

ABSTRACT

DESIGN A SALES INFORMATION SYSTEM FOR COCONUT DERIVATIVE PRODUCTS FOR WEBSITE-BASED EXPORT USING THE EXTREME PROGRAMMING METHOD (CASE STUDY : PT. COCO GEMILANG INTERNASIONAL)

By

Ardian Syah

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PT. Coco Gemilang Internasional is a supplier of coconut derivative products for export purposes, the company faces serious challenges in product management and promotion. The limitations of recording using Microsoft Office require a more structured system to simplify the management process. In addition, the absence of online promotional media also has an impact on the loss of opportunities to interact with potential buyers and business partners. To overcome this problem, this study was conducted and plans to implement a website-based information system by applying the Extreme Programming (XP) methodology. The selection of the Extreme Programming (XP) method is based on its focus on flexibility, rapid response to change, and emphasis on software quality. By adopting the Extreme Programming (XP) method, it can help manage product data, sales, and reports at PT. Coco Gemilang Internasional. This system will not only solve product management problems, but also provide a platform for online promotion that can help improve the company's competitiveness. The results of this study indicate that the web-based information system was successfully implemented after going through two revision processes. The system testing stage using blackbox testing resulted in a 100% success rate, where all the main features of the system ran according to specifications without errors to ensure the reliability and performance of the system as a whole. By building a sales information system for coconut derivative products for export at PT. Coco Gemilang Internasional based on a website, it can help the company in managing and competing better, which supports long-term business growth.

Keywords: *Extreme Programming, Information Systems, Websites*