

ABSTRACT

The System Development Project was developed to enhance the productivity and improve the efficiency of Plastic Industry. The emphasis is on computerization of Sales Information System for industrial business. At present, a manual system is in place which causes many problems such as delays in meeting customer orders, an abundance of paperwork, some inconsistencies or repetitions, difficulties in querying existing data, and a lack of integration between the current systems.

The proposed system was designed to provide accurate information for all levels of management to support appropriate decisions concerning sales. In the analysis phase, the data flow diagram, data dictionary and process specification are used as the tools to illustrate the functions that the system must perform. The detailed design is accomplished by developing a data base design, software design, screen design and report design. The reports derived from the system are product description reports, customer description reports, salesman description reports, product-sales reports, goods returned reports, due-date cheque reports, delivery order, sales analysis by product and by customer.

This Sales Information System will increase the efficiency of the internal workflow in the Marketing and Accounting Department, decrease the time and complexity of working procedures and finally provide a competitive advantage to the company.