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Bussiness game scale up!

1. Buy & Sell

- Sebagai pihak retailer, hal pertama yang dilakukan adalah membuat produk dan harga produk.

The screenshot shows the 'Products / Large Bed' form. At the top, there are tabs for 'Purchase', 'Orders', 'Products', 'Reporting', and 'Configuration'. Below the tabs, there are icons for 'On Hand', 'Forecasted', 'In: Out: 0', 'Reorder!', 'Sold', and 'Purchased'. The main form area has a 'Product Name' field with a star icon and the text 'Large Bed'. Below this, there are checkboxes for 'Can be Sold' and 'Can be Purchased'. The form is divided into sections: 'General Information', 'Sales', 'Purchase', 'Inventory', and 'Accounting'. The 'General Information' section includes 'Product Type' (Storable Product), 'Invoicing Policy' (Ordered quantities), 'Sales Price' (Rp3,000,000.00), 'Customer Taxes' (11%), 'Cost' (Rp2,000,000.00), 'Product Category' (All), 'Internal Reference', 'Barcode', and 'Product Tags'. There is also an 'INTERNAL NOTES' section at the bottom.

- Selanjutnya, kita melakukan pembelian kepada pihak produsen / parbrik.

The screenshot shows the 'Requests for Quotation / P00001' form. At the top, there are tabs for 'Purchase', 'Orders', 'Products', 'Reporting', and 'Configuration'. Below the tabs, there are icons for 'Print', 'Action', and '1 / 1 < >'. The main form area has a 'Purchase Order' section with a star icon and the text 'P00001'. Below this, there are fields for 'Vendor' (Wood Corner), 'Confirmation Date' (10/18/2022 00:19:48), 'Vendor Reference', 'Expected Arrival' (10/19/2022 00:15:27), and a checkbox for 'Ask confirmation'. The form is divided into sections: 'Products' and 'Other Information'. The 'Products' section includes a table with columns for 'Product', 'Description', 'Quantity', 'Unit Price', 'Taxes', and 'Subtotal'. The table has one row for 'Large Bed' with a quantity of 10.00, a unit price of 2,000,000.00, and a subtotal of Rp 20,000,000.00. Below the table, there are buttons for 'Add a product', 'Add a section', 'Add a note', and 'Purchase History'. At the bottom right, there is a summary section with 'Untaxed Amount: Rp 20,000,000.00', 'Taxes: Rp 2,200,000.00', and 'Total: Rp 22,200,000.00'.

- Selanjutnya kita menerima barang pembelian dan memasukkannya ke inventaris toko.

Inventory Overview Operations Products Reporting Configuration

Moves History / WH/IN/00002 Print Action 1 / 1 < >

PRINT LABELS PRINT RETURN SCRAP UNLOCK DRAFT WAITING READY DONE

☆ WH/IN/00002

Receive From Wood Corner

Operation Type EDS kom A: Receipts

Scheduled Date[?] 10/19/2022 00:15:27

Effective Date[?] 10/18/2022 00:28:12

Source Document[?] P00001

Operations Additional Info Note

Product	Demand	Done	
Large Bed	10.00	10.00	

- Kemudian kita melakukan pengecekan bill terhadap produk yang kita beli dari produsen.

Accounting Dashboard Customers Vendors Accounting Reporting Configuration

Bills / BILL/2022/10/0001 Print Action 1 / 1 < > Create

Vendor Bill
BILL/2022/10/0001

Vendor Wood Corner

Replace Invoice

Bill Reference

Bill Date 10/18/2022

Accounting Date 10/18/2022

Payment Reference[?]

Recipient Bank[?]

Due Date 10/18/2022

Journal Vendor Bills

Invoice Lines Journal Items Other Info

Product	Label	Account	Quantity	Price	Taxes	Subtotal	
Large Bed	P00001: Large Bed	29000000 Interim Stock	10.00	2,000,000.00	11%	Rp 20,000,000.00	

Terms and Conditions

Untaxed Amount: **Rp 20,000,000.00**

Taxes: Rp 2,200,000.00

Total: **Rp 22,200,000.00**

- Kita mulai menjual produk kepada client, saat client ingin memesan produk kita dapat membuat konfirmasi pembelian.

Sales Orders To Invoice Products Reporting Configuration

Quotations / S00001 Print Action 1 / 1 Create

CREATE INVOICE SEND BY EMAIL CANCEL QUOTATION QUOTATION SENT SALES ORDER

S00001 Delivery Customer Preview

Customer: Medan Hotel Order Date: 10/18/2022 00:37:57
Payment Terms

Order Lines Other Info

Product	Description	Quantity	Unit Price	Taxes	Subtotal
Large Bed	Large Bed	10.00	3,000,000.00	(11%)	Rp 30,000,000.00
Add a product Add a section Add a note					

Terms and conditions...

