

# DART Board

Toll Free: 1.888.324.7877

info@accu-dart.com

www.accu-dart.com

STAY  
CONNECTED  
TO YOUR  
INVENTORY

August 2006 - Issue #17

## NEW: Pricing Calculators

In our continued effort to provide our resellers with the tools to sell & promote ACCU-DART, we are pleased to introduce the New Pricing Calculators – which make providing quotes to your (potential) clients easy and straightforward. Simply enter hardware, number of users, and check off the modules you require, and the Pricing Calculator will show you both the List Price and Reseller Cost.



You can also print the quote (which will exclude the Reseller Cost) to present to your clients.

You are welcome to add your logo to the “Header” section of the Pricing Calculator, to customize the printed version for your clients.

The Pricing Calculator also includes a description of all the ACCU-DART modules, making it easy to explain how each function works to make your clients’ business better.

You can download the Pricing Calculator from the Reseller-Only section of our website: [www.accu-dart.com/resellers](http://www.accu-dart.com/resellers). Please check back often to get the most current version.

## TPAC Conference

We are very excited to be participating at the 2006 Third-Party Advantage Conference (TPAC), August 27-29, in Vancouver, BC. TPAC is the conference that showcases third party products that work with Sage Accpac ERP.



We will be exhibiting at Booth #35, so please come by and meet some of our team, and learn more about ACCU-DART.

In addition to exhibiting at this great conference, we will also be holding 2 sessions where attendees will be able to learn more about ACCU-DART. Here is some additional information on these sessions:

### ACCU-DART Made Easy – “Hands-On” Installation Demonstration

Bring your laptop to discover how easy it is to set-up ACCU-DART for your clients. In this session, we will demonstrate how to set-up both the ACCU-DART software and the R/F hardware that makes ACCU-DART an essential tool for your clients. We will help you install a sample copy of ACCU-DART on your laptop (with a temporary 30 day authorization). Discover first-hand how ACCU-DART is easy to use.

### Targeting ACCU-DART clients – Selling ACCU-DART to potential clients

This session will explore how to position ACCU-DART as the best solution for your clients and prospects. Close larger consulting projects and become more profitable by helping your clients reach their goal of a more efficient and productive warehouse or shop floor. We will discuss the target markets for ACCU-DART and teach you the “tips and tricks” to effectively demonstrate and sell ACCU-DART to your clients and prospects. Discover first-hand how easy ACCU-DART is to sell.

For more information on TPAC, please visit [www.tpac.biz](http://www.tpac.biz).

## August Web Demos

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 August:

AccountMate	Tues. August 15, 2006 - 4:00pm EST
Sage Pro ERP	Wed. August 16, 2006 - 4:00pm EST
Sage Accpac ERP	Thurs. August 17, 2006 - 4:00pm EST

Attendance is limited, so please register early! Individual Webinars for Resellers and/or Prospects are also available by appointment only. To register, please contact Barbra at [barb@accu-dart.com](mailto:barb@accu-dart.com)

## Case Study: Tech Trading

Tech Trading is a wholesale distributor of copier and printer supplies. In this highly competitive industry, shipping the right goods to the right customer is a key part of building your customer base. They needed a solution to improve the efficiency of their operations and warehouse.

Steve Rosentstein and Bill Papanestor of Figtree Consulting, Inc, worked with Tech Trading to build a system that improved sales and warehouse procedures.

With over 3000 products, Tech Trading found it difficult to track how much inventory was available. The old system required entering purchase order receipts 4 to 6 hours after receiving goods. Real-time updates of the inventory were needed for the sales reps to provide a high level of customer service.

Figtree Consulting integrated ACCU-DART as part of their overall solution, to provide real-time shipping and receiving from the warehouse. Using radio-frequency scanners, ACCU-DART allows the warehouse staff to instantly update the accounting system, ensuring that all users throughout the organization have the most up-to-date information.

Through the solution from Figtree Consulting, ACCU-DART played an integral role in improving Tech Trading's operations, increasing their overall profitability.



### About Figtree

Figtree Consulting, Inc., based in Morris Plains, NJ, has been a developer of custom business software and networking solutions in the New York/New Jersey metropolitan area as well as several nationally distributed software products since 1983. The company provides custom web-based and Windows®-based applications for many industries including distribution, publishing, and banking. Figtree professionals -- including business analysts, programmers, and networking technicians -- work closely with clients to develop system requirements and recommend accounting and business procedures as well as design custom business software. For more information, visit [www.figtree.com](http://www.figtree.com).

## Industry Spotlight: The Great Outdoors

ACCU-DART is the ideal solution for inventory management in a warehouse setting. Now, thanks to 2 new products from Worth Data, clients can take advantage of ACCU-DART's benefits on a much larger scale: in outdoor facilities.



Worth Data has recently begun offering two new external antennas, available for the 701 RF Terminal System. These new antennas are for exterior use and can extend the RF Scanner range up to 3 miles! Both of these antennas work best in applications when "line of sight" is possible. If you need extended range indoors or between buildings, a Relay is a better choice.



Our new Omni external Antenna is a "pole" type 360° antenna that will extend the outdoor range up to 3 miles.

The Patch Antenna is a "box" type 60° uni-directional antenna that will extend the outdoor range up to 2 miles.



These antennas make real-time inventory control through ACCU-DART in outdoor facilities easy. By simply placing the antenna on the outside of the building, and attaching it to a base station on the inside (through a coaxial cable), the scanner range is extended by up to 3 miles. This is ideal for industries that rely on large storage facilities, or outdoor set-ups, including lumber yards, equipment rental companies, etc.

For more information on the external antennas, please visit Worth Data at [www.barcodehq.com](http://www.barcodehq.com)

\*Information courtesy of Worth Data



**An artist, a lawyer, and a computer scientist are discussing the merits of a mistress. The artist tells of the passion, the thrill which comes with the risk of being discovered. The lawyer warns of the difficulties. It can lead to guilt, divorce, bankruptcy. Not worth it. Too many problems. The computer scientist says "It's the best thing that's ever happened to me. My wife thinks I'm with my mistress. My mistress thinks I'm home with my wife, and I can spend all night on the computer!"**