

ABSTRACT

Abstract- Sugoimasa is one of micro and small medium enterprises engaged in the culinary field and has problems with the management of reservations that are considered less efficient. The problem is the result of the order management process that is implemented so far requires a long time and the process of poor documentation.

Based on these problems, this study aims to build an information system that can streamline all sales activities, promo services, discounts, document management, sales reports everyday or within a month, and customers can see for themselves what they have ordered to get a promo From Sugoimasa. The information system built is Sales Management System (SMS). Based on the definition, explanation of general features, and review of journals and articles discussing sales, the author decided to use the concept of SMS as a solution as an answer to the existing problems in the internal business Sugoimasa.

In this study the authors develop SMS using waterfall method. From this method, there are stages that pass in systematic research, which starts from requirement analysis stage, design, coding, testing, and implementation.

Keywords: Sales Management System, Waterfall Method, Laravel Framework.