Untaxed Amount: **Rp 30,000,000.00**
Taxes: Rp 3,300,000.00
Total: **Rp 33,300,000.00**

- Setelah pembelian di konfirmasi, kita dapat membuat nota pengiriman produk.

Inventory Overview Operations Products Reporting Configuration

Inventory Overview / EDS kom A: Delivery Orders / WH/OUT/00001 Print Action 1 / 1 Create

PRINT RETURN UNLOCK PRINT LABELS DRAFT WAITING READY DONE

☆ **WH/OUT/00001**

Delivery Address: Medan Hotel Scheduled Date: 10/18/2022 00:37:57
Effective Date: 10/18/2022 00:52:57
Source Document: S00001

Operations Additional Info Note

Product	Demand	Done
Large Bed	10.00	10.00

- Selanjutnya kita dapat memberikan invoice atau nota pembelian kepada customer/client.

Sales Orders To Invoice Products Reporting Configuration

Quotations / S00001 / INV/2022/00001 Print Action 1 / 1 < > Create

Customer Invoice
INV/2022/00001

Customer: Medan Hotel Invoice Date: 10/18/2022
Payment Reference: INV/2022/00001
Replace Invoice Due Date: 10/18/2022
Journal: Customer Invoices

Invoice Lines Journal Items Other Info

Product	Label	Account	Quantity	Price	Taxes	Subtotal
Large Bed	Large Bed	41000010 Sales	10.00	3,000,000.00	(11%)	Rp 30,000,000.00

Terms and Conditions

Untaxed Amount: **Rp 30,000,000.00**
Taxes: Rp 3,300,000.00
Total: **Rp 33,300,000.00**

Amount Due: **Rp 33,300,000.00**

- Selanjutnya kita melakukan pembukan terhadap transaksi yang sudah dilakukan.

Accounting Dashboard Customers Vendors Accounting Reporting Configuration

Invoices / INV/2022/00001 Print Action 1 / 1 < > Create

SEND & PRINT PREVIEW ADD CREDIT NOTE RESET TO DRAFT DRAFT POSTED

Customer Invoice
INV/2022/00001

Customer: Medan Hotel Invoice Date: 10/18/2022
Payment Reference: INV/2022/00001
Replace Invoice Due Date: 10/18/2022
Journal: Customer Invoices

Invoice Lines Journal Items Other Info

Product	Label	Account	Quantity	Price	Taxes	Subtotal
Large Bed	Large Bed	41000010 Sales	10.00	3,000,000.00	(11%)	Rp 30,000,000.00

Terms and Conditions

Untaxed Amount: **Rp 30,000,000.00**
Taxes: Rp 3,300,000.00
Total: **Rp 33,300,000.00**

IN PAYMENT

- Langkah terakhir adalah melakukan analisa laba penjualan.

Accounting Dashboard Customers Vendors Accounting Reporting Configuration

Profit and Loss

PDF XLSX SAVE

2022 Comparison: Journals: All Journals Options: Posted Entries Only

There are unposted Journal Entries prior or included in this period

	2022
Net Profit	Balance Rp 30,000,000.00
Income	
Gross Profit	
Operating Income	Rp 30,000,000.00
Cost of Revenue	
Total Gross Profit	Rp 30,000,000.00
Other Income	
Total Income	Rp 30,000,000.00
Expenses	
Expenses	
Depreciation	
Total Expenses	

2. Run a Store










- Yang pertama yaitu melakukan import file csv berisi list produk aksesoris.

Point of Sale Dashboard Orders Products Reporting Configuration

Products

Available in POS x Search...

CREATE Filters Group By Favorites

 <p>Acoustic Block Screens [FURN_6666] Price: Rp 350.00 On hand: 0.00 Units</p>	 <p>Desk Organizer [FURN_0001] Price: Rp 20.00 On hand: 0.00 Units</p>	 <p>Desk Pad [FURN_0002] Price: Rp 35.00 On hand: 0.00 Units</p>
 <p>Flipover [FURN_9001] Price: Rp 80.00 On hand: 0.00 Units</p>	 <p>LED Lamp [FURN_0003] Price: Rp 200.00 On hand: 0.00 Units</p>	 <p>Letter Tray [FURN_0004] Price: Rp 25.00 On hand: 0.00 Units</p>
 <p>Pedal Bin [E-COM10] Price: Rp 50.00 On hand: 0.00 Units</p>	 <p>Storage Box [E-COM08] Price: Rp 5.00 On hand: 0.00 Units</p>	 <p>Whiteboard [FURN_0009] Price: Rp 100.00 On hand: 0.00 Units</p>

- Selanjutnya kita memproses pembelian pelanggan, pada transaksi kali ini customer melakukan pembelian 2 buah desk pad dan mendapatkan diskon 10%.

