

## LAMPIRAN

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Session C - [24 x 80]
File Edit Transfer Appearance Communication Assist Window Help
PrintScreen Copy Paste Send Recv Display Color Map Record Stop Play Quit Clipboard Support Index

SYS500-06      **LIVE*LIVE =JOTUN INDONESIA= LIVE*LIVE*      IDLIA03      10/02/09
IDCSID      ID-Customer Service                          TINI        18:42:49

Enter Menu Name, Program Name, or Option Number
Select action and press Enter.  1=Select
- 1 Pick Release                                ORD550D1
- 2 Pick Confirm                                ORD570D1
- 3 Online/Manual Allocation                    ORD720D1
- 4 Ship-To Address Maintenance                 ORD100D1
- 8 Order Entry                                  JOR500D1
- 9 Outside Territory Orders - Status           JTN741D1
*****
- 11 Order Inquiry                              ORD300D1
- 12 Material Status Inquiry                    INV300D
- 14 Product Name Search with Available Stock   IM001QC
- 15 Order Lines with Qty's and Available/Hard Alloc CL001QC
- 16 Hard Allocations For One Product           ORDALL0C
- 17 Order Hold Inquiry                         ORD380D1
- 18 Overview Orders                           JTN141D1
- 20 Display DT Lines                           OLM001QC
- 21 DTs from an Order                          OLM002QC

F1=Help F3=Exit F7=Bwd F8=Fwd F12=Cancel F13=Functions F21=Command Line

MA c MW A 04/051
Connected to remote server/host 10.110.92.10 using port 23
Start Mail - FAX - IBM Lotus ... pcsws Jotun Multicolor Ver... 4 Windows Explorer Microsoft Excel - KARY... 5:51 PM

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Lampiran 1. Menu Opening BPCS

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Session C - [24 x 80]
File Edit Transfer Appearance Communication Assist Window Help
PrintScreen Copy Paste Send Recv Display Color Map Record Stop Play Quit Clipboard Support Index

JOR500D1-01  **LIVE*LIVE =JOTUN INDONESIA= LIVE*LIVE*      IDLIA03      10/02/09
JTNKLMY      Customer Order Entry                          TINI        18:43:29
Orders entered by user TINI

Action: 1=Create, 2=Revise, 3=Copy, 4=Delete, 7=OTD Sts, 8=Position, 9=Ord Lines
14=Event Details

Show orders entered on or before 99/99/99

Act Order  Whs  Cust  Customer Name                Cust PO      Typ Cls  Sts
-----
243777  DS  306070  CENTRAL BANGUNAN              00597        1 400 10000
243776  DS   100  PT JOTUN INDONESIA-SURABA    SBY/036/2009-D  9 400 10000
243775  DS  301610  ASCORINDO PELANGI, PT         069/AP/II/09   1 400 10000
243774  DS  301610  ASCORINDO PELANGI, PT         065/AP/II/09   1 400 10000
243772  DS  301610  ASCORINDO PELANGI, PT         066/AP/II/09   1 400 10000
243770  DS  304620  DEPO BEKASI                    OPD 187/09     1 400 10000
243768  DS  300400  MITRA BERKAT UTAMA, CV        012/PO/JT/II/09 1 400 10000
243762  DS  300760  KARYA BERSAMA ABADI, PT       012/PO/JT/II/09 1 400 10000
243760  DS  300040  SAMPLE-DECO PROJECT           SAMPLE PROJECT  9 400 10000
243759  DS  300760  KARYA BERSAMA ABADI, PT       013/PO/JT/II/09 7 800 000 +

ENTER F3=Exit F5=Refresh F15=User Details F20=Show All

MA c MW A 11/002
Connected to remote server/host 10.110.92.10 using port 23
Start Mail - FAX - IBM Lotus ... pcsws Jotun Multicolor Ver... 4 Windows Explorer Microsoft Excel - KARY... 5:52 PM

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Lampiran 2. Menu Data Customer

Session C - [24 x 80]

File Edit Transfer Appearance Communication Assist Window Help

PrintScreen Copy Paste Send Recv Display Color Map Record Stop Play Quit Clipboard Support Index

JOR500D3-02 \*\*LIVE\*LIVE =JOTUN INDONESIA= LIVE\*LIVE\* IDLIA03 10/02/09  
 JTNKLMY Customer Order Entry TINI 18:44:22  
 CREATE

