

Management Applications

“which one is the best for you”

@Warung Taman Fabs – 14 Januari 2017

Joseph Arimatea – JB/85

Laporan Keuangan

- Laporan Laba Rugi
 - Laporan Neraca
 - Laporan Perubahan Modal
-

Sales	2,500	Harta	5,000	Hutang	2,000
Cost	1,750			Modal	3,000
Profit	750		5,000		5,000

Semua usaha sebaiknya membuat

Jenis Usaha

1. Jasa / Services
2. Dagang / Trading
3. Fabrikasi / Manufacture



Aplikasi apa?

Pilih dan gunakan aplikasi yang sesuai dengan jenis usaha dan aktivitas/kegiatan usaha

Contoh Module dalam Aplikasi

- **Purchase** – P/O / Penerimaan Barang (Jasa) / Pencatatan Hutang
- **Sales** – S/O / Pengiriman Barang / Pencatatan Piutang
- **Inventory** – Penerimaan Barang / Pengeluaran Barang / Pembebanan
- **Banking** – Penerimaan Uang / Pengeluaran Uang
- **Production** – Bahan Baku / Produksi / Barang Jadi

Jenis Usaha & Aplikasi – tips

Module yang harus ada untuk jenis usaha – panduan umum

No	Jenis Usaha	Module				
		Purchase	Sales	Inventory	Banking	Production
1	Jasa / Services	Ya	Ya	Tidak	Ya	Tidak
2	Dagang / Trading	Ya	Ya	Ya	Ya	Tidak
3	Fabrikasi / Manufacture	Ya	Ya	Ya	Ya	Ya

Review feature tambahan yang diperlukan:

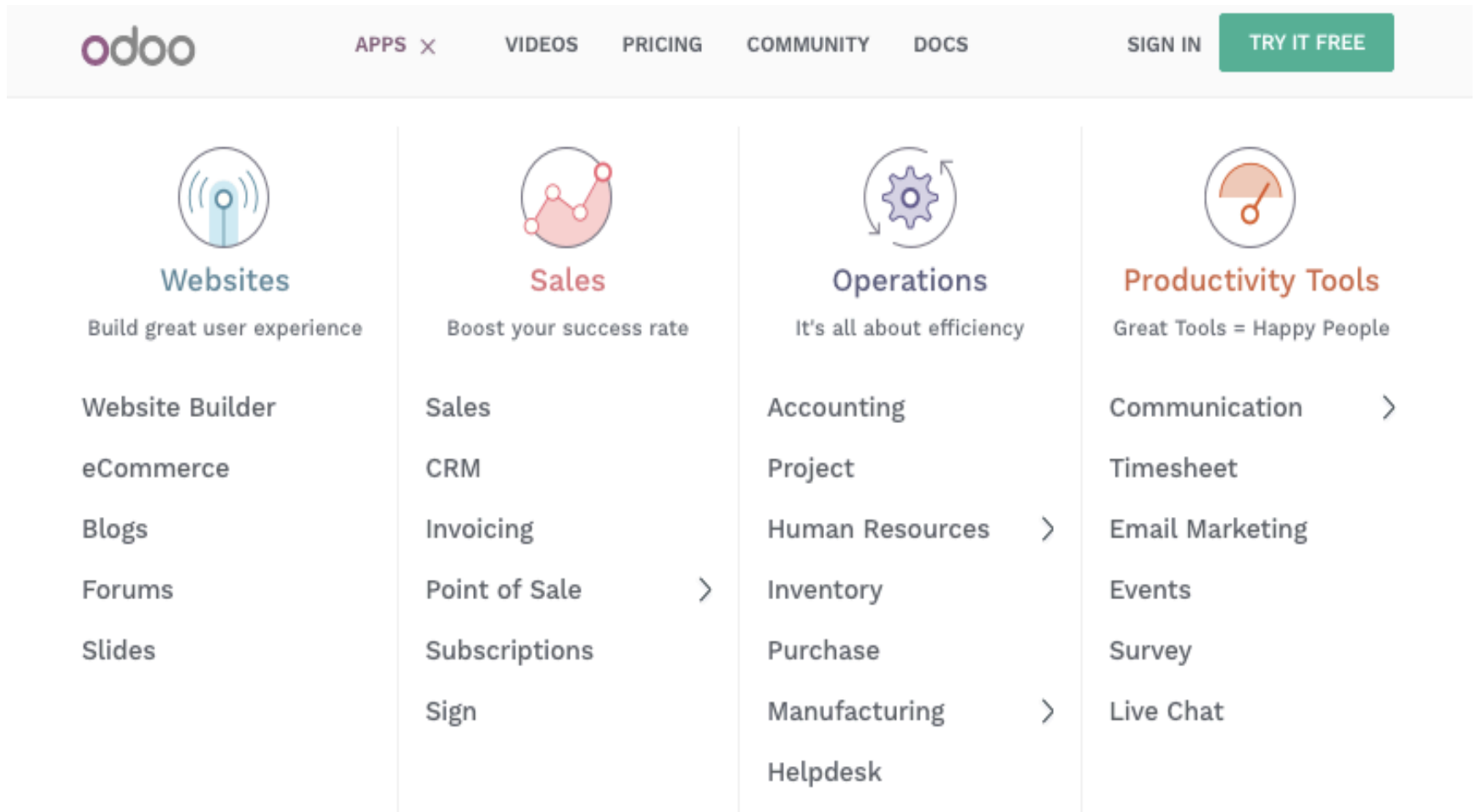
1. Apakah pengguna lebih dari satu orang? – Multi User
2. Apakah mengelola lebih dari 1 gudang - Multi Location
3. Apakah berkaitan dengan mata uang asing? – Multi Currency
4. Apakah harus dikelola dari luar lokasi kantor – web based / Remote server
5. Perhatikan Budget – Aplikasi memerlukan hardware/LAN/WAN.

