

ABSTRACT

PT. Sampoerna Jaya Sentosa (PT. SJS) is a manufacturing company that focused in the textiles industries. On running the sales process, PT. SJS has problem due to its risk of documenting false equation between delivery goods amounts while shipping with the customer request order. This is occurs because PT. SJS still conducting sales and delivery activities with semi-manual process. Due to semi-manual process, documents on sales activities and sales reports can not accessible in real-time. Where documents during sale activities are still written manually on paper and sales reports are stored in the Microsoft Excel and bookkeeping once a month. The right solution to the problems is by implementing ERP systems at PT. SJS to enable each data to be accessed in real time and to provide integration of processes across deparment in the company.

Odoo is one of ERP open source software that provides sales processing solution know assales management system module which is practical, easy to use, easy to adapt, and own features that can be developed according to the company's needs. ASAP (Accelerated SAP) method is also selected based on its time efficiency and low cost compared to the other methods.

Implementation of ERP sales management system has been delivered the recording of customer orders that documented in sales order, sales reports based on sales order that can be accessed in real time, and creating integration with the purchasing department and production department regarding data and information process on the existing processes at PT. SJS.

Keywords: ERP (Enterprise Resource Planning), Odoo, Sales Management, ASAP Methods