

## Penerapan Inventory Control Untuk Meningkatkan Sales Volume Pada Bengkel ProQ Sebagai UMKM di Indonesia = Application of Inventory Control To Increase Sales Volume In ProQ Workshop As SMEs In Indonesia

Hanggara Surya Pratama, author

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### Abstrak

Business coaching, UMKM, inventory control, benchmarking, stock opname, random sampling, FSN classification ini ditulis berdasarkan bagaimana sebuah proses business coaching dapat membantu UMKM untuk meningkatkan bagian apa yang perlu dilakukan perbaikan. Seperti bagian SDM, keuangan, operasional, atau marketing berdasarkan pengalaman pribadi pemilik dan berdasarkan pengamatan coach di perusahaan. ProQ adalah UMKM yang bergerak di bidang jasa perawatan dan perbaikan AC kendaraan bermotor. Di ProQ tidak terdapat sebuah proses inventory control sehingga mengganggu kegiatan operasionalnya.

Tesis ini merupakan hasil dari penerapan inventory control bagi bengkel ProQ melalui proses identifikasi masalah, rekomendasi penyelesaian masalah, dan implementasi dari rekomendasi tersebut. Langkah yang di ambil yaitu melakukan proses benchmarking terhadap PT X yang sudah menjalankan inventory control dalam skala besar dan dengan jumlah inventory suku cadang yang sangat banyak.

Dari benchmarking tersebut kemudian didapatkan langkah-langkah perbaikan yang dapat dilakukan ProQ dengan mengadaptasi inventory control dari PT X, yaitu pentingnya keberadaan partman dan SOPnya, kegiatan random sampling dan stock opname yang teratur dan memiliki berita acara yang jelas, dan pencatatan dari keluar masuknya suku cadang sudah sangat baik dan terorganisir. Dan PT. X juga mempunyai klasifikasi fast, slow, dan non moving inventory yang diketahui melalui umur suku cadang.

.....This paper is written based on how a business coaching process can help SMEs to improve which area need an improvement. Such as the HR, finance, operational, or marketing section based on the personal experience of the owner and based on the coach observations to the company. ProQ is a SME engaged in maintenance services and repair of motor vehicle air conditioners. In ProQ there is no inventory control process so that its operational activities is disturbed.

This paper is the result of applying inventory control for ProQ workshop through problem identification process, problem solving recommendations, and implementation of the recommendations. The step taken is to conduct a benchmarking process against PT.X which has run inventory control on a large scale and with a large inventory of spare parts.

From the benchmarking, there are few steps that can be done by adapting the inventory control of PT.X, namely the importance of the existence of partman and its SOP, random sampling and stock operational activities are scheduled and have clear records and reports, and recording of the daily in and out of a sparepart from its inventory which is well organized. And PT. X also has a classification of fast, slow, and non-inventory known through age of a spare parts.