation, and if it is an emergency, follow the voicemail instructions and leave a detailed message and phone number, and one of our staff will return your call as soon as possible.

If you have any questions, please feel free to contact us at info@accu-dart.com. We look forward to continuing to provide you and your clients with the highest level of support and quality of product.

November Web Demos

Once again we are offering Web Demos for ACCU-DART Resellers. Resellers can learn more about ACCU-DART, develop skills for demonstrating the software, as well as sales & marketing techniques. We will also review Sales & Marketing techniques to help you promote ACCU-DART to your clients.

Available Webinars for November:

AccountMate	Tues. November 28, 2006 - 4:00pm EST
Sage Pro ERP	Wed. November 29, 2006 - 4:00pm EST
Sage Accpac ERP	Thurs. November 30, 2006 - 4:00pm EST

Attendance is limited, so please register early! Individual Webinars for Resellers and/or Prospects are also available by appointment only. To register, please contact Barbra at barb@accu-dart.com