

ABSTRACT

PT Multi Composite Lestari is a mid-level company engaged in distributing in the distribute of tube and wire. Over time, competitors began to emerge, companies had to set up a sales designing system in order to quickly meet customer demands and conduct sales reports in real time and integrated with other divisions related to the sales division. Currently PT. Multi Composite Lestari still uses Microsoft Excel as a template for recording data and using hard copies for reporting, reporting and reporting can only be done within the specified period. This causes several times to occur in recording the data during process reporting . The right solution to solve this problem is to apply ERP system to PT. Multi Composite Lestari for every process of data collection and report can be done in real time and the sales can be integrated with other parts. Odoo is an open source ERP application that is flexible and easily tailored to the company's conditions and has a feature of sales management that is very easy to use according to company needs. The RAD (Rapid Application Development) method is chosen so that time in system development is more efficient. Implementation of ERP sales management is done in the sales process by conducting business process analysis and gap analysis on the company and on Odoo so as to