

BACKGROUND OF THE STUDY

Introduction

In many small businesses like meat shops, keeping track of sales is usually done manually—by writing them down in a notebook and keeping receipts from suppliers. This method has been used for years because it is simple and does not require extra costs. Many businesses are still tied to manual ordering processes because they lack advanced inventory systems. Store staff spend countless hours monitoring inventory levels, tracking stock movements, and making ordering decisions based largely on guesswork or historical patterns. This approach isn't just labor-intensive – it's prone to human errors (Relex Solutions, 2022). However, as the business gets busier, manually-performed processes will often cause problems. Sometimes, sales are not recorded right away, especially during peak hours, which can lead to mistakes or missing details. As a result, the recorded sales may not always match the actual money earned for the day. A manual inventory requires employees and managers to write down each time an item is removed from the inventory. If one employee forgets to mention that the last coffee product has been removed from the inventory, a manager expects the item to still be available for a customer during a sale (Jane, 2017).

Another issue with manual recording is that it takes a lot of time to compute daily totals. Owners and staff still need to go back to their notes and receipts to calculate everything at the end of the day, which makes it harder to get instant updates about sales performance. Hence, traditional manual inventory systems are time-consuming. Updating spreadsheets, taking manual counts, and reconciling data can eat up valuable hours that could be better spent elsewhere. These labor-intensive processes hinder efficiency, slowing down the entire operation and affecting customer service (Veon, 2023).

Because of these problems, many small businesses are starting to consider automated sales tracking systems. An automated system can help lessen human error, make recording faster, and even generate sales reports instantly. Although some business owners worry about the cost and the difficulty of using new technology,

automation can still be a good investment because it makes work easier and more reliable. Digital transaction recording minimizes common human errors in manual record keeping, providing real-time and more reliable sales data for micro and small enterprises (World Bank, 2022).

Miscalculations of sales and an inefficient inventory system remain as a major challenge. According to Mr. Roberto S. Delos Reyes (personal communications, October 2, 2025), sales are currently recorded manually using a notebook and receipts, with transactions sometimes written only at the end of the day when business is busy. This practice often leads to mismatches between recorded sales and actual cash on hand, as well as delays in computing daily totals. He expressed that an automated system would help reduce errors, speed up recording, and allow faster access to sales reports, although concerns about cost and ease of use remain.