

ABSTRACT

This project presents system analysis and design in Sales Information System for FESTO (Thailand) Company Limited. The current system is the computerized one supported by Electronic Data Processing (EDP) Department. However they still can not perform well and serve other units, especially the Sales Department.

The existing system operates inefficiently and provides sluggish procedures thus making it very difficult to boost the sales-turnover of the company. Delayed inventory report from the Logistic Department, inadequate product details from the EDP department and old-fashioned database system are some parts of the main problems the company has faced.

More practical procedures will be applied appropriately to the system as well as some other functions so that we can get at least four benefits. The first one is more responsiveness between the Sales Department and its customers. Second is easy-to-use computer application program that allows users to get more precise data and timely output. The next is the real-time inventory report. The last one is the standard procedure that can be applied to all functions of the whole system.*