

## **ABSTRACT**

PT. Trikomsa Indonesia is Manufacturing SMEs of Oxygen water. Over time, many competitor began to emerge, company must create a design system for sale to meet customer demand quickly and do a report on sales in real time and integrated with the division associated with sales. The company is still using a semi-manual system in the sales process which is the process is still operated using Microsoft Excel, so data collection and report can only be done in the given period. The right solution to complete this problem is to implement an ERP system at PT. Trikomsa Indonesia so that each process data and reports can be done in real time and sales departments can be integrated with other parts.

Odoo is an open source ERP applications that are flexible and easily adapted to the condition of the company and has sales management features that are very easy to use for company needs. RAD Method (Rapid Application Development) have been selected in order of time in the development for efficient system.

Implementation of ERP sales management is done on the sales process by doing business process analysis and gap analysis on the company and on Odoo resulting business process proposal based on company needs.

Keywords: ERP (Enterprise Resource Planning), Odoo, Sales Management, Metoed RAD