

## ABSTRAK

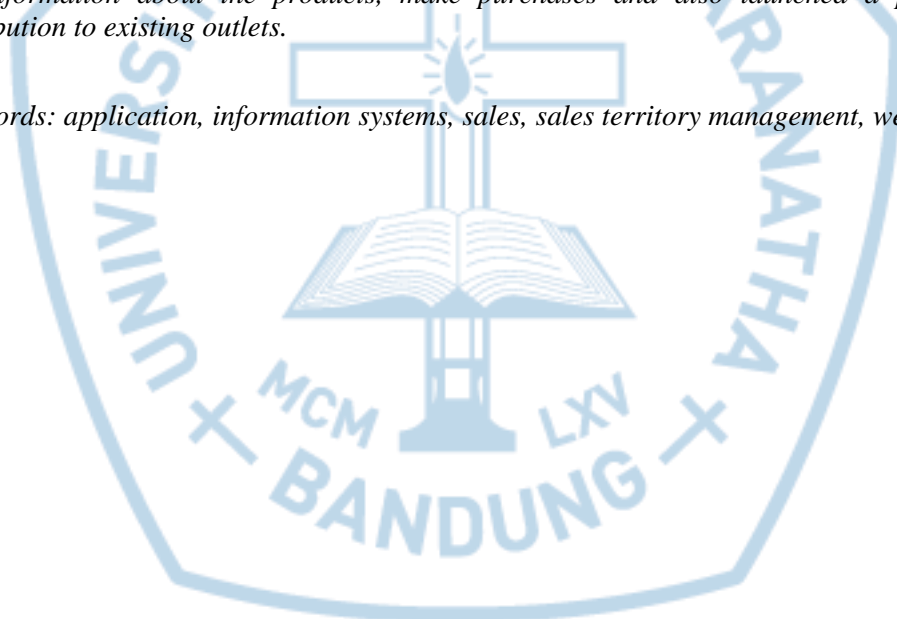
Perkembangan teknologi dan informasi yang sangat pesat saat ini, hampir seluruh kegiatan dapat dilakukan dengan cepat dan mudah. Kecepatan dan kenyamanan merupakan nilai positif sebagai manfaat adanya internet. Website merupakan suatu media informasi yang menawarkan berbagai kemudahan dalam menyajikan informasi. Toko Switch yang belum menggunakan aplikasi website untuk memasarkan produk penjualan mengalami kesulitan pada saat pencatatan data-data yang ada. Hal tersebut membuat kinerja pegawai berkurang dan mempersulit pembeli melihat spesifikasi produk yang di jual. Kurangnya kinerja pegawai tersebut terjadi karena tidak dapatnya pegawai melakukan pencatatan barang secara spesifik pada iklan baris. Penelitian ini dilakukan dengan tujuan untuk menghasilkan sebuah aplikasi sales territory management berbasis php yang dapat melakukan pencatatan data-data spesifik produk, kategori, pelanggan, dan penjualan yang telah terintegrasi dengan data-data pendukung lainnya. Dalam pengumpulan informasi untuk pembuatan aplikasi, data primer diperoleh dari survey lapangan dan wawancara pada manager dari Toko Switch, Sedangkan data sekunder diperoleh dari berbagai buku sebagai sumber referensi. Hasil yang dicapai yaitu aplikasi sales territory management berbasis php yang akan menjadi media untuk pelanggan yang ingin melakukan transaksi secara online serta mengatur pembagian barang secara wilayah untuk toko. Maka kesimpulannya adalah terciptanya sebuah aplikasi sales territory management akan memberikan media kepada pelanggan untuk mendapatkan informasi tentang produk, melakukan transaksi pembelian dan juga melancarkan pendistribusian produk ke gerai-gerai yang ada.

Kata Kunci: aplikasi, penjualan, sales territory management, sistem informasi, website

## ABSTRACT

*The development of technology and information very rapidly now, almost all activities can be done quickly and easily. Speed and convenience of a positive value as the benefits of the internet. The website is an information medium that offers greater convenience in presenting information. Switch stores that are not yet using the website application to market the product sales experienced difficulties in recording data available. This makes the performance of employees is reduced and complicate buyers see the product specifications that are sold. Lack of employee performance occurs because of the inability clerks keep records of goods specifically to the classified ads. This research was conducted with the aim to generate a sales territory management application based on php which can perform recording data specific products, categories, customers, and sales have been integrated with other supporting data. In gathering information for the creation of applications, primary data obtained from field surveys and interviews to the manager of the shop Switch, while secondary data obtained from a variety of books as a reference source. The results achieved are sales territory management application based on php which would be a medium for customers who wish to conduct online transactions and to manage the distribution of goods in the area to shop. Then the conclusion is the creation of a sales territory management application will provide media to customers to get information about the products, make purchases and also launched a product distribution to existing outlets.*

*Keywords: application, information systems, sales, sales territory management, website*



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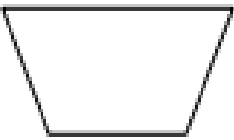
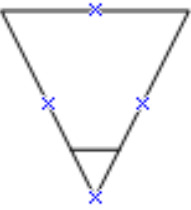


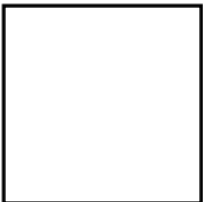
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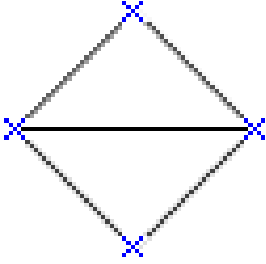
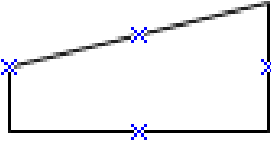
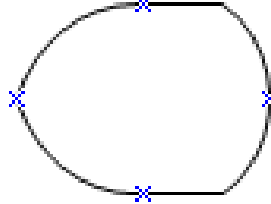
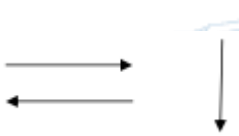
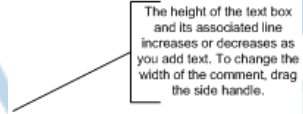

