

## **ABSTRACT**

# **DEVELOPMENT OF GREEN SYSTEM MODULE SALES AND DISTRIBUTION BASED ON ENTERPRISE RESOURCES PLANNING USING ODOO IN LEATHER TANNING INDUSTRY WITH SAP ACTIVATE METHOD (Case Study: PT. Elco Indonesia Sejahtera)**

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The Leather Industry is one of the industries that is growing rapidly in the Indonesian industrial market. The higher the growth, the higher the demand obtained from the user. Therefore, in an era that already uses technology as a tool for its work, companies have begun to apply information technology to facilitate their work processes. PT. Elco Indonesia Sejahtera is a company engaged in tanning leather for the production of garment materials, gloves, and various other leather crafts. One of the business processes in this company is the process of selling and distributing goods. This process has not yet been carried out to the maximum. Therefore, the distribution of green sales is one way to overcome the existing conflicts in the company. This research uses SAP Activate method which consists of 6 processes, namely finding, preparing, exploring, realizing, deploying, and running. This method was chosen because it is a method that must be agile to approach the client. This research uses an ERP system supported by Odoo and adjusted to the company's redesigned business processes. The results of this study have Odoo-based ERP systems that have been adapted to the company's business processes that have been redesigned. In addition it is expected that companies can easily carry out the business of selling and distribution processes at PT. Elco Indonesia Sejahtera.

*Keywords : SAP Activate, Green ERP, Odoo, Sales Management*