

ACCU-DART Newsletter

April 2015

In This Issue

Event Reporter: TPAC

Case Study: Dairytown Processing Ltd
Identifying Potential ACCU-DART Sales
Benefits of a Single Database

Event Reporter: TPAC

TPAC Conference

March 15-18, 2015
Niagara Falls, ON

We were thrilled to once again participate in the annual Third-Party Advantage Conference (TPAC) in Niagara Falls, Ontario. As always this was a great event to connect with Sage 300 ERP resellers and other third-party providers. We were happy to see so many familiar faces, and make many new connections. Thank you to everyone who came out to meet us at the ACCU-DART booth - we hope to see you again next year. Visit www.tpac.biz for more information.

Case Study: Making Inventory Easy with Direct Integration

Client: Dairytown Processing Ltd

Type of Business: Dairy Manufacturing

Reseller: DB Group Consulting, Inc.

Dairytown Processing Ltd is a Dairy Manufacturing operation in Sussex, New Brunswick. After manufacturing goods, all finished-goods inventory and its components, bin tracking, and lot tracking information was manually recorded into Sage 300 ERP or into an Excel spreadsheet. Typically this could not be

achieved until the day after production was counted and verified, resulting in numerous data entry errors. They wanted to find an easy inventory solution that would update their ERP system in real-time.

Because Dairytown Processing Ltd already had an ERP system that was able to track and process day-to-day information needed for them to operate a successful business. They were comfortable working with Sage 300 ERP, and didn't want to have to start over, learning a whole new system. Because of this, they turned to their ERP reseller - DB Group Consulting - for advice on how to improve their inventory processes. They recommended ACCU-DART.

DB Group Consulting "felt that choosing the ACCU-DART system - which simply eliminated the manual data entry process by having the warehouse employees scan and post information in real-time - was better than implementing a whole new system with new processes." ACCU-DART was also customized to offer a "one-scan" feature, in order to minimize the prompts requested. Dairytown Processing Ltd opted to use a single barcode to represent item number, quantity, and lot number. By scanning this one barcode, all the information is validated and updated in the ERP system.

[Click here to learn how ACCU-DART helped Dairytown improve inventory accuracy in real-time.](#)

Identifying Potential ACCU-DART Sales?

The first step in selling ACCU-DART is identifying those clients (and potential clients) who would benefit from inventory control.

Inventory control affects a wide variety of industries. Businesses in those markets have already benefitted from ACCU-DART. These industries include:



- * ATM and debit card equipment
- * Boiler manufacturers
- * Building products
- * Cable TV providers
- * Candle supply distributors
- * Coffee distributors
- * Commercial flooring
- * Computer component distributors
- * Distributor of gasoline engines and outdoor power equipment
- * Fiber optic component manufacturers and distributors
- * Food distributors
- * Furniture distributors
- * Giftware distributors
- * Health and beauty products
- * Kitchen cabinet manufacturers
- * Medical equipment - manufacturers and distributors
- * Merchandising of game and trading cards
- * Manufacturers and distributors of window coverings
- * Manufacturers of electrochemical sensors
- * Manufacturers of printing and finishing equipment
- * Not for Profit humanitarian organizations
- * Not for Profit meal providers
- * Organ Procurement Organizations
- * Party supply distributors
- * Plastic molding manufacturers
- * Plumbing and drain products
- * Radiological protective clothing
- * Rifle aiming systems
- * Soldering solutions
- * Steel pipe coatings
- * Telephone equipment distributors
- * Tempered glass manufacturers
- * Tobacco manufacturers and distributors
- * Toy/Game distributors
- * Video game distributors
- * Vitamin manufacturers

ACCU-DART is not limited to these industries, but this may give you some ideas of where to start looking for potential ACCU-DART clients.

Once you have identified a potential ACCU-DART client, find out their inventory needs by asking a few key questions:

- Does your warehouse staff make errors? (eg: shipping the wrong goods to your customers)
- Do you want to improve accuracy in picking and receiving?
- Do you want to access your inventory data in real-time? Do you want the office and order desk to have the most up-to-date information of what is on-hand at all times?
- Do you track serial or lot numbers?
- Do you use bins to store your inventory? Do you want to update bin movements as soon as they happen?
- Do you want to cut down the flow of paper?

If they answer yes to any of the above questions, now is a good time to introduce them to ACCU-DART.

The Benefits of a Single Database

Unlike other inventory management systems that merely interface their database with an ERP solution, ACCUDART integrates directly with the ERP system. Why Integrate?

No Redundant Data. Whenever you have multiple databases storing information you face the possibility of having to reconcile data. What do you do when the Warehouse Management System (WMS) says you have 14 on-hand, while your ERP system says you only have 12? Which is right? Are people in the organization making decisions based on the wrong data? ACCU-DART updates inventory information directly into the ERP system. As the warehouse staff process transactions, ACCU-DART validates and updates the ERP system in real-time. In this instance, if your ERP system says you have 12 on-hand, you can be assured that there are in fact 12 items onhand. With no second set of data to reconcile, everyone has access to the most accurate information.

Buy Only the Modules You Need. WMS systems that employ a separate database often require you to process all your inventory transactions through their system. You therefore need to purchase a package with all the functionality - whether you need it or not. By integrating directly with your ERP data, ACCU-DART can be implemented on a mix and match basis. For example, you can use ACCU-DART to ship inventory and use your ERP system to receive inventory. You could even ship some orders using scanners and other orders using the ERP system. Because we are using your ERP data, ACCUDART doesn't care how the data was updated. You can add modules as needed.

Simple Interface = Comfort. Systems that use separate databases generally require you to learn a whole new system in order to maintain your inventory. Because ACCU-DART runs within your existing ERP solution, you and your staff do not have to learn new interfaces, data structures, or reporting. You continue to leverage your investment in your ERP expertise, while benefitting from the improved efficiency of inventory management.

Why waste time learning a new system or reconciling disparate systems? Why pay for modules that you don't really need? Use ACCU-DART!