

**Forecasting Drug Sales System Using PNN Method  
(Case Study Atsa Farma Pharmacy)**

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***ABSTRACT***

*Atsa Farma Pharmacy is one of the pharmacies that implements the determination of purchasing and stock of drugs for the future manually by looking at the stock of drugs in the warehouse and seeing the history of the number of drugs sold out in the previous month. This can result in the accumulation of drugs in the warehouse, the costs incurred for drug treatment will also require a large nominal amount, and the expiration date of the drug is fast. Therefore, a drug sales forecasting system was developed using the PNN (Probabilistic Neural Network) method. The results of developing this system on blackbox testing have no errors and the system runs as needed and can display the results of sales forecasting in the next period.*

**Keywords:** *drug sales, forecasting, pharmacy*