

## ACCU-DART Newsletter

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### In This Issue

ACCU-DART for AccountMate Web Demos!

Event Reporter: Sage Insights 2009

Congratulations to Accounting Technology's VAR 100

NEW ACCU-DART Case Study: Improving Accuracy & Efficiency

AccountMate BP 1st Quarter Winners are...

## ACCU-DART for AccountMate Web Demos!

Learn more about inventory management with ACCU-DART at one of these exciting AccountMate web demos.

In these webinar, you will:

- \* Discover how updating your clients' inventory data to AccountMate in real-time can increase efficiencies
- \* Learn how shipping the right goods to the right customer, the first time will save your clients money
- \* See how inventory accuracy can improve your clients' operations
- \* And more...

### Business Partner Webinar:

Tuesday, June 2nd 1:00pm EST

<https://www1.gotomeeting.com/register/574984032>

### Client Webinar:

Thursday, June 4th 1:00pm EST

<https://www1.gotomeeting.com/register/630401857>

**Register today!**

## Event Reporter: Sage Insights 2009



The Sage Insights Conference was a great success! As exhibitors, the ACCU-DART team had the opportunity to touch base with many of our resellers, and to meet other Sage Resellers who are interested in inventory management for their clients. Visitors to our booth got a first-hand look at the new hardware from Worth Data and learned about the latest ACCU-DART developments. There was quite a bit of interest for our previous of the soon-to-be-released integration with the Bin Tracking module

For those who did not get the opportunity to stop by, please feel free to contact us at [info@accu-dart.com](mailto:info@accu-dart.com) so that you too can see ACCU-DART in Action!

## Congratulations to Accounting Technology's VAR 100

Accounting Technology Magazine recently announced the top 100 Value-Added Resellers. Congratulations to all the companies honored on this list, especially:

- 9 Net@Work
- 20 ADSS Global
- 55 Mibar Computer Services
- 66 BAASS

- 72 Arxis Technology
- 78 NextLevel Information Solutions
- 82 Kerr Consulting & Support
- 96 Britec

These ACCU-DART Resellers have been recognized by Accounting Technology as some of the top VAR Resellers of 2008.

## NEW: ACCU-DART Case Study: Improving Accuracy & Efficiency

Party Goods Warehouse is a distributor in Pompano Beach, Florida. They serve the five southeastern states of South Carolina, Tennessee, Alabama, Georgia, and Florida, supplying over 1,000 supermarkets with party supplies, including: balloons, candles, glassware, paper plates, napkins, and much more. Unfortunately, Party Goods Warehouse had very little control over their inventory. "We had a very manual way of doing things" says Don Giordano, Operations Manager for Party Goods. With multiple warehouses, they had no idea what inventory was at each location. By tracking their inventory manually, they made numerous shipping errors, including double-shipping orders. With 6 employees picking inventory, there was no control over what items they picked.

When Bill Dubinsky of Sun Business Information contacted Party Goods, they were open to considering a new method for their accounting and inventory control. Bill set out to implement "a complete end-to-end solution" beginning with Sage Accpac ERP, and incorporating three 3rd party solutions, including ACCU-DART. Bill understood the needs of his client, and recommended ACCU-DART to ensure that Party Goods could get a handle on their inventory, and ensure that the warehouse staff picked the right item.

After implementing ACCU-DART at Party Goods Warehouse, "everything suddenly became simpler and more accurate" says Bill Dubinsky. They have virtually eliminated the human error factor from their operations, and increased accuracy of what was picked. This has led to quicker processing of sales orders. Bill continues: "some end-users commented that the sales rep was just there yesterday and the order was already delivered the

next day!"

Party Goods Warehouse owner Bobby Smith acknowledges that "we used to 'double-ship' regularly, and now that never happens and we are saving thousands of dollars". By implementing ACCU-DART, they have a completely new method of shipping and receiving inventory - making their operations more accurate and efficient.

After installing the complete end-to-end solution including ACCU-DART and Sage Accpac ERP, "we estimate that by automating our processes we're saving on average 1-2 hours per day per person, totaling around 15,000 man-hours saved per year... now that time is being used to produce revenue for the company" says Bobby Smith.

Improve inventory accuracy and streamline warehouse operations with ACCU-DART.

## AccountMate BP 1st Quarter Winners are:

Congratulations to the AccountMat 1st Quarter Business Partner Incentive Program winners. All the winning business partners are also ACCU-DART Resellers!

### Eastern Region:

- 1st Prize Winner: Bart Nachimow of Mibar.net
- 2nd Prize Winner: Wayne Nelligan of The PCA Group

### Central Region:

- 1st Prize Winner: Kevin Stroud of Nexlan LLC
- 2nd Prize Winner: Hirotaka Yata of Symbiosis International, Inc.

### Mid-West Region:

- 1st Prize Winner: Linda Bryan of Tamlin Software Developers Inc.
- 2nd Prize Winner: Yvonne Mangum of Y's Solutions

### Western Region:

- 1st Prize Winner: Issac Malitz of RDI Consulting
- 2nd Prize Winner: Vernon Ikeler of ISYS, LLC.

Our congratulations go out to all these resellers!