Contoh Merk Aplikasi





- Akeh banget:

SAP/Oracle/Microsoft/JD Edward/Sun System/
Zahir/Accurate/MYOB/Dac Easy/GL Accounting/
Journal Accounting/Adempiere/Compiere/
Odoo/Mbas/Xero/

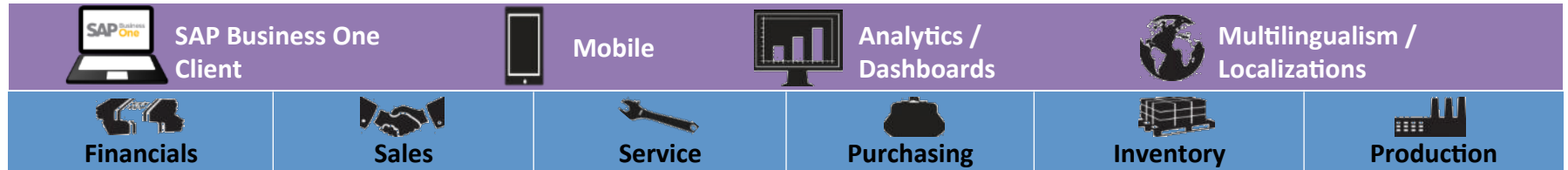
Contoh feature dalam Aplikasi Odoo



The screenshot displays the Odoo website's main navigation and feature categories. At the top, the Odoo logo is on the left, and navigation links for 'APPS', 'VIDEOS', 'PRICING', 'COMMUNITY', and 'DOCS' are in the center. On the right, there are 'SIGN IN' and 'TRY IT FREE' buttons. Below the navigation, four main categories are presented in columns, each with an icon, a title, a tagline, and a list of sub-features.

