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Event Reporter: Sage Insights 2008

The Sage Insights Conference was a great success! As exhibitors, the ACCU-DART team had the opportunity to touch base with many of our resellers, and to meet other Sage Resellers who are interested in ACCU-DART. The excitement shown by these resellers reaffirms our belief that ACCU-DART is a great solution for inventory control.

For those who did not get the opportunity to stop by, please feel free to contact us so that you too can see ACCU-DART in Action!

Congratulations to the Accounting Technology VAR 100 Winners

Accounting Technology Magazine recently announced the top 100 Value-Added Resellers. Congratulations to all the companies honored on this list, especially:

- *Net@Work*
- *ADSS Global*
- *BAASS*
- *Mibar Computer Services*
- *Arxis Technology*
- *Axis Integrated Solutions*
- *NextLevel Information Solutions*

These ACCU-DART Resellers have been recognized by Accounting Technology as some of the top VAR Resellers of 2007.

ACCU-DART Reseller Conference

Planning is underway for the 3rd Annual ACCU-DART Reseller Conference, October 26-27, 2008 in Toronto.

This year sessions will focus on sales & marketing, as well as technical sessions. Learn how to find the right ACCU-DART candidates, demonstrate the product to your prospects, set-up and customize the system to your clients' needs, and much more.

The ACCU-DART Reseller Conference is the ideal place to learn the in-depth information you need most. We want to make sure that this event is a rewarding experience for all attendees. As such, we encourage you to let us know what you would like to have covered in the sessions. This is your opportunity to help set the agenda to get the most out of your conference experience. We want to hear from you!

Please send your suggestions to barb@accu-dart.com.

Registration is coming soon! Don't miss out on this valuable conference for all ACCU-DART Resellers!

Latest ACCU-DART Versions

We are currently working on and testing ACCU-DART for Sage Accpac 5.5 and expect availability early July 2008. We are also working on ACCU-DART for AccountMate 7.4. It should also be available soon.

Upcoming Events: TPAC

We are very excited to be participating in the 2008 Third-Party Advantage Conference (TPAC), August 17-19, 2008. TPAC "is the conference that showcases third party products that work with Sage Accpac ERP and Sage CRM. Every product shown is potentially useful to you in providing a solution to your clients and prospects".

We will be exhibiting at Booth #15, so please come by and meet our team, or attend our session to learn more about ACCU-DART.

For more information about TPAC, please visit www.tpac.biz.

Customized Marketing Materials

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

Resellers may now order any of our marketing materials (feature sheets, price lists, case studies, etc) and have them customized with their logo and contact information. These materials can be used to introduce ACCU-DART to your clients or prospects, and will allow them to refer back to you with any questions.

Materials can be created as a digital screen-quality pdf at no charge, or as printed copies for a small fee (plus shipping). For more information, please contact barb@accu-dart.com.

Business focus: Modularity!

ACCU-DART is the ideal solution for small to mid-sized businesses who want to keep better track of their inventory. We recognize that all businesses are unique, and have unique needs. Not every business needs lot control, warehouse transfers, or even PO receipts. This is why ACCU-DART was designed to be completely modular. Your client can purchase any combination of modules, from a single "Ship Sales Order" unit to the full package.

Imagine a client who has an established system for running their business, but is having difficulty shipping the right goods to the right customer. They are losing money in many different areas: the cost of returning goods from the customer, and then paying to ship out the correct product; the labor costs of not only the warehouse staff, but even the customer service representatives who must field customer complaints; and then the long-term costs of losing a customer permanently. This client needs a simple solution to solve one issue in their business. ACCU-DART will improve the clients' accuracy, with a minimum investment.

Similarly, envision a client who cannot accurately keep track of what items are being received. While orders are being received in the warehouse, the sales staff checks to see if an item is in stock, and might not see any available items. With ACCU-DART PO Receipts, as items are being scanned off the truck, and orders are received, the accounting system is automatically updated – showing the most accurate on-hand counts for all items.

You can combine any or all of ACCU-DART's modules to suit your clients' individual needs. And you can always add modules. If down the road your client's needs change, modules can be easily added to their list of functions.

The flexibility of purchasing whichever modules your client needs, in whatever combination suits them best, is another reason why ACCU-DART is the ideal solution for your clients.

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