

ABSTRACT

Sales are important to the company. This can increase the company's revenue if sales activity can be managed properly. The purpose of this research is to design business process sales activities in PT XYZ so as to improve sales activities in PT XYZ.

The method used is SAP Activate method. Utilization of SAP Activate using SAP ERP application of Sales and Distribution (SD-Sales) module will be used as ERP implementation design process in PT XYZ. The method will help the implementation process on the design of sales activities in PT XYZ uses best practice in SAP Activate to speed up the implementation process at PT XYZ.

The resulting design results will help business performance, especially on sales activities owned by PT XYZ and can be integrated with the related modules.

Keywords: ERP, SAP, Sales and Distribution, SAP Activate, Sales, Project.