Customer 301400 PELANGI CITRA MANDIRI, PT Order type 1 Order Class 400  
 Supplying Whs DS + FINISHED GOODS WHSE JAKARTA Company No 38

Customer P.O.  
 Delivery Date 10/02/09 (Schedule date) Despatch Date 10/02/09 (Request date)

Cat of Usage \_\_\_ +  
 Vessel \_\_\_ +  
 Ship to \_\_\_ + Ship to Cust 301400 + Carrier \_\_\_ +  
 Port of Del. \_\_\_ +  
 Deliver to PELANGI CITRA MANDIRI, PT  
 Address  
 JL. TANAH SEREAL I NO. 6  
 TANAH SEREAL  
 JAKARTA BARAT, 11210  
 Post \_\_\_ + Country \_\_\_ + State \_\_\_ +  
 Freight Terms \_\_\_ +

ENTER F3=Exit F4=Prompt F8=Next F10=Order No. F24=All Functions

MA c MW A 06/018

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Start Mail - FAX - IBM Lotus ... 3 pcsws Jotun Multicolor Ver... 4 Windows Explorer Microsoft Excel - KARY... 5:53 PM

Lampiran 3. Menu Detail Pelanggan dan Shipping

Session C - [27 x 132]

File Edit Transfer Appearance Communication Assist Window Help

PrintScreen Copy Paste Send Recv Display Color Map Record Stop Play Quit Clipboard Support Index

Query . . . : JTN1QRY/IM0010 Display Report Report width . . . . . : 80  
 Position to line . . . . . Shift to column . . . . .

Line	Item	Description	Whs	Available	Hard	st/loc
000001	0FNBA0AUA	PILOT III BASE 3	0.9L DS	.000	.000	
000002	0FNBA0EQA	PILOT III BASE 3	4.5L DS	8.000	90.000	
000003	0FNBA0UVA	PILOT III BASE 2	10L DS	56.000	20.000	
000004	0FNBA0SHU	PILOT III BASE 2	0.9L DS	.000	.000	
000005	0FNBA0EQA	PILOT III BASE 2	4.5L DS	329.000	.000	
000006	0FNBA0UVA	PILOT III BASE 2	18L DS	83.000	.000	
000007	0FNBA0AUA	PILOT III BASE 1	0.9L DS	.000	.000	
000008	0FNBA0EQA	PILOT III BASE 1	4.5L DS	420.000	1.000	
000009	0FNBA0UVA	PILOT III BASE 1	18L DS	95.000	20.000	
000010	0FNBA0FVA	PILOT III STD 1148	5L DS	.000	.000	
000011	0FNBA0MVA	PILOT III STD 1148	20L DS	.000	.000	
000012	0FN833FVA	PILOT III RAL 5013	5L DS	.000	.000	
000013	0FN833MVA	PILOT III RAL 5013	20L DS	.000	.000	
000014	0FN839FVA	PILOT III BS 20E56	5L DS	.000	.000	
000015	0FN839MVA	PILOT III BS 20E56	20L DS	.000	.000	
000016	0FN844FVA	PILOT III RAL 5017	5L DS	.000	.000	
000017	0FN870FVA	PILOT III RAL 5024	5L DS	.000	.000	
000018	0FN870MVA	PILOT III RAL 5024	20L DS	.000	.000	

F3=Exit F12=Cancel F19=Left F20=Right F21=SpLit F22=Width 80 More...

MA c MW A 03/032

Connected to remote server/host 10.110.92.10 using port 23

Start Mail - FAX - IBM Lotus ... 3 pcsws Jotun Multicolor ... 4 Windows Expl... Microsoft Excel - ... 3 - Paint 5:54 PM

Lampiran 4. Menu Ketersediaan Material

Session C - [27 x 132]

File Edit Transfer Appearance Communication Assist Window Help

PrintScreen Copy Paste Send Recv Display Color Map Record Stop Play Quit Clipboard Support Index

Query . . . : JTN1QRY/IH0010      Display Report      Report width . . . : 80  
Position to line . . . . .      Shift to column . . . . .

