

ABSTRACT

PT. Fadnov Airtech Indonesia is a company engaged in Air Compressor rental and general trading. The business process that runs on this company is the rental of air compressors and also the sale of the air compressor itself. PT. Fadnov Airtech Indonesia has a problem in the sales department, namely the incompatibility of the number of goods ordered from customers with the availability of goods in the warehouse, and there is still data redundancy. This is due to the absence of a system that is able to integrate all divisions in the company. With the existence of problems in the business process causing losses to the company.

Based on the problems described above, the development of an Enterprise Resource Planning (ERP) system in Odoo 9-based sales management modules is carried out using the accelerated SAP (ASAP) method. In developing this system the researcher analyzes the company's current business processes and will be adapted to the business processes that exist in Odoo 9 so as to produce a proposed business process. From the results of the analysis researchers will develop the Odoo application. The development includes installation, configuration, and procedures for using the Odoo 9 application on the sales management module. After developing and adjusting the needs of the company, the system will be tested by the user of the company which in this case will use the system. From the development of this system will produce a system that is able to integrate all business processes that run in the company, especially the sales department at PT. Fadnov Airtech Indonesia.

Keywords: ERP, sales management, Odoo, acceleratedSAP