Cash In/Out

1 Orders

Desk Pad

2.00 Units at Rp 34.97 / Units

With a 10% discount

Rp 69.93

Acoustic Block Screens

Rp 388.50

Desk Organizer

Rp 22.20

Desk Pad

Rp 38.85

Drawer

Rp 99.90

Flipover

Rp 88.80

LED Lamp

Rp 222.00

Pedal Bin

Rp 55.50

Storage Box

Rp 5.55

Whiteboard

Rp 111.00

Whiteboard Pen

Rp 5.55

Total: Rp 69.93

Taxes: Rp 6.93

Customer Note

Refund

Info

Customer

1

2

3

Qty

4

5

6

% Disc

7

8

9

Price

+/-

0

.

✕

Payment

- Kita juga dapat mencetak invoice hasil transaksi

Rp 69.93

How would you like to receive your receipt?

Print Receipt

Email Receipt

Your logo

EDS kom A

alwisebayang@gmail.com

Served by Rizky Alwi

Desk Pad

77.70

Discount: 10%

2 x Rp 34.97

69.93

TOTAL

Rp 69.93

Cash

69.93

CHANGE

Rp 0.00

Discounts

Rp 7.00

- Langkah terakhir kita dapat mem-print out rekapitulasi penjualan untuk melakukan analisis.

Configure your document layout

×


Layout

☒ Light
 ☐ Boxed
 ☐ Bold
 ☐ Striped


Font

Lato

Company Logo



Colors



Layout Background

Blank

Company Tagline ?

e.g. Global Business Solutions

Company Details ?


EDS kom A
Indonesia

Footer ?

Type "/" for commands

Paper format

A4



EDS kom A
Indonesia

Deco Addict
77 Santa Barbara Rd
Pleasant Hill CA 94523
United States

Invoice INV/2020/07/0003

Invoice Date: 07/08/2020

Due Date: 08/07/2020

Description	Quantity	Unit Price	Taxes	Amount
[FURN_8999] Three-Seat Sofa Three Seater Sofa with Lounger in Steel Grey Colour	5.000	1.500.00	15.00%	\$ 7.500.00
[FURN_8220] Four Person Desk Four person modern office workstation	5.000	2.350.00	15.00%	\$ 11.750.00
Subtotal				\$ 19.250.00
Tax 15%				\$ 2.887.50
Total				\$ 22.137.50

Please use the following communication for your payment : INV/2020/07/0003

Payment terms: 30 Days

SAVE

CANCEL

3. Sell Online

Pada tahap ini, kita membuat dan membangun eCommerce menggunakan fitur odoo yaitu eCommerce, tujuannya adalah agar pembeli bisa melihat katalog, melakukan pembelian online.

- Pertama kita membuat website eCommerce menggunakan 'odoo eCommerce'.

odoo

Add Pages and Features

You'll be able to create your pages later on.

About Us Info and stats about your company	Services Description of your services offer	Pricing Designed to drive conversion	Privacy Policy Explain how you protect privacy
News Blogging and posting relevant content	Success Stories Share your best case studies	Career Publish job offers and let people apply	Shop Sell more with an eCommerce
Events Publish on-site and online events	Forum Give visitors the information they need	Live Chat Chat with visitors to improve traction	eLearning Share knowledge publicly or for a fee
Stores Locator A map and a listing of your stores	Appointment Self-service booking system	Helpdesk Offer support with a ticketing system	

Free Plan

BUILD MY WEBSITE

[Skip and start from scratch](#)


- Setelah itu kita membuat produk yang akan di jual, pada kasus ini barang yang akan dijual adalah sepatu.

[Home](#) [Shop](#) [Services](#) [News](#) [Contact us](#)

YourLogo

0 [Contact Us](#)

Search... [Public Pricelist](#) [All Products / Running Shoes](#)



Running Shoes

A short description that will also appear on documents.

Rp 400.000

[-](#) [1](#) [+](#)

[ADD TO CART](#)

[Terms and Conditions](#)
30-day money-back guarantee
Shipping: 2-3 Business Days

[f](#) [t](#) [p](#) [e](#)

- Odoo juga memberikan fitur SEO yang dimana SEO atau search engine organization membantu pengguna menemukan website kita.