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Session C - [27 x 132]

File Edit Transfer Appearance Communication Assist Window Help

PrintScreen Copy Paste Send Recv Display Color Map Record Stop Play Quit Clipboard Support Index

Display Spooled File

File . . . . : DRD55801      Page/Line 1/1  
Control . . . .      Column 1 - 130  
Find . . . . .

\*.....1.....2.....3.....4.....5.....6.....7.....8.....9.....0.....1.....2.....3  
081400(s12H081600+p0:07      \*\*LIVE\*LIVE =JOTUN INDONESIA= LIVE\*LIVE=      WSTD      IDLIA03      10/02/09      Page 1  
DRD55801      Picking Slip      User      TINI      18:49:03

Warehouse DS      Pick Number 121979      304710 WJAYA BANGUN PERTIWI, PT

---

Ship To Address	Order Number	Line Number	Item Number	Lot	Location Description	Qty
WJAYA BANGUN PERTIWI, PT JL. INDUSTRI X NO. 53, GUNUNG SAHARI UTARA, SAWAH BESAR JAKARTA PUSAT	243726	1	0FYKXK05	DK07980695	MCI PIONER TC BROWN SHELL(3)	5L 2
	243726	2	0FV001FYA	DK5182152A	I114-2 PIONER TO WHITE	5L 4

PROJECT: SHELL

Picked by      Packed by

Lampiran 5. Menu Detail Order

Session C - [27 x 132]

File Edit Transfer Appearance Communication Assist Window Help

PrintScreen Copy Paste Send Recv Display Color Map Record Stop Play Quit Clipboard Support Index

Query . . . : JTN1QRY/IH0010      Display Report      Report width . . . : 80  
Position to line . . . . .      Shift to column . . . . .

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Session C - [24 x 80]

File Edit Transfer Appearance Communication Assist Window Help

PrintScreen Copy Paste Send Recv Display Color Map Record Stop Play Quit Clipboard Support Index

JOR500D2-01      \*\*LIVE\*LIVE =JOTUN INDONESIA= LIVE\*LIVE\*      IDLIA03      10/02/09  
JTNKLMY      Customer Order Entry Credit Check      TINI      18:51:24

Customer 301400 PELANGI CITRA MANDIRI, PT  
A/R Customer 301400 PELANGI CITRA MANDIRI, PT

Credit Limit Days      30      Oldest Unpaid Inv      22/10/08  
Days Over Limit      21      Last Transaction      10/02/09

MTD Sales Amt      57,800,000.00      Total A/R Due      362,663,400.19  
YTD Sales Amt      68,120,000.00      Open Drafts      .00  
Last YTD Sales Amt      291,691,250.00      Open Orders      660,731,600.00

Avg. Invoice Size      8,406,817.49      Total Outstanding      298,068,199.81  
Avg. Payment Days      83      Credit Limit      500,000,000.00

Amount Over Limit      798,068,199.81

Lampiran 6. Menu Detail Customer dan Credit Limit

Session A - [24 x 80]  
 File Edit Transfer Appearance Communication Assist Window Help  
 Print Copy Paste Send Recv Display Color Map Record Stop Play Quit Clipboard Support Index

JTN330-02 \*\*LIVE\*LIVE =JOTUN INDONESIA= LIVE\*LIVE\* IDLIA01 16/09/08  
 JTNKLMY Special Colour Material Status Enquiry LIKA 15:54:26

Warehouse DS FINISHED GOODS WHSE JAKARTA  
 BPCS Item No. 274SPLWVA JOTAPLAST SPL 20L

Lot No.	Col Ref	OHB	Alloc	Avail
DK3580503M	98YY82/022	7.00	.00	7.00

F3=Exit F11=Fold F12=Cancel

MA a MW 09/063

Connected to remote server/host: 10.110.92.10 using port: 23

Start 2 Lotus Notes 2 Internet Explorer Jotun Multicolor PROJECT PRICE 2... Microsoft Excel - 5... 3:03 PM

