

ABSTRACT

Small and Medium enterprises (SMEs) are developed in the 4.0 industrial revolution that is spreading all around the world. Small and Medium enterprises is also a non-governmental business entity, that contributes as the largest income, especially in developing countries. Ayam Boss Merapi restaurant, is one example of SMEs that are engage in the culinary of Bandung Regency. SMEs sells a wide variety of processed chicken, with various types of delicious chili sauce. The Boss Merapi Chicken Restaurant is often overwhelmed in handling the number of customers who are in full swing, especially at lunch break or office breaks, this makes the operational process of the Boss Merapi Chicken especially in the field of sales and recording profits done in a hurry. This is not only due to the low number of human resources, but also the absence of a system that helps the sales division record real-time sales transactions that occur in restaurants. So we need an information system that can automate business processes in the field of sales that are open source, and flexible to use. One solution to implement is to use Odoo. ERP-based systems that are reliable and quickly adapt to the business process environment, especially for MSMEs, are becoming the optimal environment for Odoo to apply the architecture of the Chicken Boss Merapi restaurant system. The development method that is appropriate to the ERP implementation in the restaurant business operations is to use Quickstart. This method helps a series of implementations can be done quickly and at a low cost. The results of this study are to design an ERP system in the sales module that can integrate restaurant sales data and automate the calculation of profits earned by restaurants without having to calculate transactions one by one. As a reference for the successful implementation of ERP designs when the features Create Quotations, Create Customers, Sales Analysis Reporting, Edit Quotations, Delete Quotations, Edit Customers, Delete Customers, Create Products, Edit Products, Delete Products, Create Purchase Orders, Edit Purchase Orders, Delete Purchase Orders , Validate RFQ, Create vendor, Edit vendor, Delete vendor, Validate customer invoices, Delete customer invoices, Validate payment registers, and print invoices tested using black box testing and can be run according to their functionality. This study explains how the Odoo-based ERP system can help improve the effectiveness of business processes in the sales sector at SMEs, Chicken Boss Merapi Restaurant.

Keywords: Sales, Margin Analysis, ERP, Odoo, Quickstart Method, Blackbox Testing.