

ABSTRACT

Inglorious Industries is an active UMKM (a small business enterprises) which runs in the clothes convection established since 2010. Inglorious Industries has a problem with the sale sistem, such as data duplication caused by non-integrated system between sale system, production, procurement and warehouse and also sales process, such as invoicing and shipment.

In this case, we develop the sales management system which could supports the activity of the sale system section in Inglorious Industries. This system development runs woth Accelerated SAP method.

The writer will analyze the process of the business which running in Inglorious Industries and compare business process of Odoo, especially to sales management modul. Based on comparison of the analysis, the writer suggests a business process design and developing Odoo for companies needs. After that, the system that has designed will be tested by user who will use the system. So later it can be applied to the companies.

The result of the project is a sale management system of Odoo which has organized as what the companies needs and will make the companies easy to access all of data and also deal with problems about sales activity in Inglorious Industries.

Keywords : ERP, Sales management, Odoo, Accelerated SAP