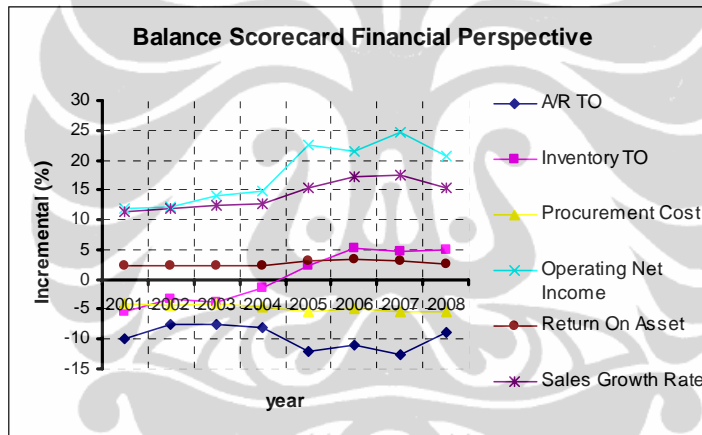
Lampiran 7. Menu Alokasi Material

Perspektif	Tingkat efektifitas ERP	Parameter Strategis	Sebelum Implementasi (%)			
			2001	2002	2003	2004
Perspektif Keuangan	Mengurangi Operasional Cost	A/R TO	-10	-7.5	-7.6	-8
		Inventory TO	-5.3	-3.4	-3.7	-1.5
	Meningkatkan revenue	Procurement Cost	-4	-4.3	-4	-4.5
		Operating Net Income	12	12.1	14	14.7
		Return On Asset	2.3	2.4	2.2	2.4
Perspektif Pelanggan (Customer)	Mengurangi lama waktu transaksi	Sales Growth Rate	11.4	11.8	12.3	12.8
		Troughput time	2.3	1.2	1.7	1.4
	Meningkatkan Tingkat Kepuasan Pelanggan	Product delivery on time	2	2.3	2.1	1.7
		Frequency of customer complaint	1.4	-0.3	1.6	-0.7
		Customer Satisfactory	1.2	1.1	1.6	1.7
Perspektif Internal	Integrating working flow	Customer Retention	1.4	0.9	1.6	1.1
		Invoice Process Effectiveness	-1.5	2.3	2.6	-1.3
	Avoidance of operational bottlenecks	Number of Problem with standar report	7.5	2.3	2.5	2.1
		Accuracy of inventory records	12	4.4	5.4	2.5
		Periode Pembelian Raw material	2.4	2.2	-3.5	1.2
Perspektif Inovasi & Pembelajaran	Menaikan Produktifitas Karyawan	Rata rata waktu shipping	2.4	3.2	-2.4	1.7
		Produktifitas per karyawan	5.6	4.7	3.4	5.9
		Rata rata kesalahan pada pelayanan	17.3	17.8	-10.5	15.3
		Training karyawan	2	3.2	3.5	2.1

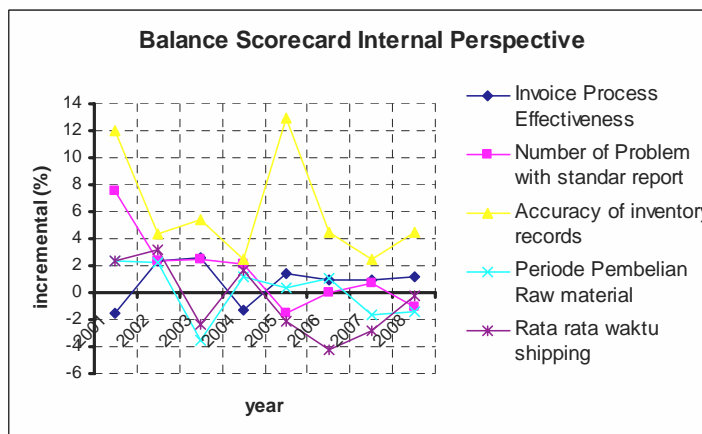
Lampiran 8. *Balanced Scorecard* Sebelum ERP

