

## **ABSTRACT**

Abstract – PT. Kharisma Buana Jaya is a company that engaged in garment manufacturing. The company's sales process based on orders from customers. Over time, the number of customers is growing and sales process will be more complex. The existing condition in company, there is no recording of data customers, quotation documents, data and process can't be integrated with warehouse, purchase, manufacture and accounting divisions, as well as the length of generate sales reporting process so that any sales analysis process takes a long times. All of these problems arise because the lack of centralized data storage and there isn't integrated data and process between each divisions. The right solution to the problem is to implement erp system in the enterprise so all data and process can stored and integrated across every part of the company.

This company is a medium-sized company that doesn't have a specific budget to investment erp system. So that the implementation of open source erp application can be the best way. OpenERP is a open source application that is dynamic and easy to customize with company's requirement. Spiral method becomes appropriate method for this study because it is dynamic and has a risk analysis stage.

Implementation of sales management system which has been carried out of adjustment, has many benefits for the company, among which their customer data storage, quotation can be generated into a sales order, pricelist settings for each customer, the integration of data and processes with manufacture, purchase, warehouse and accounting divisions as well as speed and accuracy in sales reporting so can be facilitate the process of sales analysis. The sales management system implementation in the company can have a good impact on enterprise resource optimization.

Keywords : ERP, OpenERP, Sales Management, Spiral Method