

ACCU-DART Newsletter

January 2009 - Issue #38

In This Issue

[NEW: ACCU-DART Pricing Packages](#)

[Why your Existing Clients need ACCU-DART](#)

[ACCU-DART Reseller Survey Results](#)

[Save Time on Physical Inventory with ACCU-DART](#)

[Focus On ACCU-DART's Under-Utilized Tools](#)

NEW: ACCU-DART Pricing Packages

For a limited time, ACCU-DART is offering module packages to make it easier for your clients to get control of their inventory. These packages represent our most popular modules, and are grouped together for the greatest value.

[Click here](#) to view the details of this amazing deal.

Our latest pricing calculators will automatically calculate the current package prices. Resellers can download the pricing calculators from the reseller-only section of our website: www.accu-dart.com/resellers. Please contact barb@accu-dart.com for your login information.

Act Now! This offer expires April 30, 2009.

Why your Existing Clients need ACCU-DART

In tough economic times, it is often difficult to find new prospects, learn their business needs, develop a relationship, and implement solutions. It may be more effective to build on your existing client relationships to generate revenue. A number of our resellers have discovered that going back to existing clients to see what additional products and services they need has led to increased revenue and improved customer satisfaction.

As their existing reseller, you have a better understanding of their pain points, of how their operation runs and what improvements could be made. And there is no greater time to invest in solutions that can enhance productivity than when you're trying to save costs.

At first it may appear counter-intuitive to invest in a new system while trying to cut back on expenses, but by improving efficiencies, your clients can save countless dollars in labor costs, shipping expenses, customer service salaries, and much more. Plus, it may be in your clients' best interest to spend a relatively small initial investment to have long-term benefits and profitability.

ACCU-DART is one of those solutions that can help your existing clients in many different ways:

Save Manpower - implementing ACCU-DART can have substantial impact on reducing clerical effort and thereby freeing up staff to do other important jobs around the organization. For example: receiving Purchase orders with ACCU-DART will eliminate the need to have somebody collect all the

paperwork, go to the receiving screen in the accounting system and manually input what has been received. When using ACCU-DART, the information is updated in real-time in the accounting system, saving the client hours of manpower.

Save Shipping Errors - Shipping the wrong goods to a customer can have a major impact on your clients' bottom line. Not only will the customer be dissatisfied, but the company will have to waste money dealing with irate customer phone calls, shipping and handling the return and re-shipment of the correct order, and the company may miss future sales opportunities by having inaccurate inventory values. By shipping the right goods the first time with ACCUDART, your client may save these unnecessary costs.

Improved Inventory Accuracy - ACCU-DART can help improve inventory accuracy which will then allow the client to make better informed decisions on issues like: satisfying order requests, planning purchases, and possibly reducing inventory levels. Accurate inventory is the key to maximizing their inventory dollars.

When economic times are tough many companies are struggling to stay afloat. Investing in solutions that improve their overall operations can help them to not only survive but to become more profitable in the long-run. By helping your existing clients to improve their operations, your business and theirs will reap the rewards.

ACCU-DART Reseller Survey Results

Thank you to all our resellers who responded to our survey! We understand how valuable your time is - your feedback will help us to improve our services and support for our whole reseller channel.

Overall the survey results were extremely positive, with very high marks for our ACCU-DART technical and sales & marketing support, as well as for our available features.

One area where we received the most suggestions was for our hardware options. We are currently in the process of developing ACCU-DART for both the new Worth Data hardware, as well as for other hardware systems. We are listening and doing our best to meet your needs!

We are also thrilled that of all the respondents, the vast majority felt confident in recommending ACCU-DART to a friend or colleague. This is particularly important for us, because we believe that your satisfaction with our system is of utmost importance.

We will continue to send out a variety of surveys periodically to keep in touch with our resellers and hear your feedback. Of course, this isn't the only way to contact us. We are always here to discuss any questions or concerns you may have, and to hear suggestions for the future of ACCU-DART.

Save Time on Physical Inventory with ACCU-DART

As the New Year dawns, many companies are taking the opportunity to do their physical inventory counts. There is no better way to accomplish this quickly and easily than with ACCU-DART.

In particular, ACCU-DART for Sage Accpac offers a unique method to performing a physical inventory count. ACCU-DART is configured to allow multiple users to perform a physical count at once. It also makes this process easy when using lot control or serialized inventory.

George Kassai of K & K Consulting recently helped his client with their physical inventory count with ACCU-DART. George reports that what usually took 3 days to complete now took less than a single day! The client normally had 3 employees performing the physical count: one to read the UPC number, another to check that the item was correct, and a third person to manually enter the information into the accounting system. ACCU-DART eliminated this extra work by validating the information and updating it automatically into Sage Accpac's data in real-time.

George reports that "with ACCU-DART installed, physical counts take a fraction of the time. My client couldn't be happier with the results".

Focus On ACCU-DART's Under-Utilized Tools

The ACCU-DART team is here to support you, our resellers. We have a number of tools available to make your jobs easier. Take a closer look at some of these under-utilized tools that may make selling and promoting ACCU-DART even easier:

Web Reseller Listing - We list all our resellers on our website, to allow end-users an easy way to find a reseller near them. Please visit www.accu-dart.com/resellers to view your listing. If you would like to add a logo or update your information, feel free to contact barb@accu-dart.com.

Reseller-Only Section of Website - Each company is given a username and password to access the [reseller-only section of our website](#). In this area resellers can download the latest version of the software, view technical and marketing documentation, download current price lists, and much more. Check this site often for the latest ACCU-DART information.

Pricing Calculator - We have created a pricing calculator that makes creating a quote even easier. Simply enter the number of users and check off the required modules, and it automatically calculates the total cost, annual support, and even includes any specials we may be offering (see above). The on-screen calculator also displays the reseller discount. However, when you print the page, only the list price is displayed. You can find the pricing calculators in the reseller-only section of our website.

Customized Marketing Materials - we can customize any of our marketing materials to include your logo and contact information. This service is complimentary if you are requesting a PDF copy. We can also print the sheets for you at \$0.50/sheet plus shipping. Please contact barb@accu-dart.com for more information.

Web Demos - we offer one-on-one web demos for you and your prospects, in addition to web demos and live seminars for larger groups. The web demos are a great way to show how ACCU-DART works, and answer any specific questions your prospects or clients may have. Please contact justin@accu-dart.com for more information.
