

*Prosedur Create Sales Order and Delivery Order Use System Application and Product in Data  
Processing (SAP) on PT. Central Proteina Prima Tbk*

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***Abstract***

*This study aims to explain the procedure for creating sales orders and delivery orders using the system application and product in data processing (SAP) application. The research design used in the preparation of this Final Project is a descriptive qualitative design, which is a research approach that focuses on natural phenomena or symptoms in the field. The data used in the preparation of this Final Project was obtained from direct interviews with related parties at PT Central Proteina Prima Tbk - Anyer Hatchery, and documentation / archives regarding the SAP application used by the company, especially in the create sales order and delivery order procedures. The results of the research conducted show that PT Central Proteina Prima Tbk - Anyer Hatchery has weaknesses in the authorization process in the Standard Operating Procedure (SOP) related to creating sales orders and delivery orders, especially in the CNPD division. But basically, the SAP system has strongly emphasized the importance of the distribution of authorizations as part of the internal control system (SPI) that must be carried out by the company. Therefore, the implementation of SPI and standard operating procedures (SOP) must be better implemented properly and correctly so that business continuity can run more optimally.*

***Keywords: SAP Application, Sales Order, Delivery Order, Internal Control System***

## **The Intruduction**

This research discusses the procedures for creating sales and delivery orders in the SAP Sales and Distribution module at PT. Central Proteina Prima Tbk. This company is a company that operates in the aquaculture sector, including fish and shrimp cultivation, fish and shrimp feed, as well as processed food. The accounting system used by PT. Central Proteina Prima Tbk is the SAP Business Suite which has been implemented since 2014. With the SAP system, all complex operational activities of the Company can run very well.

The problem in this research is that the company still has very low internal control, especially in the process of making sales orders and delivery orders. In carrying out this procedure, there is a division of authorization in the release of a particular stage or document. This process is important to ensure that procedures have been carried out properly, appropriately and systematically. Apart from that, only authorized users can release it, so that the data or transactions that have been released can be ensured to be valid and accurate. However, if the distribution of authorization is not carried out properly, this will affect the quality of the Internal Control System (SPI) in the company.

The use of System Application and Product in Data Processing (SAP) should no longer involve trial and error in its application, because it is considered a complex and mutually integrated Accounting Information System. However, the lack of knowledge and skills regarding Accounting Information Systems from Company management makes this an obstacle in implementing System Application and Product in Data Processing (SAP). This is actually inversely proportional to the fact that companies in the global business era 5.0 must utilize technology and adapt standard procedures to the company's existing accounting system.

Internship activities are activities carried out during an internship. In its implementation, the author carried out an internship at PT. Central Proteina Prima – Anyer Hatchery which assists and is responsible for the administration of different divisions. The first month, the author was positioned in CPND (Central Nauplii Production Department), the second month in the FIH (Fry Information & Harvesting) division and in the last month in the Logistics division. Of course, with the main activities of different divisions. The activities carried out can be useful in helping work operations, especially in administration.

### **a. Implementation of SAP in Making Sales Orders and Delivery Orders**

With current technological advances, SAP has become one of the business applications of choice for companies, from medium to large scale companies. The SAP system makes it easier for workers to complete all their work quickly and accurately. Apart from that, SAP can be integrated with various other systems, for example Microsoft Excel.

The next advantage of implementation is that it makes company processes more consistent. Apart from that, the SAP application ensures that the company's Standard Operating Procedures (SOP) can be followed properly and correctly. However, this must be accompanied by workers' sense of compliance with existing SOPs and rules. Because. If the SOPs are not followed properly and continuously, the SAP system

will not have a positive impact on the company, because users of the system still lack understanding of the importance of SOPs and the Internal Control System which must be implemented for business continuity within the company. Then, another advantage of the SAP system is that it can make business operations better, because the quality of the information available can be improved with this SAP application, so that the ability to make business decisions can be faster and more accurate.

## Research Methodology

States that qualitative research is research using in-depth analysis techniques, or in-depth analysis, namely examining specific problems, or cases. The qualitative approach focuses more on gaining an in-depth understanding of the problem rather than generalizing the problem. This qualitative research produces an in-depth understanding of the problem rather than generalizations.

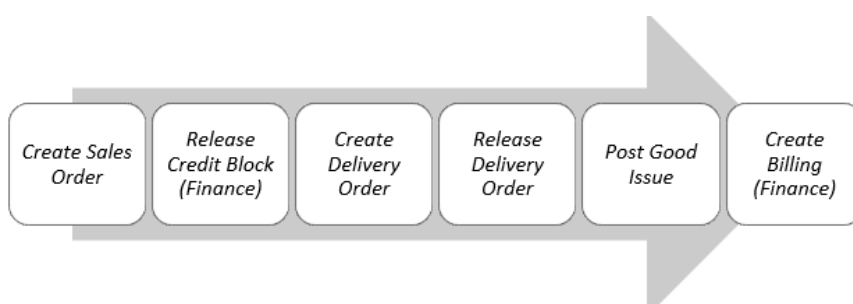
Qualitative research is a research approach that focuses on natural phenomena or symptoms. This approach is basic and naturalistic, and cannot be carried out in the laboratory, but in the field. Therefore, this approach is often referred to as qualitative research or field research. Abdussamad & Rapanna (2021)

