

## ABSTRACT

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*Distro The Star One DOI is a manufacturing company engaged in the sale of clothing and clothing production. The presence of a clothing and accessories store with the name distribution has created a new phenomenon in Indonesia. The popularity of this line of business makes The Star One DOI distributions have to be able to compete, both in terms of the quality of goods and services they have. Every transaction that occurs in the sale of goods is still recorded manually using Microsoft Excel and is not recorded routinely. Manual recording often causes errors in recording transactions so that it can affect the preparation of financial statements. This research provides a solution to overcome the problems that occur in The Star One DOI distribution by building an application that can help this distribution in running its business. The functionalities possessed by this application are cash sales, credit sales, accounts receivable payments, sales forecasting, sales discounts, general journals, ledgers and income statements. The method used in designing this application is the method System Development Life Cycle (SDLC) with the waterfall type, using the programming language Hypertext Preprocessor (PHP), and using the MySQL database. The method used to test this application is Black Box Testing. Based on the tests carried out, the application can be implemented.*

*Keywords: Sales, Sales Forecasting, Black Box Testing, Waterfall*