

STAY CONNECTED  
TO YOUR INVENTORY



## Case Study: Inventory Precision Made Easy

For small and mid-sized businesses, ACCU-DART – the warehouse and inventory management system developed by Executive Concepts – is simply the best tool on the market to help warehouses maintain accurate inventory, and to integrate that inventory with accounting functions, from order intake to ship-and-bill to re-order.

ACCU-DART's real-time inventory update functions allows warehouse and inventory managers get their operations right the first time.

ACCU-DART is a radio-frequency bar-coding solution that works in real-time, totally integrating its functions with the client's accounting system. With ACCU-DART, there is no need for re-entering data when items are stocked, picked or shipped – this eliminates redundant data. In turn, that does away with the potential for discrepancies developing between the inventory management and accounting systems.

ACCU-DART's operational protocol requiring real-time scans of bar codes links orders with specific items picked to fulfill those orders. This built-in safeguard ensures that the right items are being shipped to the right clients, in the right quantities – every time. This quality control function

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- Mitchell Thorp  
Dominion Software Consulting



**ACCU-DART**  
INVENTORY MANAGEMENT SOLUTIONS

has a tremendous, positive impact on customer satisfaction. And as Mitchell Thorp at Dominion Software Consulting discovered, ACCU-DART has exactly what his Internet-order fulfillment client needed to complete orders accurately while maintaining a precise handle on their inventory – solving two major problems that were putting at risk his client's market share.

As Mitchell explained the situation, Dominion Software Consulting's client, a wholesale/fulfillment company in the Philadelphia area of South New Jersey, had an urgent need for a robust inventory management software/hardware solution that integrated seamlessly into their existing accounting software system. This client is essentially two businesses in one. The newer of the two businesses provides daily, high-volume fulfillment of a range of more than 12,000 specialty retail items on behalf of a large and growing network of independent Internet retail websites. The more established of the two businesses is a wholesale distributor of these same 12,000 specialty retail items, providing quick turn-around inventory resupply for a large, established network of retailers – and, not incidentally, for the newer Internet-order fulfillment business.

Early each business day, Mitchell's client's fulfillment division receives hundreds of orders electronically from its dozens of website partners. These orders are expected to be filled that day – and filled with a high degree of accuracy and completeness. The client's process was as straightforward as it was archaic: pick, pack and ship. Only after an order had been shipped did they key in the order. As a result, the inventory control was always at least a day behind of what was actually in their warehouse. Because of these limitations, Mitchell's client never knew the extent of their real inventory. The client was also entirely dependent on the ability of their staff to pick the right goods – including color and size – and ship them to the right customer. Incomplete, unfulfilled or mis-shipped orders were sources of real concern to their website partners.

"My client's overriding objectives were simple: they needed to get a much better handle on their 12,000-item inventory, and they needed to stay on top of their inventory in real-time. These related objectives were especially important for the Internet side of the company. If my client can't accurately fulfill a very high percentage of orders, their website clients will simply take their

business elsewhere. Because of the nature of the specialty retail items sold, order accuracy has to be a huge priority. Incorrectly filled orders, late orders or incomplete orders can cost the websites their own clients. As a result, the pressure to manage all aspects of inventory and fulfillment was intense.

"Their question was simple: Could ACCU-DART handle the requirements?"

Irwin Ash, president of Executive Concepts Inc., personally demonstrated ACCU-DART's features to this New Jersey client – on-site at their facility. Irwin took Mitchell's client out into the warehouse, and using the hand-helds and base station that are part of the ACCU-DART system, demonstrated how it could easily update their inventory in real-time. ACCU-DART is able to validate that the right goods are being shipped to the right customers and at the same time automatically updating the accounting system. This was rightly seen as a major benefit of the integrated ACCU-DART/accounting system.

Once Mitchell Thorp's client saw how easily ACCU-DART could improve their operations, this client knew that getting a better handle on their inventory and improving their order accuracy would give them a critical advantage in a highly competitive, high-volume, high-profit market. They closed their purchase of the software and hardware system on the day of this on-site demonstration, and immediately commissioned Dominion Software Consulting to begin the installation and system integration process.

The results? Another ACCU-DART client is accurately staying connected to their inventory, and another accounting software consulting reseller has made one of their clients very satisfied indeed!

**For more information on ACCU-DART:**

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