

## ACCU-DART Newsletter

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### Event Reporter: ACCU-DART Reseller Conference

The ACCU-DART Reseller Conference was a great success! Thank you to all the resellers who participated, and to Dan McArthur and Donna DeRosa for coming in to speak to our attendees.

This year's sessions covered a wide range of topics: from an in-depth overview of how ACCU-DART works to a sneak peek at what is up and coming in ACCU-DART's development & new hardware platforms, to discussions on sales and marketing strategies. A special thank-you to Dan McArthur, President of Can Save for discussing the end-user perspective, to Donna DeRosa, VP of Marketing from AccountMate for her informative session on marketing, and to Pete Kaufman of ADSS Global, Tim McGill of Humes & Barrington, and Jorge Medero of Medero, Roldan & Associates for sharing their Reseller Success Stories.



We also enjoyed a fun-filled evening out in Toronto with dinner at Le Papillon - a famous French Canadian-style restaurant, followed by the wonderful live jazz music offered at the Reservoir Lounge. It was a great opportunity for us to get to know our resellers!

Mat Barrett of Impact Distribution Resources "found it informative and informational. It was a good introduction to the product and...I was extremely satisfied with the experience and would definitely consider attending the event again next year".

Planning is already underway for the 4th Annual ACCU-DART Reseller Conference. We look forward to an even bigger and better conference next year!

### ACCU-DART Award Winners

Congratulations to the winners of our first-ever ACCU-DART Reseller Awards. These awards honor our resellers for their hard work in promoting our product. They were awarded to:

**Top ACCU-DART Reseller - ADSS Global**

ADSS Global has created a niche for themselves in the accounting software community by offering ACCU-DART to their existing clients and prospects. They examine whether each prospect is a candidate for ACCU-DART, and then introduces it, either as part of a quote or as a long-term project to improve the client's business. Led by Pete Kaufman, ADSS Global is consistently the top selling ACCU-DART reseller, and it is our privilege to offer this award to them in 2008.



### ***Most Innovative Implementation - Humes & Barrington, LLP***

Humes & Barrington implemented ACCU-DART in a very unusual company - Mid-America Transplant Services (MTS) coordinates the procurement of vital organs, tissues, and eyes in hospitals throughout eastern and southern Missouri, southern Illinois, and northeastern Arkansas. MTS experienced increased difficulty in manually maintaining records for compliance with the FDA regulatory requirements for tracking specified data for materials and supplies used in processing tissue and organ donations. With the help of the Humes & Barrington team and customizations, MTS implemented ACCU-DART to improve accuracy of inventory transactions and maintenance of compliance required data in real-time. This is truly a unique application of ACCU-DART's inventory management system, earning Humes & Barrington the Most Innovative Implementation award for 2008.

Congratulations to this year's award winners!

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## **New Module: Freight Plus Integration**

We've recently added a new module that allows ACCU-DART to integrate with Freight Plus, a shipping management solution. Freight Plus is one of the leading suppliers of freight management systems, with integration to the major carriers and also the ability to handle LTL shipments.



As the user is entering the items they are shipping, ACCU-DART will calculate the value and weight of all the items packed (based on the values entered in the

order file). Upon completing the box/carton, the system will ask the operator to confirm the value and weight. They will then continue to ship any additional cartons for this order. When posting the shipment, ACCU-DART will automatically call Freight Plus with the carton information - Freight Plus will then calculate the freight charges, get the tracking numbers, and update its tables for appropriate label printing and tracking. All of this happens from the handheld device, without any additional operator intervention. While there are several options on level of detail that we can integrate with Freight Plus, we have decided to initially integrate at the carton level. If you are looking for a way to get your tracking numbers and labels integrated with ACCU-DART, this is the module for you.

ACCU-DART with Freight Plus Integration has been available for AccountMate and Sage Pro for some time, but is now also available for Sage Accpac.

For more information on Freight Plus, please visit [www.frtplus.com](http://www.frtplus.com)

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## **New Module for Sage Accpac Resellers: Vendor Receipts**

For those of you that have been looking for the capability to scan and process goods received using ACCU-DART, but do not want to validate against purchase orders, and also want more than what IC Receipts offers, we now have a module where you can scan the vendor number, items, and quantities, and we will post a receipt document in Sage Accpac.

For more information please contact [info@accu-dart.com](mailto:info@accu-dart.com).

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