

ABSTRACT

Sales is one of the important activities carried out by an organization or company to generate profits and has a big influence on the success of a company. Many perfume shops in the Bandar Lampung area still use marketing and sales processes using banners or via social media such as Facebook. and Instagram, with this marketing and sales method it is quite good within the scope of producers, but there are still obstacles, namely that customers often have difficulty finding information about the type of perfume being sold because the marketing applied only displays photos without providing price information and details of the product. the photo.

This research uses the Extreme Programming development method and is designed using UML. This system uses two programming languages, namely PHP. Implementation uses the Xampp and MySQL applications. The result of this research is a system that can connect customers to perfume shops automatically without having to confirm customer orders and produce reports required by each perfume shop.

Based on the results of ISO 25010 testing which was carried out involving 7 respondents, it was concluded that the quality of the software produced had a success percentage with a total average of 94.29%.

Keywords: *Information Systems, Sales, Extreme Programming*

