



**PROJECT REPORT
INTERNSHIP :
SALES ORDER MANAGEMENT SYSTEM DESIGN
USING WATERFALL METHOD.
CASE STUDY: SALES ORDER MANAGEMENT PROCESS
AT PT. HARTONO ISTANA TEKNOLOGI**

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ABSTRACT

In an increasingly expansive business landscape, companies are required to be more creative in innovating to optimize their internal transactions and business processes. This is also the case for PT Hartono Istana Teknologi, which faces challenges regarding the effectiveness and efficiency of its order management operations. Currently, the order management process is still manual, relying on Microsoft Excel and email. With the large volume of incoming orders and their diverse types, the order recording process is not operating at full capacity. This research aims to design an order management concept through a systems design approach for recording incoming orders at PT Hartono Istana Teknologi. This system design was carried out using an approach that included requirements analysis, business process planning, UI design, and a comprehensive database structure, comprising table designs and requirements. The results of this design are expected to serve as the basis for developing a more efficient system, minimizing data entry errors, and supporting a more efficient order process within the operational environment of PT. Hartono Istana Teknologi.

In addition, this study emphasizes the importance of aligning user needs with the system design, so that the resulting solution not only functions technically but also aligns with the company's actual workflows. This design is expected to provide a comprehensive overview of a more structured order management concept as a foundation for the next phase of development.

Keyword: order, management, business processes, system, requirements analysis

