

ABSTRACT

CV Indobata is a concrete industrial company that was established in 2003. The products produced are various concrete in the form of Paving Blocks, Concrete Tiles, Batako Press, Difable Tiles, Buis Beton, Roster and Kanstin. The company, which is located on Jalan Raya Karang Hilir no.833, Cibadak, Sukabumi, is still doing manual financial records using ms word and excel. To deal with the problem of making production planning decisions to match the company's targets, it is necessary to have a Sales Forecasting Application. One of the forecasting methods that can be used in forecasting is a half average method. Sales forecasting is the process of predicting products to be sold in the future under certain circumstances and is made based on data that has occurred and / or may occur, estimating the level of consumer demand for products to be sold by measuring or estimating business conditions in future based on data that has happened. This application was developed using an object-oriented method, namely the Unified Modeling Language (UML) by applying the stages of a prototype model. The stage of making program code uses the CodeIgniter Framework with the Hypertext Preprocessor (PHP) script language with MySQL database. For software testing using the blackbox testing method. This application can manage sales orders and sales forecasting for production planning. This application is also capable of producing income statements and accounting records in the form of journals and ledgers based on a certain period.

Keywords: Forecasting, Sales, Production Planning, Semi Average, Manufacturing.