

DART Board

Toll Free: 1.888.324.7877

info@accu-dart.com

www.accu-dart.com

STAY
CONNECTED
TO YOUR
INVENTORY

September 2003 - Issue #4

New Product Name:



ACCPAC[®] Pro Series

Executive Concepts announces a new name for its radio-frequency bar code solution for inventory management and data collection. Previously known as DART, the product is now called ACCU-DART™. ACCU-DART is an add-on to accounting/inventory control systems to help streamline workflow and reduce clerical effort. It is more than just a Direct Access Remote Terminal, it is a tool that can vastly improve the accuracy of your information resource. Please visit our new web site at www.accu-dart.com or contact us at info@accu-dart.com for more information.

ACCU-DART 1.10

As you would expect, ACCU-DART is an evolving product. As our customers find new and exciting ways to use R/F in their organizations, we are committed to making available the features that have general appeal. ACCU-DART 1.10 has the following new features:

- The user now has the ability to “switch” to another warehouse. For those situations where there are multiple physical or logical splits of functionality, the user can simply switch to working in another warehouse. Examples include quality assurance and special reserved inventory.
- ACCU-DART has the option to input freight dollars to charge prior to posting a customer shipment. Future releases may have the option to calculate freight by calling third party applications.
- A new function allows for picking by sales order. This is for those users who want the separate pick/pack and ship functions, but want the system to validate the items that the correct items are being picked.

Any ideas for features you want added to ACCU-DART, please contact us at info@accu-dart.com.

Executive Concepts was pleased to announce the release of ACCU-DART for ACCPAC Pro Series™ at the recent ACCPAC Partnership Conference 2003. This was our first large-scale exposure to the ACCPAC reseller community and we were very pleased with the results. The overwhelming response we received confirmed our feeling that there are many small, midsize, and large enterprises that are looking for exactly what ACCU-DART provides: an easy, affordable, functionally rich real time inventory control solution, designed specifically for the accounting system.

Merci to all those that stopped by our booth to see ACCU-DART in action, attend our break-out session, and provide us with valuable feedback. We were informed about the need for similar capabilities for the ACCPAC Advantage series and we have already started investigating that possibility. We are looking forward to working with many of the ACCPAC resellers in the near future.



Softline AccountMate Vertical Solution Provider

ACCU-DART continues to help deliver real world solutions to Softline AccountMate users. It is available for LAN 5 and SQL 5 or 6 versions of AccountMate. ACCU-DART is integrated with Softline AccountMate and provides all the benefits of having a single reliable source of data from which to manage business.

As part of delivering these solutions we are also making the business partners happy, as they are the heroes that help solve business problems. Mitchell Thorp of Dominion Software said about one of his ACCU-DART sales, “One reason for the quick turn around - from demonstration to commitment in less than a day - was the complete integration of ACCU-DART with the accounting software package”. Thorp reports that, for clients who are comfortable with Softline AccountMate, ACCU-DART looks like it's part of their

existing system. "This is very impressive to clients, and eases their sales resistance - it doesn't look new-and-different, and that immediately creates a comfort level".

Contact us to see how ACCU-DART can deliver the quality solutions your customers need and expect from their reseller.

Custom Solutions

While ACCU-DART is a powerful tool to help users of various accounting/inventory control packages, don't forget that ACCU-DART is a table driven, source code available solution that can be used with just about any ODBC compliant system. If your customers need to access and/or update data using R/F technology, then ACCU-DART is the solution you are looking for.

We can provide a very reasonably priced custom solution that puts the power of ACCU-DART into the hands of the warehouse and shop floor staff. Contact us to discuss your specific needs at info@accu-dart.com.

ACCU-DART in Action:

Can-Save is a building products distribution company located in Barrie, Ontario. They are a firm with a large number of inventory items that does volume business serving much of Eastern and Central Canada.

A robust and complete version of ACCU-DART has been working for Can-Save for more than three years. The latest upgraded, fully-functional version of ACCU-DART has been operational since February 1, 2003. They currently have approximately 20 R/F devices in use. Everyone who touches the inventory has ACCU-DART at their fingertips.

According to Can-Save's CFO and COO, Dan McArthur, "ACCU-DART has proven itself to be an extremely cost effective way of generating huge efficiencies. The intergrated hardware and software of this system have generated a very quick, and sustained payoff for Can-Save. ACCU-DART makes us more efficient and more competitive."

Before adopting a fully functional automated system, there were a number of places where errors could creep in - errors that could

erode customer confidence and satisfaction. All that has changed. Not only does ACCU-DART make warehouse and inventory management a lot easier, but it has substantially increased the accuracy of orders - improving customer satisfaction. Additionally, ACCU-DART has enabled Can-Save to manage a significant increase in orders without any increase in staffing.

A problem Can-Save faced involved order and inventory accuracy. "We need to know what's in the warehouse and where it is," McArthur said. "This is easy with a wireless, mobile system - but before we had ACCU-DART, this key function was not easy at all."

Every warehouse operation faces a challenge with accurate picking of orders, and Can-Save was no exception. "Picking orders - the old way - allowed mistakes to enter the system," McArthur noted. "Too often, these mistakes were not spotted until items got to the front, to our shipping department. Then the picking would have to be done all over again - and mis-picked items had to be re-inventoried. Now, every picked item is verified at the time of picking - no mistakes, no re-stocking. This saves time and money, and helps eliminate mis-shipping of items."

If you would like to find out more about Can-Save and other ACCU-DART customers or to see your customers achieving the same type of benefits, please contact us.

ACCU-DART Seminars

Do you want to generate some profitable business and make your prospects and clients excited about the solutions you are offering?

If you arrange for 4 to 6 qualified prospects who might be interested in ACCU-DART, Executive Concepts will come to your city and do a half-day seminar on ACCU-DART.

Our experience is that once your prospects see ACCU-DART in action, they are likely to buy. Please read the following for an example: [Case Study - Two Days = Two Sales](#)

We are ready to help you sell ACCU-DART! If you have any questions, please do not hesitate to contact us at 888.324.7877.