## Findings

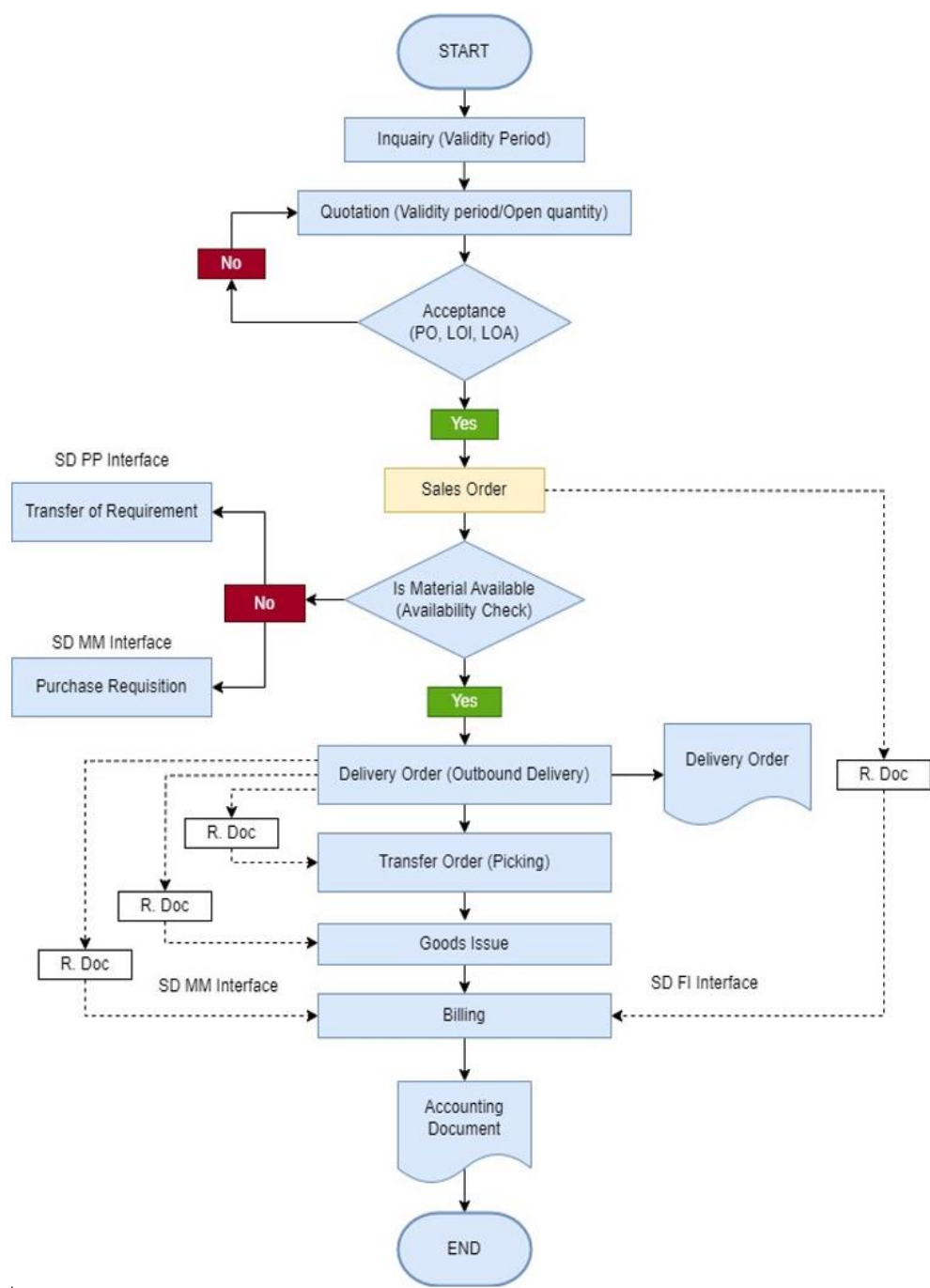
Of the several advantages that SAP has, PT. Central Proteina Prima Tbk – Hatchery Anyer also experienced several problems, including frequent problems with access to the system, and the distribution of authorizations which were still not implemented properly, especially in the CNPD division. The problem of inconsistencies in the distribution of authorization is part of the process of creating sales orders and delivery orders.

Basically, the SAP system really emphasizes the importance of sharing authorization as part of the internal control system (SPI). Release authorization for making sales orders and delivery orders, related to sales business operations, is only given to user account managers so that managers can double-check the correctness and suitability of the data entered in making delivery orders. Apart from that, this can also prevent fraud in the sales process, so that clear distribution of authorization is very crucial in the company's business processes.

### b. Business Processes in Sales Order Management



c. Flowchart SAP Sales and Distribution



### Summary

Based on research conducted by researchers at PT. Central Proteina Prima Tbk – Anyer Hatchery. It can be concluded that the company has clear procedures related to creating sales orders and delivery

orders. Apart from that, there is a clear division of authorization in accessing and releasing data. This shows that the Internal Control System (SPI) has been designed in great detail in implementing SAP business applications. Separation of authorization can prevent several losses that may arise in the future, such as data leaks, theft of important company information, and increase trust in the audit or inspection process. Therefore, separation of authorization must be applied consistently.

### Citation in Text

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