ABSTRACT

Healthcare company limited was established in 1995. The company runs Multi Level Marketing (MLM) business that means all customers must be members and expand the member's chain. The profit of members depends on their total sale of the subordinate network in the form of commission.

The number of members is growing every year. This means that the volume of sales is increased. The company is facing more complexity in the system. The main objective of the business is to maximize profit. To meet its objective and run the business effectively, the management level requires the right information at the right time and in the right form. Thus, a computer is one of the solutions to support the requirement of the business. Sales Information for Multi Level Marketing business of HealthCare Company is a computerized process. The system was designed and operated as a computerized system but it was not able to handle the job at this moment. The reason why the system has to be redesigned, therefore, is the increasing volume of sales. The project is applying computer to that business in order to help run the business effectively. It presents development life cycle, as well as a methodology to structure the application system development process. In addition, it supports any subsequent maintenance or enhancement activities. This project tries to reduce its complexity, in running the MLM business, and collect needed information as much as possible to meet its goals. The existing system encounters many problems such as long processing time, late deliveries reports, more expenses for operate the system and deliveries report from branches to head office. There are changes that have been made to the database and this introduces a new database, screen design and produce more reliable and accurate data to help management people to make an effective decision.