



ACCU-DART Newsletter

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NEW Newsletter Design!

Welcome to the new ACCU-DART Newsletter Format! We have redesigned our newsletter with our resellers in mind. It is now easier than ever to sign up for a subscription to our newsletter, as well as to forward to your colleagues & associates. If you wish to subscribe to this newsletter or update your contact information, please visit www.accu-dart.com. We hope you like our new look, and appreciate any feedback or suggestions for future improvements!

ACCU-DART Reseller Conference

The ACCU-DART Reseller Conference is quickly approaching! On October 26-27, 2008, ACCU-DART resellers will meet in Toronto to share their experiences, learn new techniques, and become experts on ACCU-DART. [Register today](#) to be a part of this exciting event!



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 one company benefitted 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

Evening Out in Toronto - Join us for an evening of dinner & entertainment in the exciting city of Toronto!

"The ACCU-DART Reseller Conference allowed for very good networking and idea exchanges focused on one topic, ACCU-DART. I personally walked away with a couple of good marketing ideas,

which I implemented. The participants, each one of them all contributed something, be it large or small, that everyone was able to walk away with. It was a couple of days well spent"

- George Kassai, K & K Accounting Systems Inc.

Register today! [Click here to download a registration form](#) and be a part of this informative and interesting conference!

The Need for 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 ACCUDART, 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.

ACCU-DART vs. Others

ACCU-DART offers many unique features that make it a better fit for your clients' inventory control needs.

Some examples include:

ACCU-DART is 100% modular - Buy only the functionality your client needs. By purchasing module-by-module, it is easy for your client to add users/functionality down the road, as their requirements change and grow. This also keeps the costs low. For example, a single user who just needs ship sales orders would cost under \$6,000 for both hardware and software. Other inventory management systems offer



"modular" packages - your client must buy groups of modules, including some functionality they may not need. This can end up being more costly, as they are paying for functionality they will not use.

Direct Integration - ACCU-DART integrates directly with the ERP solution in real-time. There are no additional databases to reconcile or maintain, and all the reporting and functionality that the users are currently using will remain the same. The users can continue to use their ERP system to process any transactions, regardless of whether or not they have purchased the ACCU-DART modules. A single database also means that there is only one place for everyone in the corporation to access data. They will not have to deal with the fact that different databases may have different values and/or reflect data at different times. Other systems require a separate database, which can cause a number of complications.

Hardware - ACCU-DART is traditionally designed for 900 MHz radio-frequency hardware provided by Worth Data. Typical ACCU-DART installations can be easily implemented by the reseller or even by the client. A single 900 MHz base station from Worth Data covers up to 300,000 square feet. The base station simply plugs into the COM port of a PC, making installation easy. By comparison, 802.11 wireless hardware can be very time-consuming to install. The average base station/relay covers only up to 100 feet in line-of-sight, requiring comprehensive site-testing and numerous relays. The radio-frequency scanners from Worth Data are simple, easy to use, and affordable.

Customizations - Our ability to add modules that extend outside of just typical warehouse operations, including manufacturing, sets us apart from the competition. We are also able to create new modules or modify existing modules to fit your clients' unique needs.

ACCU-DART is the ideal inventory management solution for your clients/prospects. For more information, please visit www.accu-dart.com.

ACCU-DART Tip of the Month - The Aiming Dot

The aiming dot is very useful if the user is having difficulty lining up the laser reader to scan the barcode. This can be especially difficult if there are multiple barcodes on the label.

Here are instructions on how to add the aiming dot to the Worth Data Scanners:

On the Worth Data Scanners, select "F1" to go to "Setup Mode"

Press "1" to go to the "R/F Terminal Setup"

Press "6" for "Other"

Press "No" to scroll through the options until you find "Aiming Dot Duration" - Select "Yes"

Enter a value in 10th of a second duration (eg: we recommend "05" for a 0.5 second duration) Press

"F1" to save and return to the previous screen (repeat until you are out of setup mode)

Now when the user scans, a little aiming dot appears which the user can aim on the barcodes. The system will then scan as usual

If you have any questions about our newsletter or ACCU-DART, please don't hesitate to contact us.

Sincerely,

Barbra Kwolek
ACCU-DART
Executive Concepts Inc.

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