

ABSTRACT

PT Putri Daya Usahatama is a company engaged in the trading and distribution as a supplier partner of PT Indofood that handle specifically West Java, have a problem in the process of distribution to customers for the procurement of goods that do not fit, so the impact to other parts such as sales and warehouse for deficiencies will be sold, this occurs because the information system in PT Putri Daya Usahatama not integrated with each other.

Therefore made the development of information systems that can assist the process that existed at PT Putri Daya Usahatama. This research is developing system using Accelerated SAP (ASAP) method. Analysis and design is done by conduct library research, observation, and the design of the existing system to the business process proposed by configuration and adjustments to the ERP software opensource Odoo, especially the Sales Mangement, then the system is done tests such as integration, user acceptance test and risk analysis to determine whether this development can be applied by the company.

Results from this study is the Sales Management Odoo ERP system that has been adapted to business processes and conditions of the company so as to solve the problems related to the sales process at PT Putri Daya Usahatama.

Keywords : ERP, Odoo, Sales Management, ASAP.