

ABSTRAK

Persaingan global seperti sekarang ini telah melahirkan standar kompetensi baru. Dalam kondisi ini setiap perusahaan / industri yang ingin tetap bertahan dan bertumbuh harus dapat menciptakan dan mempertahankan *competitive advantage* yang dimilikinya dengan terus meningkatkan daya saing perusahaan. Persaingan yang semakin tinggi menuntut perusahaan untuk meningkatkan kinerja di berbagai elemen perusahaan. Salah satu cara untuk mewujudkan hal tersebut adalah dengan mengintegrasikan sistem informasi, peningkatan efisiensi dari sistem informasi untuk menghasilkan manajemen yang lebih efisien dalam proses bisnis perusahaan. Konsep ERP (*Enterprise Resource Planning*) hadir untuk memenuhi sistem yang dapat mengintegrasikan proses setiap elemen dalam perusahaan secara transparansi dan memiliki akuntabilitas yang cukup tinggi. Dengan ERP perusahaan dapat terintegrasi pada setiap proses dalam perusahaan tersebut kedalam suatu sistem yang terkomputerisasi. Manfaat dari ERP ini juga sebagai integrasi bisnis secara keseluruhan, fleksibilitas dalam organisasi perusahaan untuk bertransformasi dan meningkatkan daya saing, menciptakan analisa dan peningkatan kapabilitas yang lebih baik, serta penggunaan teknologi terbaru. Penulis akan merancang dan mengimplementasikan ERP untuk *department sales* dan *sales accounting* sebagai sarana penyampaian informasi yang berhubungan dengan pengiriman barang dan penjualan serta membantu aktifitas jarak jauh.

Kata Kunci: *Enterprise Resource Planning*, implementasi, perancangan, *sales*, *sales accounting*.



ABSTRACT

Global competition like now have caused new competency standard. In this condition, any company / industry who want to stay in the business and to grow must be able to create and to maintain competitive advantage, which owned with continue to increase the competitiveness of the company. Higher competition demands the company to improve their performance in various elements of working synergy. One of the way to visualize the system is by integrating information system, and by increasing efficiency of information system to produce more efficient management in the process of a business firm. The concept of ERP (Enterprise Resource Planning) here is created to meet system that can integrate every elements in the Performance Management process with higher transparency and accountability. With the ERP, companies can be integrated in every process with computerized system. The benefits of this ERP System are the flexibility in enterprise organizations to transform, to improve competitiveness, to create analysis, to enhance event capabilities better and as well as the use of the latest technology. The author will design and implement ERP for sales and sales accounting department to support information delivering proses which related to the sales, product delivery and to assist a better long distance communication.

Keywords: design, Enterprise Resource Planning, implementation, sales, sales accounting.

DAFTAR ISI

LEMBAR PENGESAHAN	i
PERNYATAAN ORISINALITAS LAPORAN PENELITIAN	ii
PERNYATAAN PUBLIKASI LAPORAN PENELITIAN	iii
PRAKATA	iv
ABSTRAK	vi
ABSTRACT	vii
DAFTAR ISI	viii
DAFTAR GAMBAR	xv
DAFTAR TABEL	xx
DAFTAR NOTASI/ LAMBANG	xxvi
DAFTAR SINGKATAN	xxx
BAB 1. PENDAHULUAN	1
1.1 Latar Belakang Masalah	1
1.2 Rumusan Masalah	3
1.3 Tujuan Pembahasan	3
1.4 Ruang Lingkup Kajian	4
1.5 Sumber Data	5
1.6 Sistematika Penyajian	6
BAB 2. KAJIAN TEORI	8
2.1 Enterprise Resource Planning	8
2.1.1 Aplikasi ERP	9
2.1.2 Manfaat dari Implementasi ERP	10
2.1.3 Peranan Sistem Informasi ERP	11
2.1.4 Odoo	12
2.2 Basis Data	13
2.2.1 Pengantar Basis Data	13
2.2.2 Data Model	14
2.2.3 ER Model	14
2.2.4 Relational Model	15
2.3 PostgreSQL	16

