

ABSTRAK

Sales is an important factor in the progress and development of the company, because the income generated from the sale are used to finance the continuity of the company, especially in generating profits. Now, a lot of intansi or stores that utilize technology in the sales process. One technology that is often used is the information system. The information system is a collection of components - components within a company or organization associated with the process of creation and information flow. But technological advancements have not been put to good use, for example, the store will be the object of this thesis is the store Amy Jaya. Amy stores still use manual system in the sales process so it is not uncommon difficulties or errors. Some manual process in the shop Amy Jaya include preparing reports, checking inventory and sales data pengolahan purchase. Therefore, it will be made by the method of sale information system prototype Roger Pressman. The first step taken was the interview. From interviews will be built and the last prototype is testing, to determine whether the system is made in accordance with the requirements or not. The benefits of the system making sales at stores Amy Jaya is the ease in making sales activities more effective sales process, the information received is clear, and can manage data regularly.

Keywords: Sales information system, a prototype, data management