

ABSTRACT

DEVELOPMENT OF GREEN ERP SYSTEM MODULE SALES MANAGEMENT BASED ON ODOO FOR LEATHER TANNING INDUSTRY USING ASAP METHOD

By

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PT. Elco Indonesia Sejahtera is a company engaged in the trade of tanned leather for the production of garments, gloves, and various other leather goods. One of the business processes in this company is the process of selling and distributing goods that have not been well documented. Green sales management is one way to reduce pollution through the sales process and when distributing goods that can support business processes at PT. Elco Indonesia Sejahtera. This study uses the ASAP method which starts from the interview process, followed by observation, and analyzes the existing business processes in the company, especially in the sales management process and analyzes and designs the system by configuring and adjusting the sales management module. This study uses a system that supports Odoo. The results of this study are an ERP system that is supported by Odoo and has been adapted to the company's business processes that have been redesigned and are expected to facilitate the company in carrying out business process activities, especially sales management at PT. Elco Indonesia Sejahtera.

Keywords: ASAP, *Green ERP*, Odoo, *Sales Management*