2.4	Python	16
2.5	ORM	17
2.6	Pycharm IDE	18
2.7	Ubuntu	19
2.8	Alat Bantu Pemodelan Sistem	20
2.8.1	Diagram UML	20
BAB 3.	ANALISIS DAN RANCANGAN SSTEM.....	24
3.1	Gambaran Sistem Lama.....	24
3.2	Gambaran Sistem Baru	25
3.3	<i>Entity Relationship Diagram</i> (ERD).....	36
3.4	Struktur Tabel	38
3.4.1	Skruktur Tabel res_partner.....	39
3.4.2	Struktur Tabel res_partner_category.....	40
3.4.3	Struktur Tabel res_partner_res_partner_category	41
3.4.4	Struktur Tabel res_country_state	41
3.4.5	Struktur Tabel res_partner_title	42
3.4.6	Struktur Tabel account_account.....	42
3.4.7	Struktur Tabel res_country	43
3.4.8	Struktur Tabel res_users	43
3.4.9	Struktur Tabel res_partner_bank.....	44
3.4.10	Struktur Tabel sale_order.....	44
3.4.11	Struktur Tabel sale_order_line	46
3.4.12	Struktur Tabel account_fiscal_position	47
3.4.13	Struktur Tabel sale_payment_method	47
3.4.14	Struktur Tabel res_company	48
3.4.15	Struktur Tabel installment_installment	49
3.4.16	Struktur Tabel stock_warehouse.....	49
3.4.17	Struktur Tabel account_payment_term	50
3.4.18	Struktur Tabel stock_incoterms.....	51
3.4.19	Struktur Tabel product_template	51
3.4.20	Struktur Tabel product_supplierinfo	52
3.4.21	Struktur Tabel product_attribute_line	53

3.4.22	Struktur Tabel product_category	53
3.4.23	Struktur Tabel account_tax	54
3.4.24	Struktur Tabel product_template_account_tax.....	55
3.4.25	Struktur Tabel product_uom.....	56
3.4.26	Struktur Tabel account_invoice	56
3.4.27	Struktur Tabel account_invoice_tax	58
3.4.28	Struktur Tabel account_invoice_line	58
3.4.29	Struktur Tabel account_move_line.....	58
3.4.30	Struktur Tabel account_invoice_account_move_line	59
3.4.31	Struktur Tabel sale_order_return	60
3.4.32	Struktur Tabel sale_order_return_line.....	60
3.4.33	Struktur Tabel sale_order_contract.....	61
3.4.34	Struktur Tabel sale_order_contract_line	62
3.4.35	Struktur Tabel sale_contract_addendum	62
3.4.36	Struktur Tabel sale_contract_addendum_line.....	63
3.4.37	Struktur Tabel stock_move	64
3.4.38	Struktur Tabel stock_location.....	65
3.4.39	Struktur Tabel stock_quant	66
3.4.40	Struktur Tabel stock_picking	66
3.4.41	Struktur Tabel stock_picking_type	67
3.4.42	Struktur Tabel procurement_group	68
3.4.43	Struktur Tabel stock_pack_operation.....	68
3.4.44	Struktur Tabel product_product.....	69
3.4.45	Struktur Tabel account_move	70
3.4.46	Struktur Tabel account_period	71
3.4.47	Struktur Tabel account_journal	71
3.4.48	Struktur Tabel account_voucher	72
3.4.49	Struktur Tabel account_voucher_line.....	73
3.5	<i>Unified Modeling Language (UML)</i>	74
3.5.1	<i>Use Case Diagram</i>	74
3.5.2	<i>Activity Diagram</i>	84
3.5.3	<i>Class Diagram</i>	97

3.6	<i>Desain User Interface</i>	109
3.6.1	<i>User Interface form login</i>	109
3.6.2	<i>User Interface form sale order contract</i>	110
3.6.3	<i>User Interface form create sale order contract</i>	111
3.6.4	<i>User Interface form addendum sale contract</i>	112
3.6.5	<i>User Interface form create addendum sale contract</i>	113
3.6.6	<i>User Interface sales menu</i>	114
3.6.7	<i>User Interface form customer</i>	115
3.6.8	<i>User Interface form create customer</i>	116
3.6.9	<i>User Interface form quotation</i>	117
3.6.10	<i>User Interface form create quotation</i>	118
3.6.11	<i>User Interface form sales order</i>	119
3.6.12	<i>User Interface form sales order detail</i>	120
3.6.13	<i>User Interface form sales return</i>	121
3.6.14	<i>User Interface form create sales return</i>	121
3.6.15	<i>User Interface form product</i>	122
3.6.16	<i>User Interface form create product</i>	123
3.6.17	<i>User Interface form product category</i>	124
3.6.18	<i>User Interface product variant</i>	125
3.6.19	<i>User interface unit of measure</i>	126
3.6.20	<i>User interface create unit of measure</i>	127
3.6.21	<i>User Interface accounting menu</i>	127
3.6.22	<i>User Interface form customer invoice</i>	128
3.6.23	<i>User Interface form customer invoice detail</i>	129
3.6.24	<i>User Interface form customer refund</i>	130
3.6.25	<i>User Interface customer refund detail</i>	131
3.6.26	<i>User Interface customer payment</i>	132
3.6.27	<i>User Interface customer payment detail</i>	133
3.6.28	<i>User Interface journal entries</i>	134
3.6.29	<i>User Interface form journal entries detail</i>	135
3.6.30	<i>User Interface warehouse menu</i>	136
3.6.31	<i>User Interface form all operation</i>	136

