

## ACCU-DART Newsletter

March 2009 - Issue #39

### In This Issue

Case Study: Success through Tough Economic Times

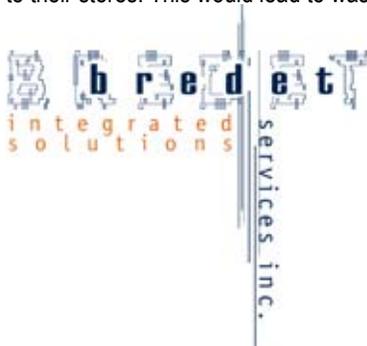
"Steal this Article" for your end-user newsletters

ACCU-DART for New Worth Data Hardware Available April 1st

Upcoming Events: Sage Insights 2009

## Case Study: Success through Tough Economic Times

Highfield Holdings Inc. is a Salon & Spa distributor in Woodbridge, Ontario, with stores operating as "Trade Secrets" across the province. Highfield was running into issues when they shipped the wrong goods to their stores. This would lead to wasted time as the warehouse staff



corrected the mistake, as well as man-hours in customer service dealing with complaints.

Many of their individual items were small and looked very similar to each other, making it wasy for the warehouse staff to pick the wrong goods. They needed a system to improve accuracy and save money.

The client contacted Bredet Services, Inc. to find a solution to their issues and increase efficiencies. They were "concerned about cost and implementation because they were not in the market to spend \$75 - \$100K on an inventory control system" says Debbie Breuls of Bredet Services Inc. Debbie recommended ACCU-DART, which would fit their requirements at a fraction of the cost of some of the competition.

By shipping the right goods to the right customer, the first time, Highfield Holdings has greatly improved efficiencies and reduced customer service issues. This in turn leads to significant savings for labor costs.

Debbie Breuls says that "it has greatly improved errors in shipping and has reduced their warehouse staff by one full-time person". These cost-saving measures can be the difference between a successful and unsuccessful business.

A representative from Highfield Holdings Inc. reports that "in today's

economy we have to be better than before, with less people, fewer customers, and tighter budgets...just to stay in business. Decisions should only be made on accurate and timely information. Sage Accpac and ACCU-DART allow me these luxuries".

For a relatively small upfront investment, ACCU-DART can help improve efficiency, increase inventory accuracy, and help businesses save money, becoming more profitable in the long-run.

Ship the right goods to the right customer, the first time!

To download the full case study, please [Click Here](#).

## "Steal" This Article - Why invest in ACCU-DART Now?

*Please feel free to incorporate the following article in your correspondences/newsletters with your clients. You can also download a PDF copy of this article when you [Click Here](#). We are happy to customize this piece for our resellers with their logo & contact information.*

In tough economic times, many businesses are cutting back costs in an attempt to stay afloat. However, there is no greater time to invest in solutions that enhance productivity than when you're trying to save costs. At first it may appear counter-intuitive to invest in a new system while trying to cut back on expenses, but by improving efficiencies, you can save countless dollars in labor costs, shipping expenses, customer service salaries, and much more.

With a relatively small initial investment, your company can reap the long-term benefits and gain profitability. ACCU-DART is a real-time inventory control solution, designed to integrate directly with your accounting system. Using radio-frequency scanners, it allows the

warehouse staff to instantly update the accounting system, ensuring that all users throughout the organization have the most up-to-date information.

With ACCU-DART, your business will:

**Save Manpower** - implementing ACCU-DART can have substantial impact on reducing clerical effort and thereby freeing up staff to do other important tasks around the organization. For example: receiving purchase orders with ACCU-DART will eliminate the need to have someone 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, saving hours of manpower.

**Reduce Shipping Errors** - Shipping the wrong goods to a customer can have a major impact on your bottom line. Your company will waste money dealing with irate customer phone calls, waste labor time handling the return and re-shipment of the correct order, lose money on the additional freight costs, and possibly miss out on future sales opportunities by having inaccurate inventory values. By shipping the right goods the first time with ACCU-DART, you will save these unnecessary costs.

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

Our clients have discovered significant savings by implementing ACCU-DART to keep control of their inventory. George Kassai of K & K Accounting sums up the benefits to implementing ACCU-DART for one of his clients: "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".

When economic times are tough many companies are struggling to stay afloat. By investing in solutions that will improve your overall operations, your company will not only survive the hardships, but become more profitable in the long-run.

## ACCU-DART for New Worth Data Hardware Available April 1st

Recently Worth Data announced new top-of-the-line 7000 series radio-frequency hand-held terminals. Our team has been hard at work developing ACCU-DART to take advantage of the many new hardware features. We are pleased to announce that this new design will be

available April 1st, 2009.

Some exciting features of the new 7000 series RF Terminals include:

Up to 15 line LCD Display

Support for multiple colors and font sizes

Longer radio range (up to 2.5 miles)

Li-ion rechargeable battery

Optional Ergonomic Handle with trigger to activate laser scanner



For any of our existing AccountMate, Sage Accpac, or Sage Pro installation, the ACCU-DART software will currently work with the new hardware, as long as the device is set to 6-line emulation. This method does not take full advantage of the functionality the hardware offers.

As such, we are currently putting the final touches on a new version of ACCU-DART for Sage Accpac that will provide the following capabilities:

Compatible with the new 7000 series RF Terminals from Worth Data  
Using larger font for most input functions  
Inquiries and review screens will use a smaller font so more information can be displayed  
Error messages will be displayed with a yellow font on a red background so they are more recognizable

New Desktop module will better emulate the new scanner format

Once we release this new version of ACCU-DART for Sage Accpac, we will be providing similar capabilities for our AccountMate solution.

## Upcoming Events: Sage Insights 2009

We are thrilled to be exhibiting once again at the Sage Insights Conference: May 11-14, 2009 in Nashville, Tennessee. This conference is always a wonderful opportunity to meet with our many resellers and learn more about the Sage products.

This year Sage Insights is about "coming together to share ideas, discuss winning tactics, learn from the most in-depth breakout sessions yet, and identify opportunities that will provide a clear strategy in tough economic times."



Please visit us at **Booth #354** 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.sageinsightsconference.com](http://www.sageinsightsconference.com) for more information.