

ABSTRACT

UD. Permatasari is one of the businesses in the retail industry FMCG (Fast Moving Consumer Goods) and materials. With the format of wholesale store sales and supply of stuff directly to the retail. In carrying out the sales activities, UD Permatasari has constraints and problems such as lack of time-efficient systems and job descriptions for the company. Furthermore, there's not yet the integrity of business process of sales order from salesman with sales system in UD Permatasari. Current process starts from the sales transaction still done manually, salesman make an offer the stuff directly to the customer from store to another store. The right solution for the faced problem, by applying an ERP system to UD Permatasari, so every data and process can be accessed in real-time and integrated between each part that contained in company.

In applying ERP system to UD Permatasari, RAD (Rapid Application for Development) method is used to analyze business process and company requirement. From the results of the analysis that has been done, it was decided using the application of Odoo. Odoo is one of the open source ERP application that provides sales activity solution that is sales system practically, easy to use, easy to adapt for company requirement and features that can be developed according to company requirement. Futhermore, this sales module configured and customized to fit the company's needs. After this system is designed, the user would testing to apply to the company.

The result of this research is a Sales Odoo system that has been adapted to the needs, conditions and characteristics of the company that can facilitate the company in resolving the problems related to sales activities at UD Permatasari.

Keywords: ERP (Enterprise Resource Planning), Sales, Odoo, RAD