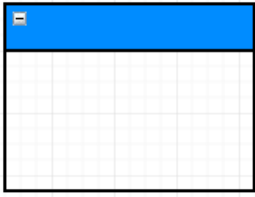
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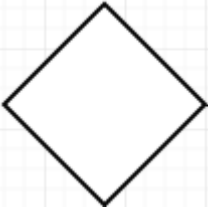
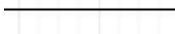

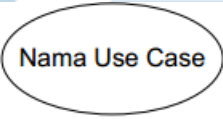
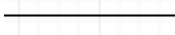




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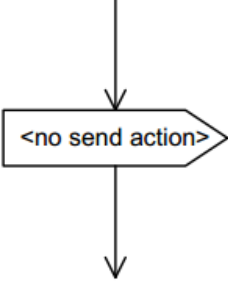
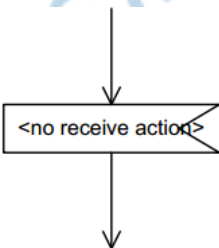


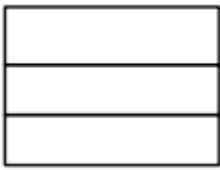


## DAFTAR NOTASI/ LAMBANG




Jenis	Notasi/ Lambang	Nama	Arti
Flowchart		Simbol Dokumen	Menunjukkan dokumen input dan output baik untuk proses manual, mekanik atau komputer
Flowchart		Simbol Kegiatan Manual	Menunjukkan pekerjaan manual
Flowchart		Simbol Simpanan Offline	File non-komputer yang diarsip
Flowchart		Simbol Kartu Plong	Menunjukkan input/ouput yang menggunakan kartu plong (punched card)
Flowchart		Simbol Proses	Menunjukkan kegiatan proses dari operasi program komputer
Flowchart		Simbol Operasi Luar	Menunjukkan kegiatan proses di luar proses operasi komputer

Jenis	Notasi/ Lambang	Nama	Arti
Flowchart		Simbol Pengurutan Offline	Menunjukkan proses pengurutan data di luar proses komputer
Flowchart		Simbol Keyboard	Menunjukkan input yang menggunakan on-line keyboard
Flowchart		Simbol Display	Menunjukkan output
Flowchart		Simbol garis alir	Menunjukkan arus dari proses
Flowchart		Simbol penjelasan	Menunjukkan penjelasan dari suatu proses
Flowchart		Simbol Penghubung	Menunjukkan penghubung ke halaman yang masih sama atau ke halaman lain
ERD		Entitas dan Atribut	Menunjukkan sebuah objek yang dapat dibedakan dengan objek lainnya dan mendeskripsikan karakter entitas

Jenis	Notasi/ Lambang	Nama	Arti
ERD		Relasi	Menunjukkan adanya hubungan di antara sejumlah entitas yang berbeda
ERD		Garis	Penghubung antara relasi dengan entitas, relasi dan entitas dengan atribut
UML – Use Case Diagram		Actor	Pengguna sistem atau yang berinteraksi langsung dengan sistem, bisa manusia, aplikasi, atau objek lain
UML – Use Case Diagram		Use Case	Digambarkan dengan nama use case nya tertulis di tengah lingkaran
UML – Use Case Diagram		Association	Berfungsi menghubungkan actor dengan use case
UML Activity Diagram		Initial State	Titik Awal untuk memulai suatu aktivitas
UML Activity Diagram		Final State	Titik Akhir untuk mengakhiri suatu aktivitas
UML Activity Diagram		Activity	Menandakan sebuah aktivitas
UML Activity Diagram		Decision	Pilihan untuk mengambil keputusan

Jenis	Notasi/ Lambang	Nama	Arti
UML Activity Diagram		Fork/Join	Menunjukkan kegiatan menggabungkan dua panel activity menjadi satu atau satu panel activity menjadi dua
UML Activity Diagram		Send	Tanda Pengiriman
UML Activity Diagram		Receive	Tanda Penerima
UML Activity Diagram		Control Flow	Arus aktivitas
UML Activity Diagram		Note	Catatan khusus untuk sebuah aktivitas
UML – Class Diagram		Class	Blok-blok pembangun program. Bagian atas class menunjukkan nama dari class, bagian tengah mengindikasikan atribut dari class, dan bagian bawah mendefinisikan method dari sebuah class



Jenis	Notasi/ Lambang	Nama	Arti
UML – Class Diagram		Association	Menunjukkan hubungan antar class
UML – Class Diagram		Dependency	Menunjukkan ketergantungan antara satu class dengan class yang lain
UML – Class Diagram		Generalization	Menunjukkan inheritance dari satu class ke beberapa class

Referensi:

Notasi/ Lambang Flowchart dari Cara Mudah Belajar Pascal & Flowchart [1]

Notasi/ Lambang ERD dari Sixth Edition Database System Concepts [2]

Notasi/ Lambang UML dari Learning UML 2.0 [3]

## DAFTAR SINGKATAN

BEC	Bandung Electronic Center
CSS	Cascading Style Sheet
ERD	Rekayasa Perangkat Lunak
HTML	Hypertext Markup Language
UML	Unified Modeling Language
PHP	Hypertext Preprocessor
SQL	Structured Query Language
UML	Unified Modeling Language

