

DAFTAR TABEL

Tabel I. 1 Data Keberhasilan <i>Follow-up</i> Keseluruhan <i>Leads</i> Vokasi 2022	3
Tabel II. 1 Tabel Studi Literatur Penelitian Terdahulu	10
Tabel II. 2 Deskripsi Tanggung Jawab Organisasi PADMI	15
Tabel IV. 1 Ruang Lingkup Permasalahan dan Pembagian Objek	26
Tabel IV. 2 <i>Timeline</i> Penelitian	26
Tabel IV. 3 <i>Problem/Impact/Successful Outcome</i>	27
Tabel IV. 4 <i>Objectives</i>	28
Tabel IV. 5 Resiko dan <i>Issues</i> Pengimplementasian	28
Tabel IV. 6 BRS-Assumption	29
Tabel IV. 7 <i>High Level Business Requirments</i>	29
Tabel IV. 8 <i>Functional Requirements</i>	30
Tabel IV. 9 <i>Non-Functional Requirments</i>	31
Tabel IV. 10 <i>Business Impact Assessment</i>	31
Tabel IV. 11 Kelengkapan Data <i>Leads</i>	36
Tabel IV. 12 <i>Fit & Gap Analysis</i>	38
Tabel IV. 13 <i>Use Case Scenario</i> Melakukan <i>Marketing Automation</i>	44
Tabel IV. 14 <i>Use Case Diagram Marketing Email</i>	45
Tabel V. 1 Konfigurasi <i>Company</i> Odoo	50
Tabel V. 2 Hak Akses <i>User</i>	51
Tabel V. 3 <i>Stage Pipeline</i>	52
Tabel V. 4 Standarisasi Atribut dan Kolom Data <i>Leads</i>	53
Tabel V. 5 Atribut Standarisasi Data <i>Mailing List</i>	55
Tabel V. 6 Filterisasi dan Rumus Visualisasi <i>Dashboard</i>	56
Tabel V. 7 <i>Formula</i> VLOOKUP	57
Tabel V. 8 <i>System Functional Suitability Testing</i>	59
Tabel V. 9 <i>Modul Customer Relationship Management</i>	59
Tabel V. 10 <i>Modul Marketing Automation</i>	60
Tabel V. 11 <i>Modul Email Marketing</i>	61
Tabel V. 12 Hasil Uji UAT	62
Tabel V. 13 Data Penguji	62