DART*Board*

ACCU-DART RESELLER NEWSLETTER

Seeking Acumatica Cloud ERP Beta Sites:

Acumatica THE CLOUD ERP

ACCU-DART is now available for Acumatica Cloud ERP. We are currently seeking Beta Sites to begin the next phase of testing and to prepare for general release.

Acumatica ERP delivers adaptable cloud and mobile technology with a unique all-¬inclusive user licensing model, enabling a complete, real time view of your business anytime, anywhere.

With ACCU-DART, Acumatica users will be able to validate and track inventory transactions in real-time directly into their unique, cloud-based system.

Contact us today for more information about becoming a beta site for our newest ACCU-DART solution!

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 ACCU-DART to process shipments, ACCU-DART validates that the correct item is being shipped - preventing costly reshipments an 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 realtime 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 radio-frequency 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?

Stay on the Cutting Edge with ACCU-DART

There are many factors to consider when choosing the right inventory management solution:

Functionality: What features/functions are available - what does my client really need?
- ACCU-DART offers a c***omprehensive list of inventory functions*** to suit any business. From distribution to

manufacturing, lot & serialized inventory, bin tracking, and more. ACCU-DART can meet and exceed your clients needs.

Flexibility: Why pay for a bloated pre-packaged solution that includes many functions your client will never use?
- ***Purchase ONLY the modules needed*** with ACCUDART.
- Does your client have unique operations that require an outside-the-box solution? ACCU-DART is able to CUSTOMIZE a solution to fit client's business

Simplicity / Ease of Use: Direct Integration = no 2nd database to maintain or reconcile.
- Your clients want to be ***up and running*** as quickly as possible. ACCU-DART is ***easy to install***. Training is also very straightforward. The handheld devices prompt the user through each step. Also, since ACCU-DART ***integrates directly*** into the ERP system, the office staff can continue operations as normal.

NEWEST Technology: More hardware options = better choices for your clients' budget and business practices.
- We are constantly working to stay on the cutting edge of technology.
- ACCU-DART is available for:
  - Worth Data
  - Windows Mobile (including Symbol/Motorola devices)
  - iOS devices (including iPad, iPhone, and iPods)
  - Android devices.

Experience: Your customers benefit from our ***years of experience*** providing inventory control solutions.
- ACCU-DART has been available for over 15 years - it is a proven solution for businesses ***worldwide***.

ACCU-DART is a reliable, comprehensive, flexible inventory system. We are constantly working to stay on the cutting edge of technological developments to offer the best solutions for your clients.

For more information please visit www.accu-dart.com.

Case Study: Beyond Inventory Control
Mid-America Transplant Services

Mid-America Transplant Services (MTS) is a community-based, not-for-profit organization dedicated to enhancing the quality of human life. MTS coordinates the procurement of vital organs, tissues, and eyes in hospitals and throughout eastern and southern Missouri, southern Illinois, and northeastern Arkansas. They have a fully functioning eye and tissue bank, and have their

own rooms for organ and tissue procurement.

MTS was experiencing increased difficulty in manually maintaining records for compliance with the May 2005 Federal Drug Administration's (FDA) regulatory requirements for OPOs. These regulations require the tracking of specific data for materials and supplies used in processing tissue and organ donations from the point of receipt through usage in a specific donor case. MTS also needed to ensure that product received from suppliers was not available for a specific case until product lot certificates of analysis had been received and that the product had passed specific inspection criteria.

They contacted CliftonLarsonAllen LLP to find a solution to meet their specific needs. Marilyn Lunnemann of CliftonLarsonAllen explains: "MTS's objective was to ensure operational excellence by implementing an inventory tracking solution to meet FDA standards. After researching potential solutions, MTS determined that customization and expansion of their existing Sage 300 ERP solution would help them achieve their goals".

Click Here to discover how ACCU-DART improved the organ procurement process at Mid-America Transplant Services!

We're Here to Help!

We understand that our resellers need as much support as possible to find new prospects and maintain current clients. What can we do to help you? We are here to assist our resellers in numerous ways, including:

Web Demos - we offer web demos for you and your ACCU-DART prospects, as well as to help train you and your staff. Please contact justin@accu-dart.com to schedule a demo.
ACCU-DART Support - We offer 24/7 Technical Support for ACCU-DART Emergencies. Simply call 888-324-7877 and dial 2 for support.
Marketing Materials - Have our marketing materials customized to promote your business! Resellers can order any of our pieces, including: feature sheets, price lists, case studies, articles, and more, and have them customized with their logo and contact information. Please contact barb@accu-dart.com for more information.

Do you have any recommendations for what we could do to make selling ACCU-DART easier? Please feel free to contact us.