3.6.32	<i>User Interface form delivery order view.....</i>	137
3.6.33	<i>User Interface form delivery order detail</i>	138
3.6.34	<i>User Interface receipts</i>	139
3.6.35	<i>User Interface receipts detail</i>	140
3.6.36	<i>User Interface form stock move</i>	141
3.6.37	<i>User Interface form stock move detail.....</i>	141
3.6.38	<i>User Interface settings menu</i>	142
3.6.39	<i>User Interface form local modules</i>	143
3.6.40	<i>User Interface form user</i>	144
3.6.41	<i>User Interface form create user</i>	145
BAB 4.	HASIL PENELITIAN	146
4.1	Implementasi <i>User Interface</i>	146
4.1.1	Halaman <i>login</i>	146
4.1.2	Halaman <i>sale order contract</i>	146
4.1.3	Halaman <i>create sale order contract</i>	147
4.1.4	Halaman <i>addendum sale contract</i>	148
4.1.5	Halaman <i>create addendum sale contract</i>	149
4.1.6	Halaman <i>menu sales</i>	150
4.1.7	Halaman <i>customer</i>	151
4.1.8	Halaman <i>create customer</i>	151
4.1.9	Halaman <i>quotation</i>	152
4.1.10	Halaman <i>create quotation</i>	153
4.1.11	Halaman <i>sales order</i>	154
4.1.12	Halaman <i>detail sales order</i>	155
4.1.13	Halaman <i>sales return</i>	155
4.1.14	Halaman <i>create sales return</i>	156
4.1.15	Halaman <i>product</i>	157
4.1.16	Halaman <i>create product</i>	158
4.1.17	Halaman <i>product category</i>	159
4.1.18	Halaman <i>product variant</i>	160
4.1.19	Halaman <i>unit of measure</i>	160
4.1.20	Halaman <i>create unit of measure</i>	161

4.1.21	Halaman <i>menu accounting</i>	162
4.1.22	Halaman <i>customer invoice</i>	162
4.1.23	Halaman <i>customer invoice detail</i>	163
4.1.24	Halaman <i>customer refund</i>	164
4.1.25	Halaman <i>customer refund detail</i>	165
4.1.26	Halaman <i>customer payment</i>	166
4.1.27	Halaman <i>customer payment detail</i>	167
4.1.28	Halaman <i>journal entries</i>	167
4.1.29	Halaman <i>journal entries detail</i>	168
4.1.30	Halaman <i>menu warehouse</i>	169
4.1.31	Halaman <i>all operation</i>	170
4.1.32	Halaman <i>delivery order view</i>	170
4.1.33	Halaman <i>delivery order detail</i>	171
4.1.34	Halaman <i>receipts view</i>	172
4.1.35	Halaman <i>receipts detail</i>	173
4.1.36	Halaman <i>stock move</i>	174
4.1.37	Halaman <i>stock move detail</i>	175
4.1.38	Halaman <i>menu settings</i>	176
4.1.39	Halaman <i>local modules</i>	176
4.1.40	Halaman <i>users</i>	177
4.1.41	Halaman <i>create users</i>	178
BAB 5.	PEMBAHASAN DAN HASIL UJI COBA PENELITIAN	179
5.1	<i>Pengujian login</i>	179
5.2	Pengujian halaman <i>admin</i>	179
5.2.1	<i>Menu sale order contract</i>	179
5.2.2	<i>Menu addendum sale contract</i>	182
5.2.3	<i>Menu sales</i>	185
5.2.4	<i>Menu accounting</i>	198
5.2.5	<i>Menu warehouse</i>	211
5.2.6	<i>Menu settings</i>	217
5.3	Pengujian halaman <i>sales</i>	220
5.3.1	<i>Menu sale order contract</i>	220

