

ABSTRACT

Amanda Brownies is a company engaged in food that is Brownies. The company located in Bandung, West Java. The sales process at Amanda Brownies starts when an outlet estimates sales product and delivers them to the production division, then the production division will process the order provided by the outlet. Once the product has been completed it will be delivered to the expedition in the production division. Then the expedition will send the finished product to the outlets that have ordered. Based on the business process in the sales division found the problem is the sale of products that only rely on estimates that cause many product that become expired due to unsold. This is due to estimates made by outlets that sell products are often exaggerated. Therefore, this study designs an ERP system that can assist in analyzing sales reports so that amanda Brownies can see the estimated sales of products that have been in the system estimation.

This study conducts an ongoing business process analysis that generates target business processes. The results of the target business process are tailored to the ERP system is Odoo on the sales management module.

The target business process that has been tailored to the Odoo system generates a system in the sales division where there is an additional form form the sales division that is the quotation form that become the sales order. Then the sales order is used by the production division to produce the brownies as ordered outlets and by the warehouse division to ensure that raw materials are available in the warehouse.

Keywords: ERP, Sales Management, Odoo, RAD Methodology, Amanda Brownies.