

## **ABSTRACT**

PT. Glorious Trinity Wisesa (PT. TMW) is a privately owned company engaged in the distribution of products PT. P&G. in the exercise of his business processes, PT. TMW is still applying a system that is still not fully integrated in the business processes of each. This causes the process to be slow and share business data required are still less effective and make the business process so problematic in the control of excess stock items and lack of stock items.

Odoo management software is an all-in-one that offers a wide range of business applications that make up the complete package management application company. Not only for companies, SMES can also digunakan Odoo for large companies that provide solutions to the activities of purchase in the form of a sales management module. With its opensource, adjustment and configuration can be tailored to the characteristics of the existing problems in pt. TMW. Research on the development of an ERP system is performed using methods Odoo RAD (Rapid Application Development) due to its more efficient with respect to time and the minimum cost compared to other methods.

The design of the system of ERP sales management is done by analyzing the current business process and business process in ERP systems Odoo. Further analysis is conducted for the GAP and Fit as the basis for making the business process of the proposals that have been adapted to the system.

The results that may be obtained from this research is the application of ERP Odoo which can solve the problems that occur in the PT. TMW so any old business processes faster and better than before his.

Keyword: ERP (Enterprise Resource Planning), Odoo, Sales Management, Methods Of RAD