

ABSTRACT

CV Kembar Mekar is an company which runs in supply of feed raw materials and rice milling established since 2006. CV Kembar Mekar has a problem with the sale sistem, such as not aligned sales report caused by non-integrated system between sale system, production, purchasing, inventory and accounting also sales process it self, such as sales order, shipping monitoring and invoice.

In this case, we develop the sales management system which could supports the activity of the sale system section in CV Kembar Mekar. This system development runs woth Accelerated SAP method.

The writer will analyze the process of the business which running in CV Kembar Mekar and compare business process of Odoo, especially sales management modul. Based on comparison of the analysis, the writer suggests a business process target design and developing Odoo for companies needs. After that, the system that has designed will be tested by user who will use the system to be understood and use this system. So later it can be applied to the companies. The result of the project is a sale management system that integrated of Odoo which has organized as what the companies needsand will make the companies easy to access all of data and also deal with problems about sales activity in CV Kembar Mekar.

Keywords: ERP, Sales management, Odoo, Accelerated SAP