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Application of Inventory and Sales Management and Application of Digital-Based Payments

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Abstract

This scientific paper is conducted to analyze the problem that micro, small, and medium enterprise Lucky Photo Studio faced in his business operation along with the alternative solution that can be applied to resolve the problem, which there's some problems that occurs in Lucky Photo Studio such as insufficient inventory records, unorganized bookkeeping, and cash based payment that are very conventional, according to the statement above there are multiple solutions that given to the enterprise, for example, system that designed for inventory and bookkeeping to assist the business activities, also there is a QR code which is a non cash based payment that the customers can choose to use that has been applied in the enterprise.

Keywords: *Inventory, Payment, System*

Introduction

The development of the world that is increasingly rapid today has prompted many changes in various aspects of existing life, one of these changes is reflected in the development of the industrial economy and micro-enterprises, where there are an increasing number of types of industries and business units spread across Indonesia. With this dynamic development, industry and business units need to adapt and innovate in order to survive and thrive in this fast-paced era. According to (Sohail and Sheikh 2018) inventory is the supply of raw materials, semi-finished and finished goods managed by business units to meet their operational needs similar to the presentation developed by (Jenkins 2022) which defines that inventory is an account of an item or component produced by the company or sold, as well as the presentation put forward by (Khalid and Lim 2018) inventory is the amount of current assets owned by a business entity engaged in the trade sector. From all the statements above it can be concluded that inventory is one of the active aspects that has a fast turnover in business assets other than cash. In addition to the inventory aspect, sales are also an important aspect that needs to be considered by

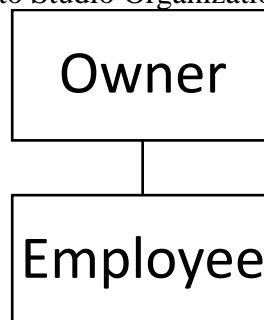
business units in their adaptation, where sales and inventory are an inseparable unit, where these two aspects have an equivalent relationship.

Conflicts will arise when a business unit cannot manage one or both of these crucial aspects, where costs or other burdens will be incurred that will befall the business unit due to defects in the integration of aspects related to one another such as wastage of time, money and raw materials. Muhammad 2018), apart from that business units can also experience a shift in position due to the increasing competition and dynamic changes in the business climate.

One of the business units that has not implemented inventory management is Lucky Photo Studio. Lucky Photo Studio is one of the MSMEs that has been carrying out its business operations since 2007 by Mr. Rosfian as the owner and manager until now. Apart from that, Mr. Rosfian is also assisted by his family and 2 workers in carrying out his business activities. Lucky Photo Studio, which operates in office stationery supplies and offers printing services, is located at Ruko Tiban Center Blok J no. 1&2. In carrying out its business activities, Lucky Photo Studio does not have an adequate recording method in terms of inventory, where the MSME only records some of the goods that come in and does not record the goods that go out, so that the UMKM only knows the remaining inventory they have by carrying out direct inspections. which is quite draining of time and energy, and businesses only accept cash-based payments and do not apply digital-based payments that should be owned by various MSMEs in this all-digital era.

Pictures 1.

Lucky Photo Studio Organization Structure



Source: Author (2022)

Based on the explanation that has been done before, observations will be made which will be poured into a scientific work entitled "Application of Inventory and Sales Management and Application of Digital-Based Payments"

Methods

In preparing this practical work, there are 2 techniques that are used so that the data needed in this scientific work can be obtained collectively, where the

technique used is in the form of interviews and direct observation on the part of MSMEs so that the data collected is primary which is then processed according to the needs of the preparation of scientific work.

The data received will be used to design outputs that will be produced and are expected to be utilized by partners to the fullest in the form of QASIR application accounts that have been arranged for functions and their utilization, where the application will contain the required posts and arranged in such a way according to the needs and convenience of partners in carrying out operational activities business so that MSMEs can directly use the application adequately and without problems and no longer need to make modifications to the system provided, but can be modified in the future if there is an update made by partners, which can then be accessed by partners via personal mobile devices.

Where the budget spent during compiling this practical work is described in the following table:

Table 1.
Activity Implementation Budget

No	Activity Design	Type of Budget	Volume	Unit	Measure	Total
1	Observation & Interview	Transportations Budget	4	Times	Rp. 50,000	Rp. 200,000
		Consumption Budget	4	Times	Rp. 30,000	Rp. 120,000
2	Output Design	Module Drafting Budget	1	unit	Rp. 2,000,000	Rp. 2,000,000
		System Development Budget	1	Unit	Rp. 3,000,000	Rp. 3,000,000
3	Report Creation	Stationary Budget	1	Unit	Rp. 50,000	Rp. 50,000
TOTAL Budget						Rp. 5,370,000

Source: Author (2022)

Result and Discussion

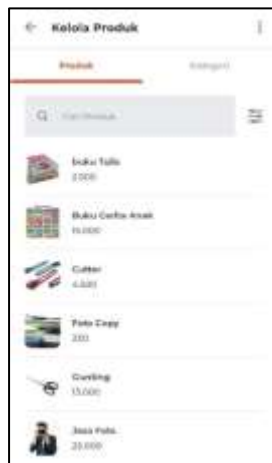
1. Output Activity Design

A. QASIR Application Account

The output that has been designed is in the form of a QASIR application account that can be directly used by partners to record inventory and sales because the designed system contains all related supporting data and information that

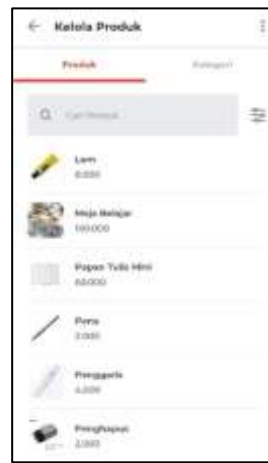
supports partners' business activities including product names, product selling prices, as well as product photos to make it easier for partners to record when products are entered or sold to consumers, with the following attachments:

Pictures 2.
QASIR Application



Source: Author (2022)

Pictures 3.
Qasir Application



Source: Author (2022)

B. QR Payment

The next output developed in this practical work activity is a non-cash-based payment system with a QR code that consumers can use to pay using a scanning application available on their mobile phones, where the money from the payment will go directly to the Lucky Photo Studio owner's personal account with the attachments as following:

Pictures 4.
QR Payment



Source: Author (2022)

2. Condition After Implementation

After this practical work activity, partners who have applied the system that has been designed can know for sure, the total inventory owned, the sales that occurred, both in the period of days, weeks, or months and even years if the system has been used for one year, in addition to displaying details store operational results,

the resulting output also allows partners to receive sales proceeds directly to partner bank accounts that have been registered for QR-based payments.

Conclusions

Based on all the previous explanations regarding the practical work carried out, several conclusions can be assumed, including:

1. Partners have sales records but they are not sufficient, so when a sale occurs, partners sometimes do not know the total sales generated in 1 trading period and do not know the condition of the inventory held for trading, but after implementation has been carried out, partners can find out the amount of inventory sold and the total sales that took place.
2. Partners only accept cash payment systems in transaction activities carried out so that sometimes many consumers have difficulty making payments due to the transformation of society in this era which uses non-cash based payments.

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