Perspektif	Tingkat efektifitas ERP	Parameter Strategis	Sesudah implementasi (%)			
			2005	2006	2007	2008
Perspektif Keuangan	Mengurangi Operasional Cost	A/R TO	-12	-11	-12.5	-9
		Inventory TO	2.34	5.21	4.78	4.93
		Procurement Cost	-5.3	-5	-5.5	-5.4
	Meningkatkan revenue	Operating Net Income	22.6	21.5	24.8	20.7
		Return On Asset	3.2	3.3	3.1	2.7
Perspektif Pelanggan (Customer)	Mengurangi lama waktu transaksi	Troughput time	-2.3	-1.2	-1.1	-2.1
		Product delivery on time	17.3	10.8	12.3	11.7
	Meningkatkan Tingkat Kepuasan Pelanggan	Frequency of customer complaint	-5.7	-2.1	-3.4	-2.3
		Customer Satisfactory	8.3	3.1	1.1	4.7
		Customer Retention	2.3	0.1	2.1	1.1
Perspektif Internal	Integrating working flow	Invoice Process Effectiveness	1.4	1	0.98	1.2
		Number of Problem with standar report	-1.5	0.01	0.7	-1
		Accuracy of inventory records	13	4.5	2.5	4.5
	Avoidance of operational bottlenecks	Periode Pembelian Raw material	0.3	1.1	-1.7	-1.4
		Rata rata waktu shipping	-2.1	-4.2	-2.8	-0.2
Perspektif Inovasi & Pembelajaran	Menaikan Produktifitas Karyawan	Produktifitas per karyawan	7.8	2.1	3.7	4.1
		Rata rata kesalahan pada pelayanan	-14.3	-12.1	-3.7	-3.1
		Training karyawan	14	15.2	12.1	13.3

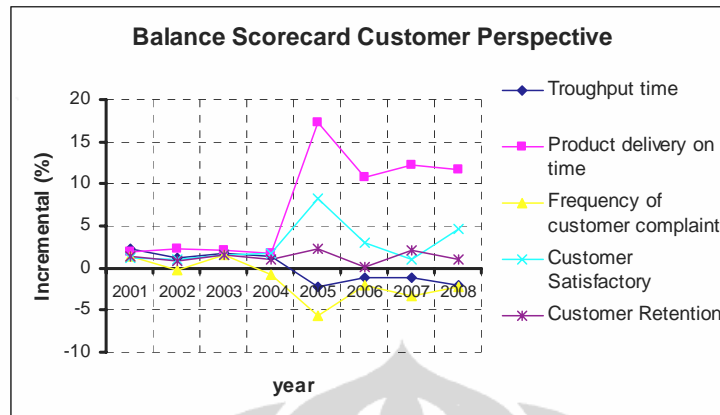
Lampiran 9. *Balanced Scorecard* Sesudah ERP



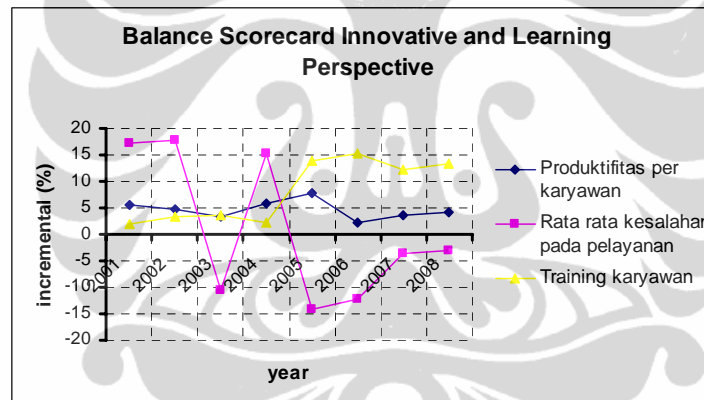
Lampiran 10. Grafik BSC Financial Perspective



