

DART Board

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Event Reporter: **ACCU-DART** **RESELLER CONFERENCE**

Once again the ACCU-DART Reseller Conference was a great success! Thank you to all our attendees for taking the time to become an expert on ACCU-DART.



This year sessions covered a wide range of topics: from an in-depth overview of how ACCU-DART works, to a demonstration of the hardware, to selling and marketing strategies. A special thank-you to Dan McArthur of Can Save for coming in and

presenting an end-user perspective of ACCU-DART for our attendees, as well as to Yvonne Mangum of Y's Solutions, and George Kassai of K & K Accounting for sharing their Reseller Success Stories.

We also enjoyed a fun-filled evening out in Toronto with dinner at the Urban Restaurant, followed by entertainment at Second City. It was a great opportunity for us to get to know our resellers, while having a wonderful time!



Mike Olfano of the PCA Group "thought the conference was strong with a balance between hands on system usage and examples of how it works in practice." Participants can now be confident in their ability to demonstrate, sell, and install ACCU-DART for their clients and prospects.

Thank you to AccountMate for sponsoring Day Two of our event. 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

Planning is already underway for the 3rd Annual Reseller Conference, tentatively scheduled for the fall of 2008. We look forward to an even bigger and better conference next year!

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!

Reseller Exclusive: Hardware Demo Kits

Show your prospects first-hand how ACCU-DART works – use a Reseller Hardware Demo Kit! Attendees at this year's ACCU-DART Reseller Conference agreed that the Demo Kit is essential to demonstrate the concept behind ACCU-DART's real-time data collection in their environment.

We have made a special arrangement through Worth Data for our Resellers. This kit offers exclusive savings of 40% off the retail price.

Each kit contains the hardware you need to make demonstrating and selling ACCU-DART easier:



1 Base Station (B551)
1 R/F Scanner (LT701)
9-pin Serial Cable
A/C Power Supply
Rechargeable Batteries

Limit 1 kit per reseller. [Click here](#) to download the Reseller Demo Kit order form.

Case Study: ECI Delivers Complete Solution - MIFAB Inc.

MIFAB is an engineered plumbing and drainage products supplier in Chicago, IL. They carry over 30,000 items across approximately 65 warehouses. MIFAB was in need of a proper inventory management



and accounting system. In their previous system, it was taking up to a week to ship orders. Their inventory accuracy was well below 50%. Dwight O'Brien from MIFAB explains that they "wanted to improve inventory accuracy to above 95%", and to process the information in real-time.

MIFAB contacted Executive Concepts Inc to resolve their issues and improve their operations. Sharlene Pearl of ECI determined that MIFAB would need a several systems that were integrated and customized to meet their unique needs, including: AccountMate as the foundation to manage their accounting and inventory requirements; and two ECI products, ACCU-DART and DRP (Distribution Requirements Planning).

AccountMate is a real-time, customizable financial and business management software designed to address the needs of small to medium-sized businesses. It was the ideal solution for MIFAB Inc to handle their inventory tracking, bin tracking, invoicing, and other accounting transactions. AccountMate is a source-code solution, allowing ECI to modify the system.

ACCU-DART is a real-time inventory management solution, designed to integrate directly into AccountMate. Using radio-frequency scanners, it allows the warehouse staff to instantly update the accounting system, ensuring that all users throughout the organization have the most up-to-the minute information. For MIFAB, ACCU-DART is used to complete inventory transactions, record bin movement, picking sales orders, shipping orders to customers, and receiving purchase orders. ACCU-DART is integral for maintaining inventory accuracy.



Case Study: Mifab Inc - Continued

After working with ECI to implement these customized solutions,

MIFAB's operations have significantly improved. Dwight O'Brien explains: "All inventory transactions are now in real-time, and inventory accuracy is now in the high 90th percentile". Accounting procedures have improved by incorporating AccountMate, while ACCU-DART ensures that transactions are processed in the warehouse quickly and accurately

ECI worked closely with MIFAB, customizing all the systems to create a solution that fits their very specific needs. "Executive Concepts evaluated our requirements, made recommendations, and then tailored each system to meet our exact specifications" says Dwight O'Brien.

With the help of Executive Concepts Inc, MIFAB has a fully functional accounting and inventory management solution that perfectly fits their unique needs.

End-User Webinars

Monday, July 23 2:00pm EST (Sage Accpac ERP)

Tuesday, July 24 2:00pm EST (AccountMate)

Help your clients/prospects to see ACCU-DART in Action by inviting them to attend our End-User Webinars!

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.

Invite your clients to participate in this exciting Webinar!
[Click Here to download an invitation to see ACCU-DART in Action](#)

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 for more information.

Reseller Web Demos

We are again offering Web Demos for ACCU-DART Resellers.

AccountMate	Wed. August 1, 2007 - 2:00pm EST
Sage Accpac ERP	Thurs. August 2, 2007 - 2:00pm EST

Individual Web Demos are also available by appointment only. To register, please contact Barbra at barb@accu-dart.com.