# INTEGRATED SOLUTIONS
# REAL-TIME INVENTORY CONTROL
## SAVE TIME AND MONEY
## SIMPLIFY SHIPPING OPERATIONS

# Streamlining Shipping Operations with ACCU-DART and Seles Shipping

## Case Study

Telli is a leading distributor of products, supplies and equipment supporting the spa, salon, wellness and hospitality industries. Based in Las Vegas, NV, Telli Industries struggled with manually keeping track of inventory transactions/changes. In addition, their shipping process was slowed by manually generating shipments, calculating additional shipping fees, and arranging pickups/ deliveries. They wanted to move to a more efficient system of packing and shipping orders, as well as a more streamlined way of communicating shipment information to their customers.



In search of a shipping solution, Telli contacted Integrated Business Solutions, their Sage 300 ERP reseller. Integrated Business Solutions recommended Seles Shipping to address their shipping concerns. Sal Bloch from Seles Software Group then recommended ACCU-DART to address their inventory control issues as well.

ACCU-DART is a real-time inventory control solution, designed to integrate directly into your ERP system. Using radio-frequency scanner, ACCU-DART validates and updates item and serial information in real-time, ensuring that the correct items are being processed at all times.

**Client:**
Telli Industries

**Location:**
Las Vegas, NV

**Type of Business:**
Distribution/Procurement for Spa, Salon, & Hospitality

**Reseller:**
Integrated Business Solutions, LLC

Seles Shipping allows you to create an efficient order management workflow for your company with the latest in shipping middleware. Seles Software Group offers off-the-shelf subscription-based and customizable middleware that integrates to all popular parcel and LTL carriers, Sage 300 Warehouse and Pick and Pack systems with extensions to eCommerce. Our integrations eliminate the need to manually enter any shipping data, and minimal-to-no training is required since we integrate to the actual carrier software.

For Telli Industries, ACCU-DART's ability to accurately manage shipping transactions in real-time made it the perfect choice for their operations. Including the Seles Shipping solution allowed shipping information for each transaction to be automatically generated. Invoicing and confirmations are automatically sent to customers, streamlining the shipping process and seamlessly integrating with Sage 300 ERP.

> "We are glad we made the decision to move forward with ACCU-DART/Seles Shipping."
>
> *- Telli Industries*

Since ACCU-DART is a modular solution, Telli opted to start with Ship Sales Orders (integrated with Seles Shipping). In the future, they have the option to add additional functionality for PO Receipts, Inventory Control, and much more.

With ACCU-DART and Seles Shipping in place, Telli Industries has reduced errors, improved communication with their customers, and save valuable time processing shipments and invoicing. They report: "The ACCU-DART/ Seles Shipping software allowed us to improve communication with customers related to freight tracking, reduced picking and shipping errors, and improved time-savings related to the shipping/invoice process in our ERP system".

ACCU-DART's accurate and modular inventory control system, combined with Seles Shipping's automated freight and invoicing functionality, have allowed Telli Industries to improve operations and customer satisfaction.

## About Integrated Business Solutions

*Integrated Business Solutions, LLC (IBS) is a software consulting company providing Sage software solutions that grow with your business. Our knowledge and experience with the core accounting system began in the late 80s and we are constantly learning new tools to stay current with business and accounting trends.*

*At IBS, we recognize that each of our clients has unique needs, so we offer software tools and resources that fit your business to gain visibility, efficiency and productivity. We work closely with our clients to understand their business, challenges and goals. We succeed when our customers succeed.*

🌐 *www.ibsnwteam.com*

## About Seles Software Group

*Create an efficient order management workflow for your company with the latest in shipping middleware. Seles Software Group offers off-the-shelf subscription-based and customizable middleware that integrates to all popular parcel and LTL carriers, Sage 300 Warehouse and Pick and Pack systems with extensions to eCommerce. Our software developers have more than 20 years of industry experience to provide clients with a seamless bridge between the shipping and ERP applications. Feel free to call us to discuss how our shipping middleware software can work for you.*

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## About ACCU-DART

*Executive Concepts Inc was founded in 1988 and based in Ontario, Canada. They developed ACCU-DART, a real-time inventory control solution designed specifically for a customer's accounting or inventory system. ACCU-DART's radio frequency, bar code solution is designed to leverage the power of your existing system by providing the warehouse or shop floor with wireless technology. For more information on ACCU-DART, visit www.accu-dart.com*

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