Lampiran 11. Grafik BSC Internal Perspective



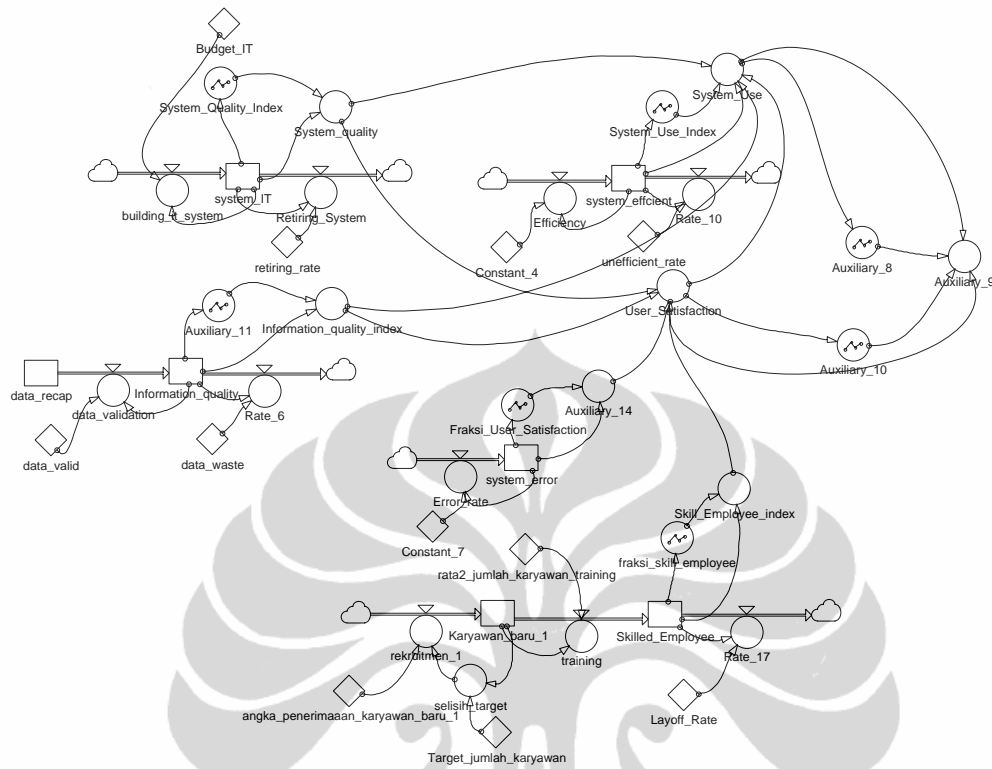
Lampiran 12. Grafik BSC Customer Perspectiva



Lampiran 13. Grafik BSC Innovative and Learning Perspective

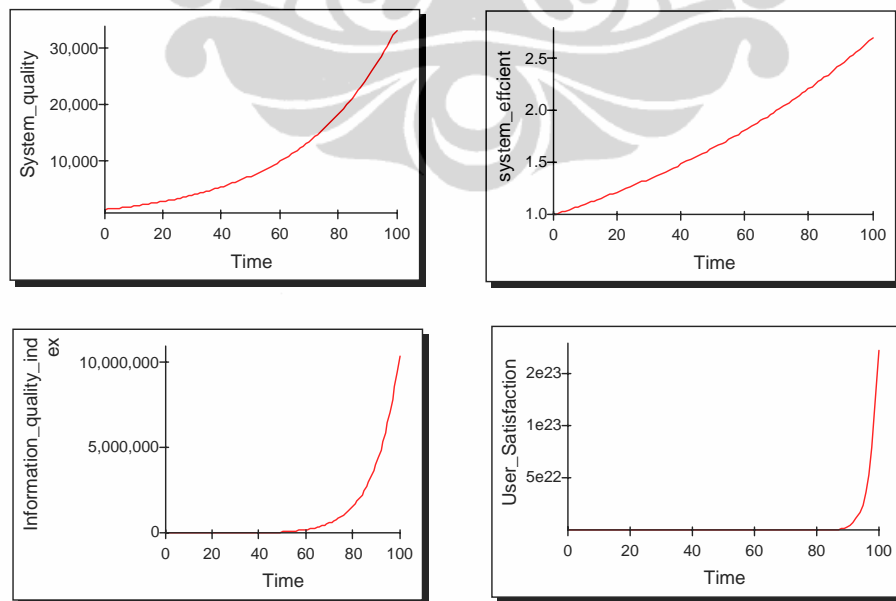
<b>Current Ratio (rasio Lancar)</b>	=	$\frac{\text{Current Asset}}{\text{Current Liabilities}}$
<b>Quick Ratio (acid test)</b>	=	$\frac{\text{Cash + Marketable Securities + AR}}{\text{Current Liabilities}}$
<b>Cash Ratio</b>	=	$\frac{\text{Cash + Marketable Securities}}{\text{Current Liabilities}}$
<b>Cash Flow from Operations Ratio</b>	=	$\frac{\text{Cash Flow From Operation}}{\text{Current Liabilities}}$
<b>Inventory Turnover</b>	=	$\frac{\text{COGS}}{\text{Average Inventory}}$
<b>Avg No. Days Inventory In Stock</b>	=	$\frac{365}{\text{Inventory Turnover}}$
<b>Receivable Turnover</b>	=	$\frac{\text{Net Sales}}{\text{Average Net A/R}}$
<b>Avg No. Days Receivables Outstanding</b>	=	$\frac{365}{\text{Receivables Turnover}}$
<b>Payables Turnover</b>	=	$\frac{\text{COGS}}{\text{Average Account Payable}}$
<b>Avg No. Days Payables Outstanding</b>	=	$\frac{365}{\text{Payables Turnover}}$
<b>Working Capital Turnover</b>	=	$\frac{\text{Net Sales}}{\text{Average working capital}}$
<b>Total Asset Turnover</b>	=	$\frac{\text{Net Sales}}{\text{Average Total Asset}}$
<b>Cash Turnover</b>	=	$\frac{\text{Sales}}{\text{Average cash and equivalent}}$
<b>Cash Cycle</b>	=	Operating Cycle - Days of payable outstanding
<b>Fixed Assets Turnover</b>	=	$\frac{\text{Sales}}{\text{Average Fixed Assets (PP\&E)}}$
<b>Total Asset Turnover</b>	=	$\frac{\text{Sales}}{\text{Average Total Assets}}$
<b>Equity Turnover</b>	=	$\frac{\text{Sales}}{\text{Average Equity}}$
<b>Gross Margin (%)</b>	=	$\frac{\text{Gross Profit (Sales - COGS)}}{\text{Sales}}$
<b>Operating Profit Margin</b>	=	$\frac{\text{Operating Income}}{\text{Sales}}$

