

# DART Board

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## ECI Celebrates 20th Anniversary

We at Executive Concepts Inc are very excited to be celebrating our 20th Anniversary this year. In 1988, Irwin Ash established ECI with the



objective of providing information technology expertise to small and midsize businesses. We have always felt that companies are entitled to have business solutions that fit their business. This philosophy has resulted in us providing a range of solutions

from packaged through full-customized implementations. Our client base includes many industry segments: distribution, manufacturing, leasing, importing, service, and real estate brokers.

ACCU-DART is a result of years of experience in providing cost-effective and efficient solutions to warehouse and manufacturing operations. We realized that there was a need to provide real time integration between the warehouse or shop floor, and the information system.

## NEW ACCU-DART Banners Available



As part of our continued efforts to promote ACCU-DART, we have recently created 3 new retractable banners for display purposes. These 7' tall banners feature our newest graphics, and are ideal to use at tradeshows, seminars, and conferences.

We are pleased to offer our resellers the ability to rent one of our banners for only \$50/week (plus shipping). If you are planning to attend a trade show, and would like to feature ACCU-DART, please contact [barb@accu-dart.com](mailto:barb@accu-dart.com) for more information

about renting our new display banners



## Upcoming Event: AccountMate SYNERGY 2008

We are very excited to be participating in the AccountMate SYNERGY Conference, March 15-19, 2008 in San Francisco. Part of AccountMate's 25th Anniversary celebrations, SYNERGY 2008 is the ideal place for Business Partners to get first-hand information from developers, see product demonstrations, attend AccountMate training sessions, and learn about the new and future features of their products.

The annual SYNERGY conference continues to be a collaborative session with AccountMate Management, AccountMate employees and valuable AccountMate Business Partners. For this gathering the focus will be on celebrating our past joint successes while looking forward to profitable Business Partner opportunities and new software solutions.



For more information on AccountMate SYNERGY 2008, please visit [www.accountmate.com/synergy](http://www.accountmate.com/synergy)

## Congratulations AccountMate 4th Qtr BP Promotion Winners

Congratulations to the following winners of the AccountMate 4th Quarter BP Promotion:

### Eastern Region:

1st Place – **Friendly Software**  
2nd Place – **Mibar.net**

### Central Region:

1st Place – **NexLAN**  
2nd Place – **Personal Computer Accounting**

### Mid-Western Region:

1st Place – **Tamlin Software**  
2nd Place – Autostar Solutions

### Western Region:

1st Place – **ISYS, LLC**  
2nd Place – **Albany Business Systems**

What do these resellers have in common? 7 of 8 of these AccountMate BPs are ACCU-DART Resellers!

## ACCU-DART Return on Investment – Sample

ACCU-DART will improve your clients' inventory operations by reducing shipping errors and increasing productivity. It is sometimes difficult to quantify the return on investment (ROI), as there are numerous immeasurable benefits to your clients business. Here is a simple ROI that demonstrates why ACCU-DART is the ideal solution for your clients.



When your client ships the wrong goods to their customers, the mistake needs to be fixed, usually by resending the correct item, at the company's cost. First they may lose long-term business by decreasing customer satisfaction. Then they pay the staff wages both for customer service/order entry and the warehouse, as they process the return and reshipment. Finally you will need to pay the freight charges, to correct the mistake. In addition, having inaccurate inventory will lead to loss of

sales and incorrect purchasing decisions, all of which affect your profitability.

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 client ships 2000 orders per month, with only a 1% margin of error, the cost to your client's 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 \$5,925.

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?

## End-User Webinars

**Wednesday, February 27 at 3:00pm EST (AccountMate)**  
**Thursday, February 28 at 3:00pm EST (Sage Accpac ERP)**

Help your clients/prospects to see ACCU-DART in Action by inviting them to attend our End-User Webinars!

The End-User Webinar is open to anyone who is interested in learning more about how ACCU-DART works, and how it could benefit their operations.

Invite your clients to participate in this exciting Webinar!  
[Click Here to download an invitation to see ACCU-DART in Action](#)

Do you think many of your clients would like to participate in our Webinar? Contact us to arrange a special session exclusively for your company. Please email [barb@accu-dart.com](mailto:barb@accu-dart.com) for more information.

## Reseller Case Study Incentive

Have you sold ACCU-DART to one (or more) of your clients? Do they have a story to tell? We are looking to create new case studies of successful ACCU-DART installations. Share with us your clients' stories and we will offer you an additional 10% (max \$1000) off your next ACCU-DART sale. We will work with you to organize your case-study information and put together the case study.



Having Case Studies for your company can further promote your professionalism and products to your prospects/clients!

As with our other marketing materials, we would be able to customize our case study to include your logo and contact information.

For more information on creating a case study for ACCU-DART, please contact [barb@accu-dart.com](mailto:barb@accu-dart.com).