

DART Board

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April 2006 - Issue #14

1st Annual ACCU-DART RESELLER CONFERENCE

The 1st Annual ACCU-DART Reseller Conference is fast approaching! We are very excited about our upcoming conference: Sunday, June 4 – Monday, June 5, 2006 in Toronto. This conference will be an opportunity for you to increase your expertise and therefore your ability to deliver successful solutions to your customers. Not only will you get a chance to discuss and hear about ACCU-DART from Executive Concepts, but you will also meet with other ACCU-DART Resellers, and learn from them.

Topics include:

- What's New? - New Developments in the ACCU-DART System
- Inside-Out – Technical Info on ACCU-DART
- Using RF Devices – Hardware presented by Worth Data
- Marketing ACCU-DART – Selling Strategies for Resellers
- Tips & Tricks
- Reseller Success Stories

We have decided to extend our early registration bonus to April 15, 2006. Register before this date and save over 25% off the registration fees! You can download a copy of the [registration form here](#).

For more information, or to register, please contact Barbra at barb@accu-dart.com.

The ACCU-DART Reseller Conference will take place June 4-5, 2006 at the Renaissance Toronto Airport Hotel



RENAISSANCE.
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Special Reduced Rate for Attendees

[Click Here](#) for Reservations

or call 1-800-HOTELS-1 (group code "excexca")

Industry Spotlight – Labels on the Go

We have recently expanded ACCU-DART's capabilities to allow for printing labels on a portable label-printer, directly from your scanner.



The Zebra QL320, available from [Worth Data](#), is a label or receipt printer only. It is available in a 3" size. This lightweight, ergonomically-designed portable printer plugs into your R/F scanner, which can be clipped onto your belt, and taken wherever you normally take your RF scanner. ACCU-DART can be programmed to print the appropriate labels when desired.

Using the new label printer would be useful in numerous situations. The warehouse staff can print barcode labels to be placed on the packages as the goods are being received. For companies that are assigning lot or serial numbers, ACCU-DART can print the serial/lot number barcode labels as you are assigning the numbers, so they can be scanned at a later date. ACCU-DART can even print ship address labels to assist with shipping orders.

The ability for the warehouse staff to print labels instantly can be an incredible time-saver for many companies. They no longer have to print labels from a central printer, or waste time going back over items to add the labels. Now labels can be printed wherever and whenever they are needed!

For more information contact info@accu-dart.com.

Sage Options Catalogue

In our continuing efforts to help our resellers, we have taken out an ad in the new Sage Options and Industry Solutions Guide. The Sage Options Catalogue profiles a variety of solutions and is distributed to all current Sage users. This is a wonderful opportunity to reach not only Sage resellers, but also end-users. We will continue to work hard to promote ACCU-DART and help our resellers in generating sales.

For more information, please visit: http://sageaccpac.com/products/options/brochures/AOcatalog0106_web.pdf

Event Reporter: AccountMate Synergy Conference

AccountMate Synergy Conference was a great success. As resellers, we were introduced to the soon-to-be-released NEW AccountMate 7.0 SQL. AccountMate has worked hard to put together some new & exciting functionality for their latest release. There will be some changes made to ACCU-DART to leverage the latest functionality in this exciting program. The Conference was also a great opportunity for our president, Irwin Ash, to meet with a number of our loyal ACCU-DART Resellers. It is always a pleasure to connect with our resellers one-on-one.



Executive Concepts Inc. & ACCU-DART won a pair of awards at the AccountMate Conference, including the International Partnership Award in Recognition of Exceptional Achievement and the Vertical Solutions Partner Award in Recognition of Innovative Integration. We are very proud that ACCU-DART has consistently been awarded for its innovative and exceptional quality.

Webinars on ACCU-DART

We are now offering Webinars for ACCU-DART Resellers. Resellers can learn more about ACCU-DART, develop skills for demonstrating the software, as well as sales & marketing techniques.

Available Webinars for April:

Sage Pro ERP	Wed. April 19, 2006 - 4:00pm EST
Sage Accpac ERP	Thurs. April 20, 2006 - 4:00pm EST
AccountMate	Wed. April 26, 2006 - 4:00pm EST

Attendance is limited, so please register early! Individual Webinars are also available by appointment only.

To register, please contact Barbra at barb@accu-dart.com.

Upcoming Events:

Sage Insights Conference 2006



We will also be exhibiting once again at the Sage Insights Conference, May 8-11, 2006 in Nashville, Tennessee. We look forward to meeting with our many resellers.

Please visit us at **Booth #372** to see first-hand the power of ACCU-DART, and meet with members of the ACCU-DART team. Learn how ACCU-DART can improve your clients' business and your bottom line. Visit www.sagesoftwareinsights.com for more information.

Congratulations to the AccountMate Award Winners

Awards were presented to several companies at the AccountMate Synergy Conference, honoring those who have made outstanding achievements in their work with AccountMate. We at Executive Concepts Inc. would like to congratulate:

Mibar Computer Services *

- Outstanding Sales Achievement: East Region
- AccountMate Partnership Award: Software Maintenance
- AccountMate Partnership Award: SQL Installations

Information Systems and Services

- Outstanding Sales Achievement: Central Region

Tamlin Software Developers *

- Outstanding Sales Achievement: Mid-West Region

Albany Business Systems *

- Outstanding Sales Achievement: West Region

The PCA Group *

- AccountMate Partnership Award: LAN Installations

* **Current ACCU-DART Resellers**