

## ABSTRACT

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*CV MITRA MANDIRI TEHNIK everyday producing drilling machine and do the sale. On the process sell, owners difficulty in serving offers, orders and request that still via telephone and come into the company. In operational management that needs repaire both in terms of quotation, checking item, the full payment and reports. For handle in the sales and procurement needs provide features the operate in any activities. In this final project using waterfall model. This application is built using web based tools and PHP programming for data storage using MySQL database. Testing programs using block box testing methods. So can make activity of sales and procurement drilling machine which applied on the application will be beter.*

*Keywords : CV MITRA MANDIRI TEHNIK, Sales, Procurement, Drilling machine, waterfall, PHP, MySQL*