

## **ABSTRACT**

PT. Astajaya Suryakencana (AS) is a manufacturing company engaged in the Property. In carrying out its sales activities, PT. AS has a constraint in the process of calculating the goods where the amount of goods purchased sometimes still there is a difference with the requested order. This happens because PT. AS is still in the process of purchasing and recording semi-manually and there is no integration between the related parts of sales activities resulting in sales process and sales reports have not been accessed in real-time. The right solution for the problems being faced is by applying ERP system to PT. AS so that each data and process can be accessed in real-time and integrated between every part of the company.

Odoo is one of the open source ERP application that provides sales activity solution which is Sales Management and Manufacturing system practical, easy to use, adaptable to company requirement and features that can be developed according to company requirement. The ASAP (Accelerated SAP) method is chosen based on the time efficiency level and the minimum cost incurred compared to other methods.

Implementation of ERP system of sales management resulted in recording of documented customer ordering on sales order, sales report formed based on sales order which can be accessed in real-time, creation of integration with purchasing department and part production related to data and information of process implementation at PT. AS.

Keywords: ERP (Enterprise Resource Planning), Odoo, Sales Management, Manufacturing ASAP Method