

ABSTRACT

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Design of Sales and Purchasing Analysis Module in the Goods Distribution Management System

The distribution management system plays a crucial role in a company's success by ensuring operational smoothness and customer satisfaction. This research aims to design a sale and purchasing analysis module to enhance the efficiency and effectiveness of the distribution management system. The methodology involves literature review, user needs analysis, module design, and implementation into the existing system. The designed module encompasses sales and purchasing analysis, with a focus on monitoring sales performance, inventory, and purchasing transactions. Results indicate that the implementation of the sales and purchasing analysis module in the distribution management system brings significant benefits. This module allows companies to optimize strategic decisions based on accurate and real-time data, improve inventory management, and respond to market changes more rapidly and accurately. Furthermore, the module simplifies user access to sales and purchasing information, facilitating more efficient decision-making processes. This research is expected to contribute positively to enhancing the performance of the distribution management system and supporting the business growth of the company.

Keywords: Sales, Purchase, Goods Distribution Management