



DART Board

ACCU-DART RESELLER NEWSLETTER

Upcoming Events:

sage

Summit Tour

Sage Summit: Toronto

June 28-28, 2017

We are happy to be visiting the upcoming Sage Summit in Toronto (June 27-28).

Please look for Justin walking through the exhibit floor, or contact him directly at Justin@accu-dart.com to make plans to meet up at Summit.

Get Control of your Sales and Inventory from anywhere with AMmobile and ACCU-DART for AccountMate

AM_{mobile} **for**
AccountMate

integrate with AccountMate data, allowing the user to create sales orders and process inventory transactions from wherever they are.

[Click Here to learn more about AMmobile and ACCU-DART,](#)

or visit www.ammobile.net or www.accu-dart.com



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.

Case Study: Improve Inventory Accuracy and Traceability with Direct Integration Big 8 Beverages

Big 8 Beverages Limited is a food manufacturer based in Stellarton, Nova Scotia. Managing the inventory of both raw materials and finished goods was filled with issues. All inventory was manually recorded into Sage 300 ERP the day after production was counted and verified. This caused countless accuracy errors, which in turn led to issues when trying to forecast the correct quantities for future production orders. As a food manufacturer lot control traceability was additional priority.

Already extremely satisfied with their ERP system's ability to track and process day to day information, Big 8 Beverages needed an inventory management system to eliminate the manual data entry that was causing so many inaccuracies. They contacted their Sage 300 ERP reseller – DB Group Consulting Inc – to find a solution.

[Click Here to discover how ACCU-DART solved their business problem!](#)
