SALES SYSTEM FOR PT ALFA STAR INDONESIA

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PT. Alfa Star Indonesia is the KIA Motor cars authorized dealer which was established in 1996. This company is still using manual way to do daily transaction. All the transaction is recorded down by using excel manually.

Along with the technology development, business industry has slowly being supported by computerized system in running its business. Transaction could be saved in system through the database. By having computerized system, it would make the staffs do their jobs in more efficient and easier way.

In order to improve its performance, PT. Alfa Star Indonesia could use a sales system in running its business. All the transaction being done could be recorded directly into the system. Either cash or credit payments also could be input by the staffs through the system too. Reports of transaction would be available for the manager to be viewed more easily.

**Kata Kunci :** Sales, Motor Cars

Introduction

Technology has improved drastically from years to years. There are many cars produced in these recent decades. Many various companies produce their own brand of cars. All of them also do not only produce one type of car, they also provide cars based on the market's needs. They can be the mini cars, sports cars, etc. However, there are many competitors keep introducing their new products. Each of the competitors has its own strength and weakness in marketing the products. Many companies have their own dealer in many areas that can reach the market easily. By having own official dealer, customer can trust more and easier to buy the spare parts or services. However, still there are many factors that make customers doubt to choose which products are better and which dealer will five better service.

PT. Alfa Star Indonesia is the KIA Motor cars authorized dealer which was established in 1996. This company provides sales and services for all types of KIA car, like the KIA Picanto, KIA Pride, KIA sportage and other types. At here there are 112 staffs which include the admin staff, sales person, and service staff.

Methods

In here, the interview method used is the structured interview, where the interviewers have prepared the interview questions before the interview session with the owner.

Based on the result of the interview session with the owner the main problems are the manual system that can lead to low productivity. It also consume a lot of time to write and search the data needed manually since all the sales, purchase, and stocks are written down on books. The employees need to search for page per page in pile of books in order to find specific data. Besides that there are no reports available that can make the owner hard to review the monthly progress of the business.
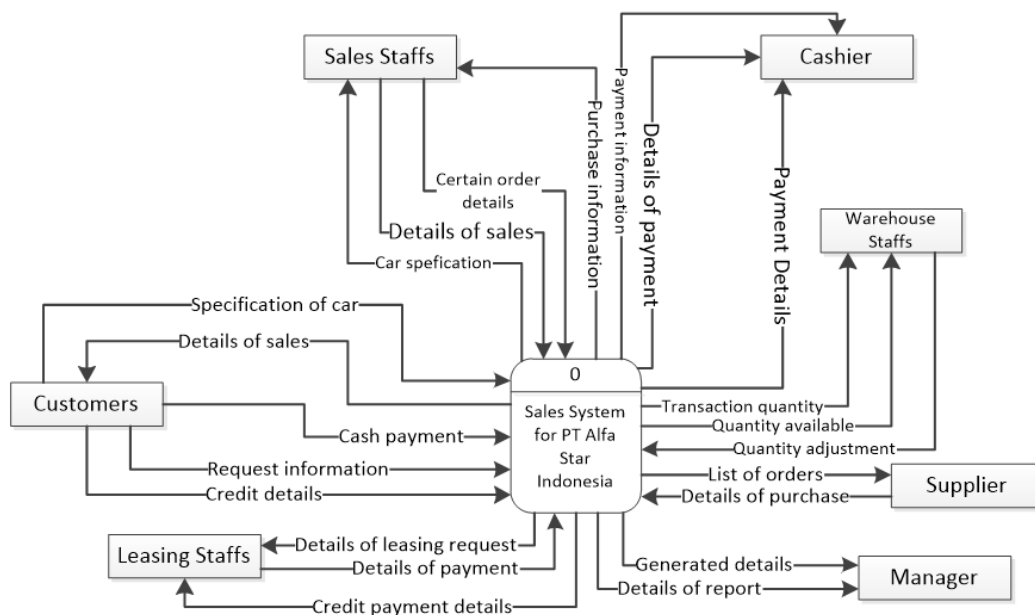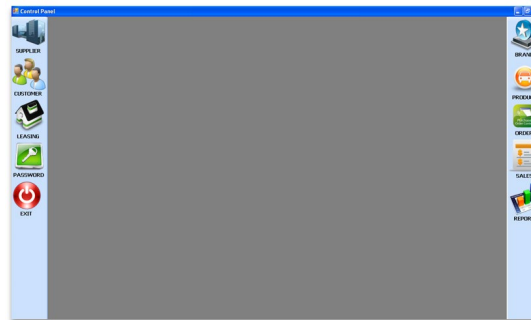

Gambar. 1. DFD

Results & Conclusion

Results
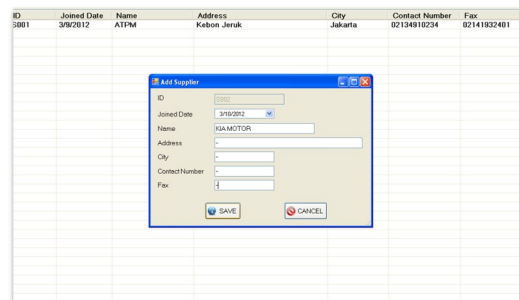The home page of this website is like the figure below.

The product page of this website is like the figure below.

The review page of this website is like the figure below

Category list interface design

Discussion
After completing this project, the author has known how to develop a sales system. This system could be accessed by three types of users, which are the admin, staffs and manager in the company itself, with different username and password.

Through this system, users could save all the transaction and view the previous transaction they have done. Both customer and supplier details could be viewed in the system. Transaction could be done by choosing specific customers or suppliers. Besides that, the manager could view reports of customer, supplier, purchase, sales details and product inventory.

Conclusion

This system is developed with the intention of increasing the efficiency in saving all the transaction in the shop. The staffs and manager could easily view the transaction anytime they want to. Besides that, no more books or files which are needed to record the transaction. By having this system, PT Alfa Star Indonesia could easily maintain their transaction even the transaction is increasing more and more.

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