

DART Board

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Save-the-Date: ACCU-DART Reseller Conference 2008

Save the date for the upcoming 3rd Annual ACCU-DART Reseller Conference! This year the conference will take place **October 26-27, 2008 in Toronto.**

We are happy to be returning to the Renaissance Toronto Airport Hotel. This hotel is approx. 20 minutes from downtown

Toronto, and offers complimentary shuttles from Pearson International Airport, which is close by. The hotel also features complimentary high-speed internet access in guestrooms, the lobby, and the hotel restaurant. We have arranged a special group rate of \$119.00 CDN/night.

The ACCU-DART Reseller Conference is the ideal place 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 sales and marketing ideas, or would like to meet and collaborate with other ACCU-DART Resellers, the ACCU-DART Reseller Conference is for you!

Mark your calendars for October 26-27 – Registration information coming soon!

NEW: ACCU-DART Reseller Awards

For the first time, we will be awarding two ACCU-DART Reseller Awards, honoring our resellers for their hard work in promoting our product. The two awards will be:



Top ACCU-DART Reseller Award **Most Innovative Implementation Award**

The cut-off date for evaluation is September 30, 2008. Award winners will be announced at the ACCU-DART Reseller Conference, October 26-27, 2008 in Toronto.

Good Luck to all ACCU-DART Resellers!

ACCU-DART
RESELLER CONFERENCE 2008



Event Reporter: AccountMate Synergy Conference

The AccountMate Synergy Conference was a great success! This year's conference celebrated AccountMate's 25th year in business. Once again ACCU-DART was thrilled to be exhibiting at the show. The conference was also a great opportunity for members of our team – including our president Irwin Ash – to meet with a number of our loyal ACCU-DART Resellers. It is always a pleasure to connect to our resellers one-on-one.



ACCU-DART wins AccountMate Outstanding Partnering Award 2008



We are honored to have received the 2008 Vertical Solution Partner "Outstanding Partnering Award" from AccountMate at the Synergy Conference this year. This award "is more than just sales of a vertical product that has helped sell AccountMate Software. It is a working relationship with AccountMate that adds value across our organization and the Business Partner channel."

Upcoming Event: Sage Insights 2008

We are very excited to be exhibiting once again at the Sage Insights Conference: May 12th – 15th in National Harbor, Maryland. Insights is always a wonderful opportunity to meet with our many resellers.

This year: "Insights 2008 has been rethought, re-imagined, and reborn. Experience new educational curriculum... Capitalize on... opportunities to collaborate with peers and experts. Discover new innovations for your customers."

INSIGHTS | 08
educate • collaborate • innovate

Please visit us at Booth #121 to meet our team and see first-hand how ACCU-DART makes inventory management easy. Learn how ACCU-DART can improve your clients' business and your bottom line. Visit www.sagesoftwareinsights.com for more information.

Marketing Tools: ACCU-DART Pricing Calculators

In our continued effort to provide our resellers with the tools to promote & sell ACCU-DART, we are pleased to offer the ACCU-DART Pricing Calculators – which make providing quotes to your (potential) clients easy and straightforward.



Simply enter the required hardware, number of users, and check of the modules your client needs, and the Pricing Calculator will show you both the List Price and Reseller Cost, including annual support. You can also print the quote (which will exclude the Reseller Cost) to present to your clients.

We would be happy to add your logo to the “Header” section of the Pricing Calculator, to customize the printed version for your clients.

The Pricing Calculator also includes a description of all the ACCU-DART modules, making it easy to explain how each function works to make your clients’ business better.

You can download the Pricing Calculator from the Reseller-Only section of our website: www.accu-dart.com/resellers. Please check back often to get the most current version.

New Module for ACCU-DART for Sage Accpac

We’ve recently added a new module that allows for the system to ask for and update Serial Number and/or Lot Control Optional Fields on PO Receipts. This is a great solution for those clients that have been looking for an easy way to gather this information at time of receipt.



For more information, please contact info@accu-dart.com.

Congratulations AccountMate Award Winners

In addition to Executive Concepts Inc, a number of ACCU-DART Resellers also received Awards at the AccountMate SYNERGY Conference. In fact, except for 2 international business partners, all the award winners are ACCU-DART Resellers. Congratulations to the following ACCU-DART Resellers:

AccountMate Africa	International Award of Exceptional Achievement
Appfinity Software	Vertical Solutions Partner Emerging Partner Award
ISYS, LLC	Western Region Outstanding Sales Achievement Partnership Award President’s Award of Outstanding Achievement
Mibar.net	East Region Outstanding Sales Achievement Partnership Award
NexLAN, LLC	Outstanding Performance LAN Installations
Personal Computer Accounting	Central Region Outstanding Sales Achievement Partnership Award President’s Award of Outstanding Achievement
Stonefield Software Inc.	Vertical Solutions Partner Innovative Integration Award
Tamlin Software Developers	Exceptional Performance in SQL Installations Superior Performance Maintenance Agreements Exceptional Performance INFOtrac for AccountMate Midwest Region Outstanding Sales Achievement Partnership Award

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.



Having Case Studies for your company can further promote your professionalism and products to your prospects/clients!

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.