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Congratulations Sage BP Award Winners

Sage Software recently announced their President's Circle honours as well as their Business Partner of the Year, and Million Dollar Club Awards. Both recognize excellence in product sales. Congratulations to all the winners, in particular the following ACCU-DART Resellers:

ADSS Global - Million Dollar Club Awards, \$1+ Million Dollar Sales Level Achievement
- President's Circle, ACS Top 5 Winner in Product Sales

Axis Integrated Solutions - President's Circle, ACS Top 5 Winner in Product Sales

BAASS Business Solutions - Business Partner of the Year Award, Sage Accpac
- President's Circle, ACS Top 5 Winner in Product Sales
- Million Dollar Club Awards, \$1+ Million Dollar Sales Level Achievement

CA-Plus Inc. - Million Dollar Club Awards, \$1+ Million Dollar Sales Level Achievement
- President's Circle, ACS Top 5 Winners in Product Sales

Gail Wilson & Associates Inc. - President's Circle, Sage Accpac Top 2 Product Sales Winners

Net@Work, Inc. - Million Dollar Club Awards, \$1+ Million Dollar Sales Level Achievement
- President's Circle, Next Top 3 ACS Product Sales Winners

Plus Computer Solutions Ltd. - President's Circle, Sage Accpac Top 2 Product Sales Winners



We're Here to Help!

What can we do to help you promote ACCU-DART to your clients?

We are here to offer our Resellers as much support as possible, including:

■ Web Demos

We offer web demos for your ACCU-DART prospects, as well as to help train both you and your staff. Please contact us to schedule a demo.

■ Seminars

We are available to do seminars for groups. Invite a number of prospects and customers to see ACCU-DART in Action all in one session.

■ ACCU-DART Support

We offer 24/7 technical support for ACCU-DART emergencies. Simply call 888-324-7877 and dial 3 for support. If calling after hours and requiring immediate assistance, follow the instructions to page our on-call staff. We are here to help!

■ Marketing Materials

Have our marketing materials customized to promote your business! Resellers can order any of our marketing materials customized with their logo and contact information. Contact barb@accu-dart.com for more information

Do you have any suggestions on what more we could do to make selling ACCU-DART easier? Please send us your suggestions to barb@accu-dart.com.

Changes within Professional Services Group

Our Professional Services Group offers assistance to ACCU-DART for Sage Accpac ERP Resellers. As part of this group, you may have contacted Paul Luster from Onda Nova for support. Paul has been core member of our ACCU-DART for Accpac ERP team from the very beginning. We really appreciate his significant contributions in the design and development of ACCU-DART for Accpac ERP. Paul has decided to focus his efforts within the reseller channel, and therefore future requests should be sent to our team at Executive Concepts Inc.

To reach the ACCU-DART for Sage Accpac Professional Services Group, please contact support.erp@accu-dart.com or 888-324-7877.

Good Luck & Best Wishes to Paul in his future endeavors.

Case Study: Modular Solutions

ACCU-DART is a real-time radio-frequency barcode solution, designed to integrate directly with AccountMate, Sage Accpac ERP, and Sage Pro ERP. Using radio-frequency bar-code scanners, it allows the warehouse staff to instantly update the accounting system, eliminating additional data entry and making operations more efficient. ACCU-DART is available as individual modules, making it easy to customize to your specific needs.

McDaniel Metals,
Inc - a sheet-metal



manufacturer in Houston, Texas – manufactures and ships several hundred items each day. “The manual paperwork that was required to account for everything that was made and shipped each day took several hours and usually had several mistakes” said James Morman of Interval Solutions. McDaniel Metals did not have accurate counts of on-hand inventory at the time of order entry because the warehouse paperwork could not be entered until the next day. This made it very difficult to maintain proper inventory controls, as well as to ship the right goods to the right customers.

The client contacted Interval Solutions to help resolve their inventory control issues easily and affordably. James Morman recommended ACCU-DART because it was functionally-rich, reasonably-priced,

and easy to install. He explains: “ACCU-DART was the best fit because the client only had to buy the modules they needed to solve their problems”. They weren’t obligated to purchase “package” solutions, and instead could select the individual modules they required.



James Morman was particularly impressed that “the whole implementation process took less than one day – which included installation, setup, and training”. The ACCU-DART team responded to the client’s specific requirements. He explains: “The client needed to be able to create IC Assemblies as they happened so that product could be shipped immediately. ACCU-DART created the needed software in much less time than most developers that I have worked with”.

With ACCU-DART in place, product information is available in real-time. Items are updated to the accounting system as they are manufactured and shipped, allowing McDaniel Metals to have the

most up-to-the-minute inventory. James Morman said: “Now item transactions are processed as they happen”.

Larry Moody, General Manager of McDaniel Metals is incredibly satisfied with the benefits the ACCUDART solution. “ACCU-DART has decreased mistakes and increased information and productivity for much less than was quoted to me by other WMS vendors”.

Because the client only needed to purchase the modules they required, and ACCU-DART fit their specific needs, ACCU-DART was the most cost effective solution for their operations.

Do you have a success story? Contribute to our next Case Study and be eligible for discounts on future ACCU-DART Sales! Please contact barb@accu-dart.com for more information.

Wedding Announcement



Congratulations to our marketing coordinator Barbra on her recent marriage. While Barbra’s email remains the same (barb@accu-dart.com), please note that she has changed her name, and is now Barbra Kwolek.

We would like to wish Barbra & Brendan a lifetime of happiness!

End-User Webinars

Tuesday, November 27 at 3:00pm EST (AccountMate)

Wednesday, November 28 at 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 for more information.