February 2004 - Issue #6

AccountMate Evolution Conference 2004

We recently returned from the AccountMate Evolution conference in San Francisco. The conference was a resounding success! It presented us with a wonderful opportunity to meet other business partners, share ideas, and learn about other available vertical solutions. The relationships nurtured at conferences such as Evolution prove to be invaluable and go a long way to strengthening the AccountMate unit.

The AccountMate team deserves a special mention for all the hard work and the outstanding effort each and every one of them put in to make us all feel so welcome.

Taylor MacDonald warmly welcomed us into the Best family, and we all came away feeling very optimistic about the wonderful opportunities available at Best Software.

There was an overwhelming response to ACCU-DART at Evolution. The ACCU-DART presentation by Irwin Ash, was one of the most well attended break-out sessions of the conference. Business Partners were especially impressed with the completely seamless integration between ACCU-DART and AccountMate. The fact that ACCU-DART is very reasonable priced and has a modular approach was very impressive. This allows the users to only buy the functions that pertain to their particular operation, and to buy more functions as needed. Because ACCU-DART is available with source code, the possibilities for its uses are endless. The most common phrase we encountered was: "This makes perfect sense!"

Outstanding Product Integration Award 2004

Executive Concepts Inc. was honored to receive the Outstanding Product Integration Award for ACCU-DART at the AccountMate Evolution conference 2004.

We would like to congratulate our fellow 2004 award winners for their achievements: AccountMate Africa, Sabre Information Services, Dominion Software Consulting, NexLAN, CharterHouse Software, Mibar Computer Services, Personal Computer Accounting, MKT Software Designs, and Y's Solutions Inc.

We are excited to announce that the majority of the AccountMate Evoloution conference award winners are either already registered, or are interested in becoming ACCU-DART resellers!

Yvonne Mangum of Y's Solutions Inc. is a successful ACCU-DART reseller. Here is what she had to say about ACCU-DART:

"ACCU-DART is a great product to add to your AccountMate related sales. The sales support is fabulous, it's easy and quick to install (less than half hour), easy to train for use, etc. The whole implementation can be done in under a day. Executive Concepts makes it easy to sell the hardware at a profit too. My users were very happy at the ease of use, data entry savings and improvement in record accuracy. One user sells hundreds of Serialized items per day, and it has cut HOURS off the shipment process making the ROI very easy to document and show to the end user. I can't say enough good things about ACCU-DART and my experiences with Irwin and his whole team."

How can you become an ACCU-DART reseller? There is no risk and it is free to sign up. Simply contact us to receive a reseller package at info@accu-dart.com.

New ACCPAC Functionality

We are pleased to announce new functionality for ACCU-DART for ACCPAC Pro 7.2.

Due to popular demand, we have created a new function called Issue Inventory for ACCPAC users. This function allows users to select an item to be removed from a bin. As with all ACCU-DART functions, Issue Inventory allows for updating items with serial or lot numbers.

In Job Costing, users are now able to issue inventory to a job in our new function called Issue Job. This procedure works identically to the function Enter Miscellaneous Job Costs in ACCPAC. Assign items to a Job, Phase, and Category and ACCU-DART will update inventory and job costing information in real time! Our new Issue Job function will improve your clients' efficiency and accuracy when allocating inventory.

ACCPAC Pro 7.2 is available with Shop Control and ACCU-DART has responded to the need to record manufacturing data. We now offer the ability for WIP Tracking using wireless radio frequency terminals from the shop floor. Starting with a Work Order number, users can assign quantities and additional time to a work center and operation ID. Users can also indicate whether the operation is complete or not. ACCU-DART immediately performs all updates exactly as if they were done on the ACCPAC screen.

Manufacturing Links

We are thrilled that links between ACCU-DART and two manufacturing products for AccountMate are in the final stages of development.

For Everest Manufacturing Software (www.everestmfg.com), we have created several functions including

Work Order Issue, Work Order Finished Goods, Work Order Scrap Goods, and Work Order Completion.

We are currently putting the finishing touches on our new Shop Floor Data Entry function for AppFinity manufacturing software (www.appfinity.com). This function allows users to assign inventory to a particular job, making use of AccountMate features such as specifications, serial, or lot numbers.

These new functions will help Everest and AppFinity users manage their inventory from the shop floor!

Joke of the Month:

A computer programmer drowned while swimming at the beach. It was especially tragic because he could have been saved since there were lifeguards on the shore. However they couldn't understand the programmer since he was

yelling "F1! F1!"

How can we help you sell ACCU-DART?

The number one way to sell ACCU-DART is do a demo. Once your customers see how ACCU-DART can work for them, they will be sold.

We will help you make the sale. Executive Concepts will come to your city and do a seminar for your clients and prospects free of charge, if you can line up 4 qualified leads. We will supply all the marketing materials required and do a demonstration of the product. Remember that we do not sell to end-users; we sell only through our reseller network. Our experience is that once prospects see ACCU-DART in action they are likely to buy.

We are ready to help you sell ACCU-DART! If you have any questions about bar codes, radio frequency or ACCU-DART functionality, please do not hesitate to contact us at info@accu-dart.com.