

# DART Board

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INVENTORY

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## ACCU-DART RESELLER CONFERENCE

The 2nd Annual ACCU-DART Reseller Conference is quickly approaching! We are very excited about all the interesting sessions we have planned for our attendees, covering such topics as: Hands-on Hardware; Customizing ACCU-DART; Selling ACCU-DART to your clients; Reseller Success Stories; Tips and Tricks; and more!

A Special Thank-You to AccountMate for sponsoring Day 2 of our Conference. AccountMate is a continued supporter of Vertical Solution Partners like ACCU-DART, and we are grateful for their participation this year.

**AccountMate**  
SOFTWARE THAT FITS

We would also like to thank Sage Software for sending Charlie Argento as a lunch-time speaker on Day 1

The ACCU-DART Reseller Conference will take place June 18-19, 2007 at the Renaissance Toronto Airport Hotel.

For more information please contact [barb@accu-dart.com](mailto:barb@accu-dart.com).

## Upcoming Events: TPAC Conference

We are very excited to be returning to the 5th Annual Third-Party Advantage Conference (TPAC) August 26 -28, 2007 in Vancouver, BC. TPAC is a great conference that showcases third-party products that work with Sage Accpac ERP. Whether you need a vertical solution, an add-on, a specialized service or customization you will see everything there is available all at one show.



We will be exhibiting at Booth #45, so please come by and meet our team, and learn more about ACCU-DART.

We will also be holding 2 sessions where attendees will be able to get an in-depth look at ACCU-DART. More information on these sessions will be available soon!

## Event Report: Sage Insights Conference

The Sage Insights Conference was a great success! As exhibitors, the ACCU-DART team had the opportunity to touch base with many of our resellers, and to meet other Sage Resellers who are interested in ACCU-DART. The excitement shown by those resellers that see ACCU-DART in Action reaffirms our belief that ACCU-DART is a great solution for inventory management.



For those who did not get the opportunity to stop by, please feel free to contact us so that you too can see ACCU-DART in Action!

## Who are Candidates for ACCU-DART? *Why you should sell ACCU-DART to your customers*

Candidates for ACCU-DART are those companies that need to process data accurately, efficiently, and at a reasonable price.

### Who are Candidates?

It could be someone whose major problem is shipping the right goods to the right customers. Because ACCU-DART is a **modular** system, they could simply purchase 1 radio-frequency user with Ship Sales Order capabilities. Now for under \$6,000 retail (including hardware), you can provide a solution for this kind of customer.



Other industries might require recording serial/lot numbers with their various transactions. This could be not only labor-intensive, but also require a high-degree of accuracy. What could be better than having ACCU-DART scan and validate the lot/serial number data in **real-time**.

ACCU-DART is a modular/a la carte solution where you the Reseller can pick the appropriate module combination for your client. A solution that fits their function needs and their budget.

## Case Study: Tracking Serial Numbers

*We are happy to introduce a new end-user case study available for download from our website.*

Liberty Cablevision, a Cable TV company in Puerto Rico, needed to gain control over their inventory. They were manually entering all warehouse transactions in the accounting department, leading to inaccurate inventory records that were out of sync by several days. They were also unable to track serialized inventory items – a major concern for this company.



Liberty Cablevision contacted Medero, Roldan & Associates to resolve their inventory issues. Jorge Medero

determined that ACCU-DART was the ideal solution for a number of reasons. He was impressed that ACCU-DART “could extend their current investment” by “seamlessly integrating with their current ERP solution”. Transactions could be updated by the warehouse staff in real-time. ACCU-DART works seamlessly with multiple locations, which would accommodate Liberty Cablevision’s 4 warehouses. ACCU-DART’s serial number integration would give the company the ability to track serialized inventory, a vital part of their operations.

ACCU-DART uses radio-frequency scanners and hardware. The warehouse staff simply scan the barcodes for each item as they are processing a transaction. With the serialized inventory option, when an item incorporates a serial number, ACCU-DART will verify that a valid serial number is recorded for each transaction.



Irwin Ash, president of Executive Concepts Inc and ACCU-DART, explains: “Liberty Cablevision’s business required that they accurately track not only what serial numbers they have in stock, but also who the serial numbers were sold to. ACCU-DART ensures that this critical information is processed precisely and quickly.”

With ACCU-DART in place, Liberty Cablevision has “immediate visibility to their inventory items” and can now track their serialized inventory. They are finally able to gain control over their serialized items. “ACCU-DART met all their objectives and allowed the company to easily train the warehouse staff in understanding their current ERP solution.”

ACCU-DART is the ideal solution to get control of your serialized inventory, in real-time!

## Reseller Case Study Incentive

Have you sold ACCU-DART to one (or more) of your clients? Do they have a story to tell? We are looking to create new case studies of successful ACCU-DART installations.

Share with us your clients’ stories and we will offer you an additional 10% (max \$1000) off your next ACCU-DART sale. We will work with you to organize your case-study information and put together the case study.



As with our other marketing materials, we would be able to customize our case study to include your logo and contact information.

For more information on creating a case study for ACCU-DART, please contact [barb@accu-dart.com](mailto:barb@accu-dart.com).



## NEW! End-User Webinars

**Tuesday, June 26 2:00pm EST (AccountMate)**

**Wednesday, June 27 2:00pm EST (Sage Accpac ERP)**

Help your clients/prospects to see ACCU-DART in Action by inviting them to attend our NEW End-User Webinars! This is part of our continued effort to help our Resellers succeed with ACCU-DART.

The End-User Webinar is open to anyone who is interested in learning more about how ACCU-DART works, and how it could benefit their operations. This session is geared specifically for the end-user, and will demonstrate the functionality of some of the many ACCU-DART modules.

Invite your clients to participate in this exciting Webinar! Click on one of the following links to download an invitation to see ACCU-DART in Action!

[ACCU-DART for AccountMate: Tuesday, June 26, 2:00pm EST](#)  
[ACCU-DART for Sage Accpac: Wednesday, June 27, 2:00pm EST](#)

Do you think many of your clients would like to participate in our Webinar? Contact us to arrange a special session exclusively for your company. Please email [barb@accu-dart.com](mailto:barb@accu-dart.com) for more information.