Category	Icon	Title	Tagline	Sub-features
Websites		Websites	Build great user experience	Website Builder eCommerce Blogs Forums Slides
Sales		Sales	Boost your success rate	Sales CRM Invoicing Point of Sale Subscriptions Sign
Operations		Operations	It's all about efficiency	Accounting Project Human Resources Inventory Purchase Manufacturing Helpdesk
Productivity Tools		Productivity Tools	Great Tools = Happy People	Communication Timesheet Email Marketing Events Survey Live Chat

SAP Business One key functions



- Chart of accounts
- Journal entries
- Posting templates
- Recurring postings
- Exchange rates in multiple currencies
- Financial reports
- Budget mgmt
- Cost accounting
- Multiple posting periods
- Incoming payments
- Outgoing payments
- Payment run
- Bank statement processing
- Checks
- Credits
- Deferred payments
- Account reconciliation
- DATEV / ELSTER
- Fixed Assets
- SEPA

- Opportunity and pipeline mgmt
- Contact mgmt
- Activities mgmt
- Calendar
- Campaign mgmt
- Blanket agreements
- Quotations
- Purchase orders
- Deliveries
- Returns
- Invoices
- Dunning
- Price lists in multiple currencies
- Special prices
- Period and volume discounts
- Customer mgmt
- Gross profit calculation
- Microsoft Office integration

- Service mgmt
- Service planning
- Tracking across multiple customer interactions
- Equipment card handling
- Service Dashboards
- Service contracts
- Mobile Interaction
- Recurring transactions
- Human resource integration
- Knowledge database
- Service calendar
- Service call processing

- Purchase request
- Purchase quotations
- Web-enabled RFQ
- Purchase orders
- Goods receipt POs
- Goods returns
- A/P Invoice
- A/P Reserve Invoice
- Down-payment Invoice/ Request
- Cancel Marketing Documents
- A/P credit memos
- Landed costs
- Intrastat
- Import Process
- Workflow

- Item mgmt
- Item lists
- Price lists
- Goods receipts
- Goods issues
- Inventory transactions
- Transfers
- Serial number mgmt
- Batch number mgmt
- Pick and pack
- Recurring transactions
- Inventory Tracking
- Bin Location
- Multiple Measurements
- Inventory Counting

- Bills of material
- Item Sets
- Production orders
- Goods issues
- Goods receipts
- Production Dashboards
- GL Account Determination
- Life Cycle mgmt
- Item cost calculation
- Forecasts
- MRP
- Drop Ship
- Make to order
- Order recommendations

KEY SUCCESS FACTORS

1. People

- Project People – Consultant Team and Internal Team
- Users
- Business process (consistency and well captured)

2. Data

- Master Data (inventory, business partner, chart of account)
- Beginning balance (financial statements)

3. Hardware

4. Network Infrastructure (Internet / LAN / WAN)

Investment to be consider

HARDWARE & SOFTWARE

1. Server Hardware
2. Server Operating System
3. LAN / WAN
4. Client Computer
5. Clients computer Operating System
6. License Price
7. Implementation Services (based on team days)
8. Yearly Maintenance (+/- 17% - 20% of license)
9. Remote Server application

About

2002 – One of division in Focus Data Consulting who play in accounting services.

2003 – Became a MYOB partner.

2006 – PT. Dynamic Advantage Partnerindo became a SAP partner.

2008 – Introducing SAP Business One Reporting Solution for Indonesian Oil & Gas (TAC / PSC / JOB)

2009 – Became a 2X partner – client server application.

2013 – Introducing SAP Business One Solution for Retail Industry by creating Point of Sales Solution

2014 – Opening Surabaya Branch to do a remote support for East Java area.

2014 - Starting in developing the payroll solution for SAP Business One.

2015 – Creating a subsidiary company as a Microsoft partner

2015 – Currently has done implementation and setting **MYOB** database in more than 1.000 companies in various industries

2015 - Currently has done implementation and setting **SAP Business One** database in more than 200 databases mostly in mining, oil gas and retail industries.

2017 – Odoo – Open Source Application Partner

Our Services

We serve 3 kinds of services, but you can only choose 2 of them:

EXCELLENT / FAST / CHEAP

1. Excellent and Fast – please do not expect cheap
2. Fast and Cheap – please do not expect excellent
3. Excellent and Cheap – please do not expect fast