

ABSTRACT

Information systems can help improve operational time efficiency and generate accurate information in business processes. In this era, few companies are still confused in integrating data, causing errors between divisions and losses. Small and medium enterprises or SMEs are currently a business activity that is in great demand by the public, especially in Indonesia, there're still many SMEs that have not integrated all activities into the Sales and Distribution process which causes various problems that lead to ineffective business processes. Therefore, it is necessary to implement ERP to minimize the impact on the current technological lag in SMEs which results in the effectiveness of SMEs and customer satisfaction. To be able to implement ERP requires an open source software called Blueseer with the ASAP (Accelerated SAP) method which consists of five stages, Project Preparation, Business blueprint, Realization, Final Preparation and Go-Live. This research is a qualitative research where data is obtained through observation, interviews, documentation, and literature studies. The results of this study, the design of Blueseer's new ERP system on the Sales and Distribution module can be applied and adapted to the needs of SMEs, the business process of sales and goods returns or damaged after being received by the customer are not available, the ASAP method facilitates the process of designing an ERP system. Researcher succeeded in making business process suggestions for the Sales and Distribution division and making solution design suggestions that could facilitate the application development process for further research.

Keywords: UKM, blueseer, ASAP, sales and distribution, ERP.