5.3.2	<i>Menu addendum sale contract</i>	222
5.3.3	<i>Menu sales</i>	225
5.4	Pengujian halaman <i>sales manager</i>	233
5.4.1	<i>Menu sale orde contract</i>	233
5.4.2	<i>Menu addendum sale contract</i>	236
5.4.3	<i>Menu sales</i>	239
5.5	Pengujian halaman <i>staff accounting</i>	252
5.5.1	<i>Menu accounting</i>	253
5.6	Pengujian halaman <i>accounting manager</i>	263
5.6.1	<i>Menu accounting</i>	263
5.7	Pengujian halaman <i>warehouse</i>	278
5.7.1	<i>Menu warehouse</i>	278
5.8	Pengujian halaman <i>owner</i>	285
5.8.1	<i>Menu sale order contract</i>	285
5.8.2	<i>Menu addendum sale contract</i>	285
5.8.3	<i>Menu sales</i>	286
5.8.4	<i>Menu accounting</i>	288
5.8.5	<i>Menu warehouse</i>	293
BAB 6.	SIMPULAN DAN SARAN	295
6.1	Simpulan	295
6.2	Saran	295
	DAFTAR PUSTAKA	297

DAFTAR GAMBAR

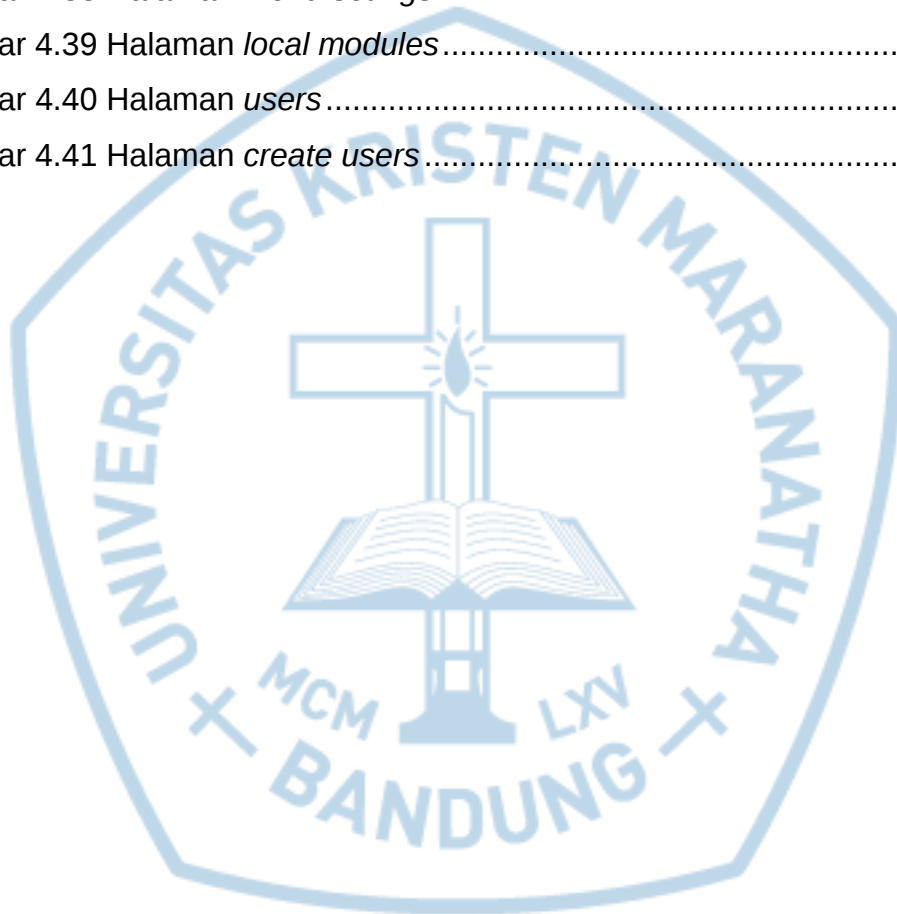
Gambar 2.1 Bisnis dari Sudut Pandang Proses	11
Gambar 2.2 <i>ER Diagram</i>	14
Gambar 2.3 Tabel Relasi	15
Gambar 2.4 Use Case Diagram	21
Gambar 2.5 Sequence Diagram	22
Gambar 2.6 Class Diagram	23
Gambar 3.1 Proses Bisnis Sistem Lama	25
Gambar 3.2 Proses Bisnis Sistem Baru	30
Gambar 3.3 Proses <i>Sale Order Contract</i>	31
Gambar 3.4 Proses <i>Addendum Sale Contract</i>	32
Gambar 3.5 Proses <i>Sales Return</i>	35
Gambar 3.6 <i>Entity Relationship Diagram</i>	36
Gambar 3.7 <i>Detail entity relationship diagram 1</i>	37
Gambar 3.8 <i>Detail entity relationship diagram 2</i>	38
Gambar 3.9 Use Case Diagram Sistem ERP CV. Gusti Seafood	75
Gambar 3.10 Subsistem <i>manage customer</i>	76
Gambar 3.11 Subsistem <i>manage product</i>	77
Gambar 3.12 Subsistem <i>manage sales</i>	78
Gambar 3.13 Subsistem <i>manage addendum sale contract</i>	79
Gambar 3.14 Subsistem <i>manage sale order contract</i>	80
Gambar 3.15 Subsistem <i>manage accounting</i>	81
Gambar 3.16 Subsistem <i>manage warehouse</i>	82
Gambar 3.17 Subsistem <i>manage user</i>	83
Gambar 3.18 Subsistem <i>view report</i>	84
Gambar 3.19 <i>Activity Diagram</i> proses <i>login</i>	85
Gambar 3.20 <i>Activity Diagram</i> proses <i>logout</i>	85
Gambar 3.21 <i>Activity Diagram</i> proses menambah <i>product</i>	86
Gambar 3.22 <i>Activity Diagram</i> proses menghapus <i>product</i>	87
Gambar 3.23 <i>Activity Diagram</i> proses mengubah <i>product</i>	88
Gambar 3.24 <i>Activity Diagram</i> proses menambah <i>quotation</i>	89

