

# DART Board

Toll Free: 1.888.324.7877

info@accu-dart.com

www.accu-dart.com

STAY  
CONNECTED  
TO YOUR  
INVENTORY

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## Business focus: Modularity!

ACCU-DART is the ideal solution for small to mid-sized businesses who want to keep better track of their inventory. We recognize that all businesses are unique, and have unique needs. Not every business needs lot control, warehouse transfers, or even PO receipts. This is why ACCU-DART was designed to be completely modular. Your client can purchase any combination of modules, from a single "Ship Sales Order" unit to the full package.

Imagine a client who has an established system for running their business, but is having difficulty shipping the right goods to the right customer. They are losing money in many different areas: the cost of returning goods from the customer, and then paying to ship out the



correct product; the labor costs of not only the warehouse staff, but even the customer service representatives who must field customer complaints; and then the long-term costs of losing a customer permanently. This client needs a simple solution to solve

one issue in their business. ACCU-DART will improve the clients' accuracy, with a minimum investment..

Similarly, envision a client who cannot accurately keep track of what items are being received. While orders are being received in the warehouse, the sales staff checks to see if an item is in stock, and might not see any available items. With ACCU-DART PO Receipts, as items are being scanned off the truck, and orders are received, the accounting system is automatically updated – showing the most accurate on-hand counts for all items.

You can combine any or all of ACCU-DART's modules to suit your clients' individual needs. And you can always add modules. If down the road your client's needs change, modules can be easily added to their list of functions.

The flexibility of purchasing whichever modules your client needs, in whatever combination suits them best, is another reason why ACCU-DART is the ideal solution for your clients. For more information, please visit [www.accu-dart.com](http://www.accu-dart.com).

## Help your Team Become ACCU-DART Smart

Invite your team to become ACCU-DART Smart by participating in an ACCU-DART webinar for your company. See what ACCU-DART can do, how it works, and how it can benefit the operations of your clients/prospects.

ACCU-DART is a radio-frequency bar-code inventory control solution designed to integrate directly with AccountMate. ACCU-DART updates the accounting system in real-time so everyone has the most current information at all times.



This is the ideal opportunity for resellers to get their team up to speed on ACCU-DART so they can better serve their clients/prospects.

Please contact Barbra at [barb@accu-dart.com](mailto:barb@accu-dart.com) to schedule a webinar for your company.

## Event Reporter: TPAC Conference



The 5th Annual TPAC Conference was a great success!

ACCU-DART was thrilled to once again participate at the Third-Party Advantage Conference both as an exhibitor and as a presenter. Our first session featured an in-depth demonstration of how ACCU-DART works, and our second session focused on selling ACCU-DART to your clients.

Thank you to everyone who came to see us and learn more about ACCU-DART and how it can improve your clients' businesses. It was wonderful to see so many of our ACCU-DART Resellers, and is always great to see new faces!

For more information on TPAC, please visit [www.tpac.biz](http://www.tpac.biz).

## Case Study: Karsay Coffee

Karsay Coffee Distributors, a corporate coffee service in Somerset, New Jersey needed to improve the speed at which they were fulfilling orders, and also needed the orders to be filled accurately. The “mundane task of pulling up each order after picking to



create shipments was labour-intensive and created a backlog” said George Kassai of K & K Accounting Systems Inc.

Employees were not working as efficiently as they could, because all order fulfillment was processed manually, and in some case, inaccurately. It often required extra work by the warehouse and clerical staff to complete orders. Karsay Coffee Distributors contacted George Kassai of K & K Accounting Systems Inc. to resolve their issues, and improve their operations.

George Kassai determined that ACCU-DART would be the best solution for their inventory control needs. ACCU-DART is 100% modular, allowing Karsay Coffee to purchase the exact functionality they require.

With ACCU-DART in place, operations at Karsay Coffee have greatly improved. Problems with shipment accuracy have practically been eliminated. George Kassai confirms that “the only way something can be shipped incorrectly is if it was keyed into the original order wrong.” ACCU-DART verifies that the correct items are being shipped for each order. Shipment are also posted immediately – in real-time – and thus inventory is immediately updated.



Both K & K Accounting Systems Inc. and Karsay Coffee knew that by implementing ACCU-DART, there would be money/time savings, but had no specific benchmark to meet. However, the final results proved to be way above expectations: “Shipping accuracy improved to 100%, and inventory was accurately released with each shipment. It has saved 2-3 hours of work each day.” Overall, the time it took to ship orders has been cut by 50%. By eliminating the need to reship incorrect orders, the savings to Karsay Coffee was huge. In addition, they previously had one person entering shipments and invoicing orders, a job which took them all day. With ACCU-DART, this clerical effort has been reduced by 50%. They are now able to do more productive work for the company.

## Case Study: Karsay Coffee (con't)

George Kassai sums up the benefits to implementing ACCU-DART: “The client is extremely satisfied with the Return on Investment ACCU-DART delivered to his company. Also, the employees are happier working, because it has made their jobs easier”.

Although it may be difficult to see the direct savings in dollars, the return on investment for ACCU-DART results in saving countless hours of labor – both from the warehouse/shop floor and the administrative offices, increased customer satisfaction, and better inventory accuracy.



By increasing inventory accuracy and overall efficiency, ACCU-DART is the ideal solution for warehouse and inventory management

## End-User Webinars

**Wednesday, September 19 3:00pm EST (AccountMate)**  
**Thursday, September 20 3:00pm EST (Sage Accpac ERP)**

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](mailto:barb@accu-dart.com) for more information.

