

## **ABSTRACT**

PT. Unggul Jaya Sejahtera is a company engaged in the field of batik printing which is a shawl, sarong, and so forth. In the management of printed batik. Starting from the production process conducted on raw materials, manufacturing, the process of selling goods and the distribution of goods PT.Unggul Jaya Sejahtera has many consumers and branches Batik Unggul Jaya Sejahtera Shop in some areas in Indonesia. In the business process of PT. Unggul Jaya Sejahtera is part of the production process which is not in accordance with the double demand, the company has difficulty in tracking the sales history, the difficulty in checking the stock of goods in the warehouse so that required an ERP application that implements a centralized Database system, can integrate the sales process with related parts so that data Stored well.

One of the ERP applications that provide solutions for sales activities of PT. Unggul Jaya Sejahtera is SAP Sales and Distribution module. The application development of SAP ERP module Sales and Distribution in this research using ASAP (Accelerate SAP) method. ASAP development is done according to the needs of the configuration in order to create solutions that the company needs.

Results of research after the configuration and testing of the application module SAP ERP Sales and Distribution that all business processes and documents in sales activities can be adjusted in accordance with needs that can simplify and overcome problems related to sales activities PT. Unggul Jaya Sejahtera.