Optimize SEO

Title ⓘ

EDS | Sports Apparel

Description ⓘ

Selling high quality sports apparel

Your description looks too short.

Keywords

Keyword

English (US)

ADD

Select an image for social share

Preview

EDS | Sports Apparel

https://edskoma1.odoo.com/shop

Selling high quality sports apparel

Social Preview

SAVE

CANCEL

- Di menu sales, kita dapat mengkonfigurasi keterangan barang yang dijual, seperti size, ukuran , dan material sepatu.

Sales Orders To Invoice Products Reporting Configuration

Products / Running Shoes

Action 3 / 3 Create

PRINT LABELS

Product Name

☆ Running Shoes

☒ Can be Sold

☒ Can be Purchased

General Information

Attributes & Variants

Sales

Purchase

Accounting

Attribute	Values	
Size	44	CONFIGURE
color	white	CONFIGURE
Material	Canvas	CONFIGURE
Add a line		

Warning: adding or deleting attributes will delete and recreate existing variants and lead to the loss of their possible customizations.

- Berikut adalah contoh simulasi pembelian sepatu yang ada di website

Review Order

Address

Confirm Order

Billing Address


Rizky Alwi
123
medan AC 2021
Indonesia

Shipping Address

Add an address

Rizky Alwi
123
medan AC 2021
Indonesia

Return to Cart
Confirm

Product	Quantity	Price
 Running Shoes	1.0	Rp 400.00
Subtotal:		Rp 400.00
Taxes:		Rp 44.00
Total:		Rp 444.00

I have a promo code

4. Sell service

Sell service merupakan layanan yang dapat diberikan kepada konsumen, layanan bersifat eksklusif karena produk dapat di kostumisasi sesuai keinginan pelanggan.

- Langkah pertama yang dilakukan adalah membuat task-task kecil berdasarkan progress project.

Projects / Custom Shoes Project

Set Status

Search...



CREATE

Filters Group By Favorites


Meeting
Specifications
Development
Tests
Delivered
Stage

Custom design meeting

- Kita juga dapat mematok harga untuk jasa yang kita tawarkan, berbeda dari sebelumnya dimana kita menjual barang/produk, kali ini kita menjual jasa yang dapat kita berikan kepada konsumen.

Products / Custom Shoes design   ⚙️ Action 2 / 17 < > Create

Go To Website
0.00 Hours Sold

Product Name
★ Custom Shoes design 

☒ Can be Sold ☐ Can be Purchased

General Information Sales Accounting

Product Type ?	Service	Sales Price ?	Rp350.00
Invoicing Policy	Based on Timesheets	Customer Taxes ?	
Create on Order ?	Task	Cost ?	Rp0.00 per Hours
Project	Custom shoes <i>Invoice based on timesheets (delivered quantity), and create a task in an existing project to track the time spent.</i>	Product Category	All
Unit of Measure ?	Hours	Internal Reference	
Purchase UoM ?	Hours	Barcode	
		Product Tags	

INTERNAL NOTES

This note is only for internal purposes.

- Jika client setuju untuk menggunakan jasa kita, langkah selanjutnya adalah membuat kutipan sebagai tanda bahwa client setuju dan selanjutnya akan masuk ke proses transaksi(invoice).

Quotations / S00001 Print ⚙️ Action 1 / 1 < > Create

CREATE INVOICE SEND BY EMAIL CANCEL

QUOTATION QUOTATION SENT SALES ORDER

1 Projects
1 Tasks
Customer Preview

S00001

Customer	Jhon Skateboard	Order Date ?	12/21/2022 18:28:05
Invoice Address	Jhon Skateboard	Payment Terms	
Delivery Address	Jhon Skateboard		

Order Lines Other Info

Product	Description	Quantity	UoM	Unit Price	Taxes	Subtotal
Custom Shoes design	Custom Shoes design	1.00	Hours	350.00		Rp 350.00
Add a product Add a section Add a note						

Terms & Conditions: <https://eds-kom-a.odoo.com/terms>

Total: **Rp 350.00**

- My Timesheets**

Search...

← TODAY → DAY WEEK MONTH

Filters Group By Favorites

STOP 00:00:17 designing custom shoes Internal Select a Task

	Sun, Dec 18	Mon, Dec 19	Tue, Dec 20	Wed, Dec 21	Thu, Dec 22	Fri, Dec 23	Sat, Dec 24	Hours
Internal	0:00	0:00	0:00	0:00	0:00	0:00	0:00	0:00
Add a line								

0:00

—