Gambar 3.25 Activity Diagram proses confirmation sale quotation.....	90
Gambar 3.26 Activity Diagram proses membuat invoice	90
Gambar 3.27 Activity Diagram proses invoice validation	91
Gambar 3.28 Activity Diagram proses invoice register payment.....	92
Gambar 3.29 Activity Diagram proses shipping	93
Gambar 3.30 Activity Diagram proses membuat sale order contract.....	94
Gambar 3.31 Activity Diagram proses membuat addendum sale contract ..	95
Gambar 3.32 Activity Diagram proses view report.....	95
Gambar 3.33 Class Diagram.....	97
Gambar 3.34 Class diagram res.partner	98
Gambar 3.35 Class diagram product.template	99
Gambar 3.36 Class diagram sale.order.contract.....	100
Gambar 3.37 Class diagram sale.order.contract.line	100
Gambar 3.38 Class diagram sale.contract.addendum	101
Gambar 3.39 Class diagram sale.contract.addendum.line	102
Gambar 3.40.....	102
Gambar 3.41 Class diagram sale.order.return	103
Gambar 3.42 Class diagram sale.order.return.line	104
Gambar 3.43 Class diagram sale.order	104
Gambar 3.44 Class diagram sale.order.line.....	105
Gambar 3.45 Class diagram installment.installment	106
Gambar 3.46 Class diagram account.invoice	106
Gambar 3.47 Class diagram account.voucher.....	107
Gambar 3.48 Class diagram stock.move	108
Gambar 3.49 Class diagram stock.picking.....	109
Gambar 3.50 Form Login	110
Gambar 3.51 Form sale order contract	111
Gambar 3.52 Form create sale order contract	112
Gambar 3.53 Form addendum sale contract	113
Gambar 3.54 Form create addendum sale contract.....	114
Gambar 3.55 Sales menu	115
Gambar 3.56 Form customer	116

Gambar 3.57 Form create customer	117
Gambar 3.58 Form quotation	117
Gambar 3.59 Form create quotation	118
Gambar 3.60 Form sales order	119
Gambar 3.61 Form sales order detail	120
Gambar 3.62 Form sales return	121
Gambar 3.63 Form create sales return	122
Gambar 3.64 Form product.....	123
Gambar 3.65 Form create product.....	124
Gambar 3.66 Form product category	124
Gambar 3.67 Form product variant	125
Gambar 3.68 Form unit of measure	126
Gambar 3.69 Form create unit of measure	127
Gambar 3.70 Accounting menu	128
Gambar 3.71 Form customer invoice.....	129
Gambar 3.72 Form customer invoice detail	129
Gambar 3.73 Form customer refund.....	130
Gambar 3.74 Form customer refund detail	131
Gambar 3.75 Form customer payment	132
Gambar 3.76 Form customer payment detail.....	133
Gambar 3.77 Form journal entries	134
Gambar 3.78 Form journal entries detail.....	135
Gambar 3.79 Warehouse menu.....	136
Gambar 3.80 Form all operation	137
Gambar 3.81 Form delivery order view.....	137
Gambar 3.82 Form delivery order detail	138
Gambar 3.83 Form receipts	139
Gambar 3.84 Form receipts detail.....	140
Gambar 3.85 Form stock move.....	141
Gambar 3.86 Form stock move detail	142
Gambar 3.87 Settings menu	143
Gambar 3.88 Form local modules.....	143

