

ABSTRACT

PT. Progressio Indonesia (Pronesia) is a competent company in designing and producing various clothing products. Sales made by the company are based on orders from customers (make to order). The company produces a wide range of products with big quantity of each product, which of course each of these products need a variety of raw materials as well. Considering the large number of customers who dealt with the company, the data collection process is less effective and efficient if it is done manually, where there is a possibility of making mistakes that affects the sustainability of the company's business processes.

The right solution to overcome these problems is to implement an information system that is expected to maximize the performance of the company and minimize the losses that arise during the company's business processes. The information system used is Enterprise Resource Planning (ERP). ERP system covers all business functions such as sales, distribution, purchasing, and production planning that can be used by any company. Software used to implement ERP systems is Odoo that is chosen because it has an open source license that does not require huge costs and can be modified according to the needs. The method used in this research is the spiral method. The method is chosen because it includes the adjustment of risk management system that can predict and overcome the risks that may arise later.

The application of Odoo on company's sales and distribution activities has enormous benefits. With its structured manufacture and storage of customer's data/document, quotation, sales order, invoice and delivery order on the system, coupled with the reporting of sale analysis as well as integration with other activities undertaken by the company, it can maximize the performance of the company and minimize losses arising during the company's ongoing business processes.

Keywords: ERP, odoo, selling, distributing, make to order, spiral methode