

ABSTRAK

Penelitian ini bertujuan merancang, mengimplementasikan, dan menguji Sistem Monitoring Target Penjualan Sales berbasis Android pada Toko Tenang Baru Madiun. Permasalahan yang dihadapi adalah proses monitoring penjualan yang masih dilakukan secara manual melalui WhatsApp sehingga pelaporan dan evaluasi target penjualan belum optimal. Pengembangan sistem menggunakan metode Waterfall dengan Flutter sebagai aplikasi Android, Laravel sebagai backend, dan MySQL sebagai basis data. Pengujian dilakukan menggunakan Black Box Testing dan System Usability Scale (SUS). Hasil penelitian menunjukkan bahwa sistem mampu mempermudah pengelolaan data produk, customer, target penjualan, transaksi, monitoring pencapaian target, perhitungan komisi, serta pembayaran komisi secara lebih efektif dan efisien. Hasil Black Box Testing terhadap 35 test case menunjukkan seluruh fitur berfungsi sesuai kebutuhan dengan status valid. Pengujian SUS memperoleh nilai rata-rata 73,96 yang termasuk kategori Acceptable, sehingga sistem layak digunakan sebagai media monitoring target penjualan di Toko Tenang Baru.

Kata Kunci : Sistem monitoring, target penjualan, sales, Android, Waterfall, Flutter, System Usability Scale (SUS). buat kan bahasa inggris

ABSTRACT

This study aims to design, implement, and test an Android-based Sales Target Monitoring System at Toko Tenang Baru Madiun. The main problem addressed is that the sales monitoring process is still conducted manually through WhatsApp, resulting in suboptimal sales reporting and target evaluation. The system was developed using the Waterfall method, with Flutter for the Android application, Laravel as the backend, and MySQL as the database. System testing was conducted using Black Box Testing and the System Usability Scale (SUS). The results indicate that the system can facilitate the management of product data, customer data, sales targets, transactions, sales target achievement monitoring, commission calculations, and commission payments more effectively and efficiently. Black Box Testing results on 35 test cases showed that all features functioned according to the specified requirements, with all test cases marked as valid. The SUS evaluation obtained an average score of 73.96, which falls within the Acceptable category, indicating that the system is suitable for use as a sales target monitoring tool at Toko Tenang Baru.

Keywords: monitoring system, sales targets, sales, Android, Waterfall, Flutter, System Usability Scale (SUS).