



# DART Board

## ACCU-DART RESELLER NEWSLETTER

February 2019

### PRICE CHANGE for ACCU-DART for Sage 300 ERP:

After careful evaluation of industry trends, we are pleased to announce that effective January 2019, ACCU-DART is introducing more competitive pricing for ACCU-DART for Sage 300 ERP resellers and their customers.

These pricing changes are designed to better reflect the competitive market for Sage 300 3rd party products.

We value our relationship with our resellers and their customers. For over 20 years, ACCU-DART has provided their clients with a proven inventory control solution to improve their operations. With this new competitive pricing, customers will find the same great functionality, reliability, and efficiency they have come to expect from ACCU-DART.

For more information, please contact Justin at [justin@accu-dart.com](mailto:justin@accu-dart.com)

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### Update Available for ACCU-DART for Windows Mobile Users (IIS):

We have recently made available an update for ACCU-DART Windows Mobile Users who are using IIS files. This update includes bug fixes that should only impact those people with large number of scanners (greater than 8) or a large volume of daily transactions.

Please contact Irwin ([Irwin@accu-dart.com](mailto:Irwin@accu-dart.com)) or Justin ([Justin@accu-dart.com](mailto:Justin@accu-dart.com)) to receive the update.

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### Upcoming Events:



**TPAC 2019**  
**March 31 - April 2, 2019**  
**Niagara, ON**  
**[www.tpac.biz](http://www.tpac.biz)**

We are happy to be exhibiting once again at TPAC - the Third Party Advantage Conference for Sage 300 resellers.

"Showcasing Development Partner Products that work with Sage 300 and Sage CRM. Every product shown is potentially useful in providing a solution for your clients and prospects. Whether you need a vertical solution, add-on, specialized service or customization – you will see everything here!"

We are looking forward to connecting with Sage 300 resellers at TPAC again this year. Please visit us at Booth #31 to see all the latest ACCU-DART developments, participate in a demonstration, or to connect with our team!

For more information, please visit [www.tpac.biz](http://www.tpac.biz)

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### ACCU-DART Return on Investment

ACCU-DART will improve inventory operations by reducing shipping errors and increasing productivity. It is sometimes difficult to quantify the return on investment (ROI) of inventory control, as there are numerous immeasurable benefits to many areas of your business:

### Ship Sales Orders:

When you ship the wrong good to your customers, the mistake needs to be fixed - usually by resending the correct item at the company's expense, including freight charges and wages for warehouse and office staff to process the reshipment. Long-term customer satisfaction is also hurt by shipping errors. When using ACCUDART to process shipments, ACCU-DART validates that the correct item is being shipped - preventing costly reshipments and improving customer satisfaction.

### **Receiving Purchase Orders:**

Knowing what items are in your inventory at all times is crucial to financial success. In some industries, when a customer calls looking to place an order, they need to know exactly what stock is in the warehouse at that precise moment. By receiving inventory in real-time with ACCU-DART, you are able to know what items you have as soon as you receive them. Turning around products faster can create more sales (and more happy customers). It will also help to make better purchasing decisions for reorders and better bin pick replenishments, saving you money.

### **Serial Numbers & Lot Control:**

In order to effectively track serial and lot numbers, you need real-time validation & updates. Whenever serial or lot information is manually recorded, you first need to have office staff spend time entering the data into your ERP system. Then, if a single number is written down incorrectly, often the staff simply pick another number to use instead. This results in numerous inaccuracies, costing your company money. By validating and updating serial and lot information in real-time with ACCU-DART, you will always know exactly where each serial and lot number are located. This results in better timeliness, accuracy, and traceability. Your company is better able to serve your customers, resulting in greater profits.

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 company ships 2000 orders per month, with only 1% having an error, the cost to your business would be \$1,600/month.

Adding a basic ACCU-DART set-up, including 1 radiofrequency user and the ship sales order module, plus hardware including 1 base station and 1 R/F scanner would cost \$5,585.

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?

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## **What Sets us Apart from the Competition:**

Discover the ACCU-DART Advantage:

- Our years of experience help us to provide the best solutions for our clients. We have been providing inventory management solutions since 1991
- We value our relationship with our resellers
  - ◆ While our expertise is inventory control, our resellers expertise is understanding their client's business
  - ◆ We always communicate via our resellers to allow them to keep control of the project(s).
- Constantly working to improve our proven product:
  - ◆ Flexible hardware options including Apple/iOs and Android devices
  - ◆ Integration with new ERP platforms including Sage ERP X3 and Sage Intacct, and Sage Cloud 300
- A fully customizable and flexible inventory solution
  - ◆ ACCU-DART is a 100% modular solution – customers only pay for the functionality they need
  - ◆ We are happy to provide customizations to meet your clients' unique business needs.

Please feel free to contact us at [info@accu-dart.com](mailto:info@accu-dart.com) to learn more about the ACCU-DART advantage for your clients!