

September 2008 - Issue #34

## ACCU-DART Reseller Conference – Early Registration Deadline

The 3rd Annual ACCU-DART Reseller Conference is quickly approaching! Register before September 5 to save \$100 off the registration fee!

The ACCU-DART Reseller Conference, October 26-27, 2008 in Toronto is the ideal place to become an expert on ACCU-DART. If you are just starting out and want more information on how ACCU-DART works, want to discover new sales &



marketing ideas, or would like to meet and collaborate with other ACCU-DART resellers, this event is for you!

“This is a must-attend for anyone that wants to sell and use this product. We left with so many ideas that would not have occurred to us had we not attended” – Patty Sullivan, Dominion Software Consulting

Exciting topics include:

**What's NEW with ACCU-DART** – Be the first to know the latest ACCU-DART features

**End-User Success Story** – Hear first-hand how companies benefit from implementing ACCU-DART

**Marketing/Selling ACCU-DART** – Learn to demo the product effectively, and explore different approaches to selling ACCU-DART.

**Modifying/Tailoring ACCU-DART** – Discover how to give your clients the customized solution they need

**Reseller Success Stories** – Meet your peers and learn what they are doing to succeed.

**ACCU-DART Award Presentations** – We will be awarding prizes for Top ACCU-DART Reseller and Most Innovative Implementation

Time is running out to take advantage of \$100 savings off registration! [Click here to download the form](#) and register today!

## NEW: Special Pricing Offer!

For a limited time, save 10-20% off all ACCU-DART Software purchases!

Until December 31, 2008, we are offering all our resellers an additional 10-20% off any ACCU-DART software purchases. This will result in significant savings for your clients.

**Save 10%** - on orders under \$10,000

**Save 15%** - on orders between \$10,000 and \$15,000

**Save 20%** - on orders over \$15,000

For example, if your client is looking for a “typical” small install of 3 users, Ship Sales Orders, PO Receipts, and Physical Count, the regular software price would be \$8,500 + Annual Support. With our new Special Pricing offer, the discount price would be \$7,650, a savings of \$850! Bigger installations will lead to bigger savings!

[Click Here for more information](#) about this exciting offer. Resellers can also visit the reseller-only section of our website [www.accu-dart.com/resellers](http://www.accu-dart.com/resellers) to download the latest pricing calculators – to make creating quotes with this special discount easy.

## Event Reporter: TPAC

The 6th 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 session featured an in-depth demonstration of how ACCU-DART works.



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).

## Selling ACCU-DART in Tough Economic Times

Many companies don't recognize the advantages of having excellent systems and procedures in place when times are good and they are making money, but when times are tough and every penny counts – investing in solutions that increase

profitability is essential. We believe that when the economy is struggling, it is the companies that invest in their technology that will find themselves in a position to not only survive but flourish.

While it may appear to be difficult to get clients to spend money on new solutions when they are trying to focus on just surviving the tough economic times, it may be in your clients' best interest to spend a relatively small initial

investment to have long-term benefits and profitability.

ACCU-DART is one of those solutions that can help organizations in many different ways:

**Save Manpower** – implementing ACCU-DART can have substantial impact on reducing clerical effort and thereby freeing up staff to do other important jobs around the organization. For example: receiving purchase orders with ACCU-DART will eliminate the need to have somebody collect all the paperwork, go to the receiving screen in the accounting system and manually input what has been received. When using ACCU-DART, the information is updated in real-time in the accounting system, saving the client hours of manpower.

**Save Shipping Errors** – Shipping the wrong goods to a customer can have a major impact on your clients' bottom line. Not only will the customer be dissatisfied, but the company will have to waste money dealing with irate customer phone calls, shipping and handling the return and re-shipment of the correct order, and the company may miss

future sales opportunities by having inaccurate inventory values. By shipping the right goods the first time with ACCU-DART, your client may save these unnecessary costs.

**Improved Inventory Accuracy** – ACCU-DART can help improve inventory accuracy which will then allow the client to make better informed decisions on issues like: satisfying order requests, planning purchases, and possibly reducing inventory levels. Accurate inventory is the key to maximizing their inventory dollars.

When economic times are tough many companies are struggling to stay afloat. Investing in solutions that improve their overall operations can help them to not only survive but to become more profitable in the long-run.

## Return on Investment - Sample

ACCU-DART will improve your clients' inventory operations by reducing shipping errors and increasing productivity. It is sometimes difficult to quantify the return on investment (ROI), as there are numerous immeasurable benefits to your clients business. Here is a simple ROI that demonstrates why ACCU-DART is the ideal solution for your clients.

When companies ship the wrong goods to their customers, the mistake needs to be fixed, usually by resending the correct item, at the company's cost. First they may lose long-term business by decreasing customer satisfaction. Then they pay the staff wages both for customer service/order entry and the warehouse, as they process the return and reshipment. They also will need to pay the freight charges, to correct the mistake. In addition, having inaccurate inventory will lead to loss of sales and incorrect purchasing decisions, all of which affect their profitability.

Some of these factors are hard to measure in dollars, but one ACCU-DART client estimated that the "hard costs" of each incorrect shipment were approx. \$80 per order. If your client ships 2000 orders per month, with only 1% having an error, the cost to your client's business would be \$1,600/month.

By shipping the right goods to the right customer the first time with ACCU-DART, the Return on Investment would be less than 4 months.

How many other investments does your client have with that kind of return?