

# DART Board

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June 2006 - Issue #15

## Event Reporter:

### ACCU-DART RESELLER CONFERENCE

The ACCU-DART Reseller Conference was a great success! Thank you to all our attendees for taking the time to become an "expert" on ACCU-DART. Sessions focused on the features of the NEW ACCU-DART Release (coming soon!); learning about new hardware; and advanced technical sessions. Attendees learned how to customize ACCU-DART to better suit their clients individual needs.

We also enjoyed a great evening out with dinner at Alice Fazooli's followed by the hysterical entertainment at Second City. It truly was a unique experience!



The consensus from all our attendees was that the conference opened their eyes to new opportunities where ACCU-DART would be the ideal solution for their needs. Happy clients = greater success for your business.



Pam Good, of the PCA Group, had this to say about the ACCU-DART Reseller's Conference: "I would highly recommend this conference to anyone who has customers who process a large amount of orders and/or who want to

have high accuracy in product shipment. This conference provided an excellent opportunity to learn how to implement ACCU-DART and make my clients successful in handling their inventory."

Planning is already underway for the 2<sup>nd</sup> Annual Reseller's Conference. We look forward to an even bigger and better conference next year!

## Upcoming Events: TPAC

We will once again be exhibiting at the Third-Party Advantage Conference (TPAC), August 27-29, 2006 in Vancouver, BC.



The Third Party Advantage Conference is the conference that showcases third party products that work with Accpac Advantage (currently known as Sage Accpac ERP). Every product shown is potentially useful for you in providing a solution to your clients and prospects.

Please come by and visit us at our booth, or attend one of our ACCU-DART sessions. For more information on TPAC, please visit [www.tpac.biz](http://www.tpac.biz)

## Lot Tracking for Sage Accpac ERP

**ACCU-DART is now compatible with Sage Accpac ERP Lot Tracking V5.3!**



Scan item and lot number bar codes for: PO Receipts, Ship OE Sales Orders, Physical IC Count and Warehouse transfers.

Lot information posted to Accpac ERP in REAL-TIME! Lots are tracked with or without expiry date.

This solution is ideal for industries such as: food/beverage processing, pharmaceutical, aerospace, any other industry where lot control is required.

For more information or to schedule a demonstration of ACCU-DART with Lot Tracking integration, please contact [barb@accu-dart.com](mailto:barb@accu-dart.com)

## Webinars on ACCU-DART

Once again we are offering Web Demos for ACCU-DART Resellers. Resellers can learn more about ACCU-DART, develop skills for demonstrating the software, as well as sales & marketing techniques. We will also review Sales & Marketing techniques to help you promote ACCU-DART to your clients.

Available Webinars for June:

<b>AccountMate</b>	Wed. June 21, 2006 - 4:00pm EST
<b>Sage Pro ERP</b>	Thurs. June 22, 2006 - 4:00pm EST
<b>Sage Accpac ERP</b>	By appointment

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](mailto:barb@accu-dart.com).

## Marketing News: Customized Marketing Materials



We are always searching for new ways to help our resellers promote ACCU-DART to their clients. As such, we are now offering customized marketing materials for our authorized resellers.

Resellers may now order any of our marketing materials (Feature Sheet, Price List, Case Studies) and have them customized with your logo and/or contact information. These materials can be used to promote ACCU-DART to your clients (or potential clients), and will allow them to refer back to you with any questions.

Materials can be created as a digital (screen-quality pdf) file, or as printed copies.

For information on pricing, please feel free to contact [barb@accu-dart.com](mailto:barb@accu-dart.com).

## Reseller Exclusive: Hardware Demo Kits Available!

Everything You Need to Demonstrate ACCU-DART in Action! We have made a special arrangement through Worth Data for an ACCU-DART Reseller Demo Kit. Each kit contains the hardware you need to make demonstrating and selling ACCU-DART easier.



Each Demo Kit contains:

- 1 Base Station (B551)
- 1 R/F Scanner (LT701)
- 9 Pin Serial Cable
- A/C Power Supply

This Kit offers exclusive savings of 40% off the retail price for ACCU-DART Resellers.

Demo Kits will be shipped directly from Worth Data upon receipt of payment. Limit 1 kit per reseller

To purchase a demo kit, or for more information please contact Barbra at [barb@accu-dart.com](mailto:barb@accu-dart.com)

## Event Reporter: ACCU-DART @ Insights



The Sage Insights Conference was a great success! Executive Concepts Inc. was exhibiting at the conference, where we were able to demonstrate ACCU-DART in action "live", and give the attendees hands-on experience with our product.

It was wonderful to meet so many of our ACCU-DART Resellers, and is always great to meet new/potential resellers that have heard about our product.