

ABSTRACT

DESIGN OF SYSTEM SALES MANAGEMENT USING ODOO WITH ASAP METHDOLOGY AT RUMAH BATIK KOMAR

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Rumah Batik Komar was founded in 1998 by Dr. Komarudin Kudiya, M.Ds and his wife, Hj. Nuryanti Widya (Yeyen) In Bandung. At the very beginning, Rumah Batik Komar started with designs of “Batik Cirebonan” or Cirebonese Batik. Today, the designs of Rumah Batik Komar have been developed to be more modern, combined with the new creation of contemporary designs, which are unique, thematic and also keep up-to-date to the latest fashion trends, thus, they can give prestige value to those who wear them. Batik Komar has sales-related problems such as data collection that is not well recorded and communication between sales and production section about batik production process. This problem occurs due to not yet integrated system in Batik Komar. Therefore, the development of a sales management system that can support the activities sales section on Batik Komar. This development is based on the Accelerated SAP method.

The author analyzes the business process of Batik Komar to build a system in order to integrate well. The business process will be compared between the business process that is happening in Batik Komar and business process located in Odoo, especially for sales management module. The result of this research is Odoo's sales management system that has been adapted to the company in order to facilitate in managing order data and minimize errors that occur in Batik Komar company.

Keywords: ERP, sales management, Odoo, ASAP