ABSTRACT

Anugrah Motor, which is one of the companies selling car spare parts, is located in the Tulang Bawang Regency, Lampung. The company has a number of items ranging from more than 100 spare parts items and is provided for consumer needs. Inventory data processing procedures are carried out at the company, namely by recording incoming goods as stock items and recording outgoing goods as sales of goods. The problem is that the overall inventory processing process is done manually, resulting in the recording process often causing errors in recording the amount of stock and calculating the remaining stock. The next problem is that there is often a shortage of stock of goods which has an impact on services to consumers that are less than optimal in the supply of goods, besides the problem of stockpiling goods so that the company suffers capital losses.

Trend Least Square method. The method is in the form of periodic data series or time series which requires sales data in the past to forecast future sales so that the results can be determined and is a forecasting method used to see trends from time series data. The results of the tests carried out on the user acceptance test with the function aspect resulted in a test percentage of 97.14% and it can be concluded that the system runs as expected.

Keywords: *Information Systems, Forecasting, Sales, Decision Making, Inventory, Item, Trend Least Square Method*