Gambar 3.89 <i>Form user</i>	144
Gambar 3.90 <i>Form create user</i>	145
Gambar 4.1 Halaman <i>login</i>	146
Gambar 4.2 Halaman <i>sale order contract</i>	147
Gambar 4.3 Halaman <i>create sale order contract</i>	148
Gambar 4.4 Halaman <i>addendum sale contract</i>	149
Gambar 4.5 Halaman <i>create addendum sale contract</i>	150
Gambar 4.6 Halaman <i>menu sales</i>	150
Gambar 4.7 Halaman <i>customer</i>	151
Gambar 4.8 Halaman <i>create customer</i>	152
Gambar 4.9 Halaman <i>quotation</i>	152
Gambar 4.10 Halaman <i>create quotation</i>	153
Gambar 4.11 Halaman <i>sales order</i>	154
Gambar 4.12 Halaman <i>detail sales order</i>	155
Gambar 4.13 Halaman <i>sales return</i>	156
Gambar 4.14 Halaman <i>create sales return</i>	157
Gambar 4.15 Halaman <i>product</i>	157
Gambar 4.16 Halaman <i>create product</i>	158
Gambar 4.17 Halaman <i>product category</i>	159
Gambar 4.18 Halaman <i>product variant</i>	160
Gambar 4.19 Halaman <i>unit of measure</i>	161
Gambar 4.20 Halaman <i>create unit of measure</i>	161
Gambar 4.21 Halaman <i>menu accounting</i>	162
Gambar 4.22 Halaman <i>customer invoice</i>	163
Gambar 4.23 Halaman <i>customer invoice detail</i>	164
Gambar 4.24 Halaman <i>customer refund</i>	164
Gambar 4.25 Halaman <i>customer refund detail</i>	165
Gambar 4.26 Halaman <i>customer payment</i>	166
Gambar 4.27 Halaman <i>customer payment detail</i>	167
Gambar 4.28 Halaman <i>journal entries</i>	168
Gambar 4.29 Halaman <i>journal entries detail</i>	169
Gambar 4.30 Halaman <i>menu warehouse</i>	169

Gambar 4.31 Halaman <i>all operation</i>	170
Gambar 4.32 Halaman <i>delivery order view</i>	171
Gambar 4.33 Halaman <i>delivery order detail</i>	172
Gambar 4.34 Halaman <i>receipts view</i>	173
Gambar 4.35 Halaman <i>receipts detail</i>	173
Gambar 4.36 Halaman <i>stock move</i>	174
Gambar 4.37 Halaman <i>stock move detail</i>	175
Gambar 4.38 Halaman <i>menu setings</i>	176
Gambar 4.39 Halaman <i>local modules</i>	177
Gambar 4.40 Halaman <i>users</i>	177
Gambar 4.41 Halaman <i>create users</i>	178



DAFTAR TABEL

Table 3.1 Struktur table res_partner	39
Table 3.2 Struktur table res_partner_category	40
Table 3.3 Struktur table res_partner_res_partner_category	41
Table 3.4 Struktur tabel res_country_state	41
Table 3.5 Struktur tabel res_partner_title	42
Table 3.6 Struktur tabel account_account	42
Table 3.7 Struktur tabel res_country	43
Table 3.8 Struktur tabel res_users	43
Table 3.9 Struktur tabel res_partner_bank	44
Table 3.10 Struktur tabel sale_order	45
Table 3.11 Struktur tabel sale_order_line	46
Table 3.12 Struktur tabel account_fiscal_position	47
Table 3.13 Struktur tabel sale_payment_method	47
Table 3.14 Struktur tabel res_company	48
Table 3.15 Struktur tabel installment_installment	49
Table 3.16 Struktur tabel stock_warehouse	49
Table 3.17 Struktur tabel account_payment_term	50
Table 3.18 Struktur tabel stock_incoterms	51
Table 3.19 Struktur tabel product_template	51
Table 3.20 Struktur tabel product_supplierinfo	53
Table 3.21 Struktur tabel product_attribute_line	53
Table 3.22 Struktur tabel product_category	53
Table 3.23 Struktur tabel account_tax	54
Table 3.24 Struktur tabel product_template_account_tax	55
Table 3.25 Struktur tabel product_uom	56
Table 3.26 Struktur tabel account_invoice	56
Table 3.27 Struktur tabel account_invoice_tax	58
Table 3.28 Struktur tabel account_invoice_line	58
Table 3.29 Struktur tabel account_move_line	58
Table 3.30 Struktur tabel account_invoice_account_move_line	59

