ABSTRACT

This system project is developed to improve the work efficiency, capability, control, decision making and increase customer services of the sales information system for a real estate developer company. The scope of this project **Sales Information System (SIS)** will mainly be involved in interacting with prospects, marketing for property units constructed by the company, collecting payment and drawing sales contract with them. This system will provide facility for processing the following Prospect, Project, Booking, and Contract.

The structured analysis and design technique together with 10-step system development life cycle are applied in developing this sales information system. The new system project report discusses user requirements, system design, hardware and software requirements, security and controls, including cost/benefit analysis. The report also includes detail design of the inputs, outputs, screens and files. The system has been successfully tested and implemented.