Table 3.31 Struktur tabel sale_order_return	60
Table 3.32 Struktur tabel sale_order_return_line	61
Table 3.33 Struktur tabel sale_order_contract	61
Table 3.34 Struktur tabel sale_order_contract_line.....	62
Table 3.35 Struktur tabel sale_contract_addendum.....	62
Table 3.36 Struktur tabel sale_contract_addendum_line	63
Table 3.37 Struktur tabel stock_move.....	64
Table 3.38 Struktur tabel stock_location	65
Table 3.39 Struktur tabel stock_quant	66
Table 3.40 Struktur tabel stock_picking	66
Table 3.41 Struktur tabel stock_picking_type	67
Table 3.42 Struktur tabel procurement_group.....	68
Table 3.43 Struktur tabel stock_pack_operation	68
Table 3.44 Struktur tabel product_product.....	69
Table 3.45 Struktur tabel account_move	70
Table 3.46 Struktur tabel account_period	71
Table 3.47 Struktur tabel account_journal	71
Table 3.48 Struktur tabel account_voucher	73
Table 3.49 Struktur tabel account_voucher_line	73
Table 5.1 Halaman <i>login</i>	179
Table 5.2 <i>Menu sale order contract</i>	179
Table 5.3 <i>Menu addendum sale contract</i>	182
Table 5.4 <i>Submenu customer</i>	185
Table 5.5 <i>Submenu quotation</i>	187
Table 5.6 <i>Submenu sales order</i>	189
Table 5.7 <i>Submenu sales return</i>	192
Table 5.8 <i>Submenu product</i>	194
Table 5.9 <i>Submenu product by category</i>	195
Table 5.10 <i>Submenu product variant</i>	196
Table 5.11 <i>Submenu unit of measure</i>	196
Table 5.12 <i>Submenu customer invoice</i>	198
Table 5.13 <i>Submenu customer refund</i>	202

Table 5.14 Submenu customer payment	205
Table 5.15 Submenu journal entries	207
Table 5.16 Sub-submenu general ledger	208
Table 5.17 Sub-submenu trial balance	209
Table 5.18 Sub-submenu balance sheet	209
Table 5.19 Sub-submenu profit and loss	210
Table 5.20 Sub-submenu financial report	211
Table 5.21 Sub-submenu delivery order	212
Table 5.22 Sub-submenu receipt	214
Table 5.23 Submenu stock move	216
Table 5.24 Submenu local modules	218
Table 5.25 Submenu user	219
Table 5.26 Menu sale order contract	220
Table 5.27 Menu addendum sale contract	223
Table 5.28 Submenu customer	225
Table 5.29 Submenu quotation	227
Table 5.30 Submenu sales order	229
Table 5.31 Submenu sales return	231
Table 5.32 Menu sale order contract	233
Table 5.33 Menu addendum sale contract	236
Table 5.34 Submenu customer	239
Table 5.35 Submenu quotation	241
Table 5.36 Submenu sales order	243
Table 5.37 Submenu sales return	246
Table 5.38 Submenu product	248
Table 5.39 Submenu product by category	250
Table 5.40 Submenu product variant	250
Table 5.41 Submenu unit of measure	251
Table 5.42 Submenu customer invoice	253
Table 5.43 Submenu customer refund	256
Table 5.44 Submenu customer payment	259
Table 5.45 Submenu journal entries	262

Table 5.46 Submenu customer invoice	263
Table 5.47 Submenu customer refund	267
Table 5.48 Submenu customer payment	271
Table 5.49 Submenu journal entries	274
Table 5.50 Sub-submenu general ledger	275
Table 5.51 Sub-submenu trial balance	275
Table 5.52 Sub-submenu balance sheet	276
Table 5.53 Sub-submenu profit and loss	277
Table 5.54 Sub-submenu financial report	277
Table 5.55 Sub-submenu delivery order	279
Table 5.56 Sub-submenu receipt	281
Table 5.57 Sub-submenu stock move	283
Table 5.58 Menu sale order contract	285
Table 5.59 Menu addendum sale contract	285
Table 5.60 Submenu customer	286
Table 5.61 Submenu quotation	286
Table 5.62 Submenu sales order	286
Table 5.63 Submenu sales return	287
Table 5.64 Submenu product	287
Table 5.65 Submenu product by category	287
Table 5.66 Submenu product variant	288
Table 5.67 Submenu unit of measure	288
Table 5.68 Submenu customer invoice	289
Table 5.69 Submenu customer refund	289
Table 5.70 Submenu customer payment	289
Table 5.71 Submenu journal entries	290
Table 5.72 Sub-submenu general ledger	290
Table 5.73 Sub-submenu trial balance	291
Table 5.74 Sub-submenu balance sheet	291
Table 5.75 Sub-submenu profit and loss	292
Table 5.76 Sub-submenu financial report	292
Table 5.77 Sub-submenu delivery order	293

Table 5.78 <i>Sub-submenu receipt</i>	294
Table 5.79 <i>Submenu stock move</i>	294

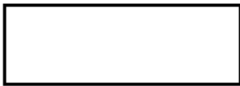
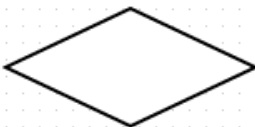
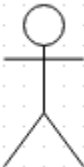


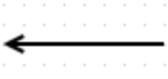
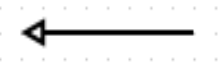
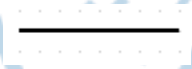
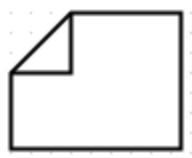
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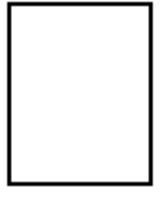
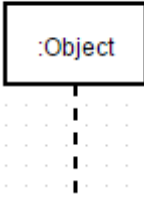
LAMPIRAN A.	Gambar Proses Bisnis Sitem Baru	298
LAMPIRAN B.	Gambar Entity Relationship Diagram	299
LAMPIRAN C.	Gambar Use Case Diagram.....	300
LAMPIRAN D.	Gambar Class Diagram	301

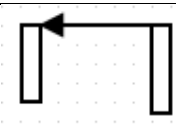
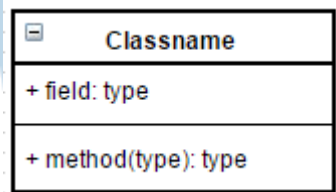


DAFTAR NOTASI/ LAMBANG

Jenis	Notasi/Lambang	Nama	Arti
ERD		Simbol Entitas	Objek dalam dunia nyata yang bisa dibedakan dari objek lain. Entitas bisa bersifat konseptual / abstrak atau nyata hadir di dunia nyata.
		Simbol Atribut	Mendesripsikan karakteristik (properti) dari suatu entitas. Suatu entitas biasanya memiliki lebih dari satu atribut, atribut inilah yang menggambarkan ciri-ciri khusus yang dimiliki oleh entitas.
		Simbol Relasi	representasi hubungan antara satu entitas dengan entitas lain.
Use Case Diagram		Aktor	Memberikan representasi pengguna dalam berinteraksi dengan <i>use case</i>
		<i>Include</i>	Memberikan representasi bahwa

Jenis	Notasi/Lambang	Nama	Arti
			use case sumber secara <i>eksplisit</i>
		<i>Generalization</i>	Menunjukkan hubungan antara objek anak dengan objek induk
		<i>Extend</i>	Menspesifikasikan bahwa use case target memperluas perilaku dari use case sumber pada suatu titik yang diberikan
		<i>Dependency</i>	Digunakan untuk menggambarkan hubungan, batasan, keterkaitan antara atribut-atribut dalam relasi.
		<i>Association</i>	Apa yang menghubungkan antara objek satu dengan objek lainnya
		<i>Note</i>	Elemen fisik yang eksis saat aplikasi dijalankan dan mencerminkan suatu sumber daya komputasi
		<i>Collaboration</i>	Interaksi aturan-aturan dan elemen

Jenis	Notasi/Lambang	Nama	Arti
			lain yang bekerja sama untuk menyediakan perilaku yang lebih besar dari jumlah dan elemen-elemennya
		<i>Use case</i>	Deskripsi dari urutan aksi-aksi yang ditampilkan system yang menghasilkan suatu hasil yang terukur bagi aktor
		<i>System</i>	Menspesifikasikan paket yang menampilkan system secara terbatas
Sequence Diagram		<i>LifeLine</i>	Objek <i>entity</i> , antarmuka yang saling berinteraksi
		<i>Message</i>	Spesifikasi dari komunikasi antar objek yang memuat informasi tentang aktifitas yang terjadi
		Message	Spesifikasi dari komunikasi antar

Jenis	Notasi/Lambang	Nama	Arti
			objek yang memuat informasi tentang aktifitas yang terjadi
Class Diagram		<i>Generalization</i>	Hubungan dimana objek anak (<i>descendent</i>) berbagi perilaku dan struktur data dari objek yang ada di atas objek induk (<i>ancestor</i>)
		<i>Nary Association</i>	Upaya menghindari asosiasi dengan lebih dari 2 objek
		<i>Class</i>	Deskripsi dari urutan objek-objek yang berbagi atribut serta operasi yang sama
		<i>Association</i>	Menghubungkan objek satu dengan objek lain

DAFTAR SINGKATAN

ERP	Enterprise Resource Planning
ERD	Entity Relationship Diagram
UML	Unified Modeling Language