## Lampiran 14. Rasio Keuangan



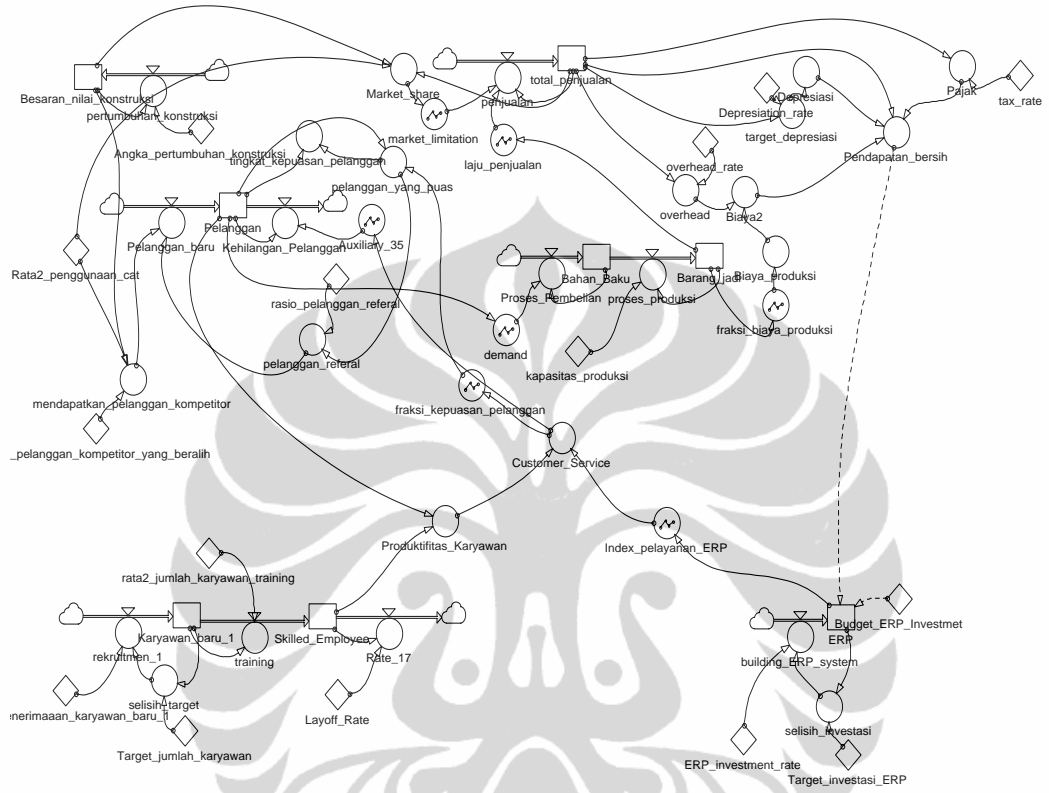
sumber : hasil olahan penulis

Lampiran 15 Sistem Dinamik D&M Model



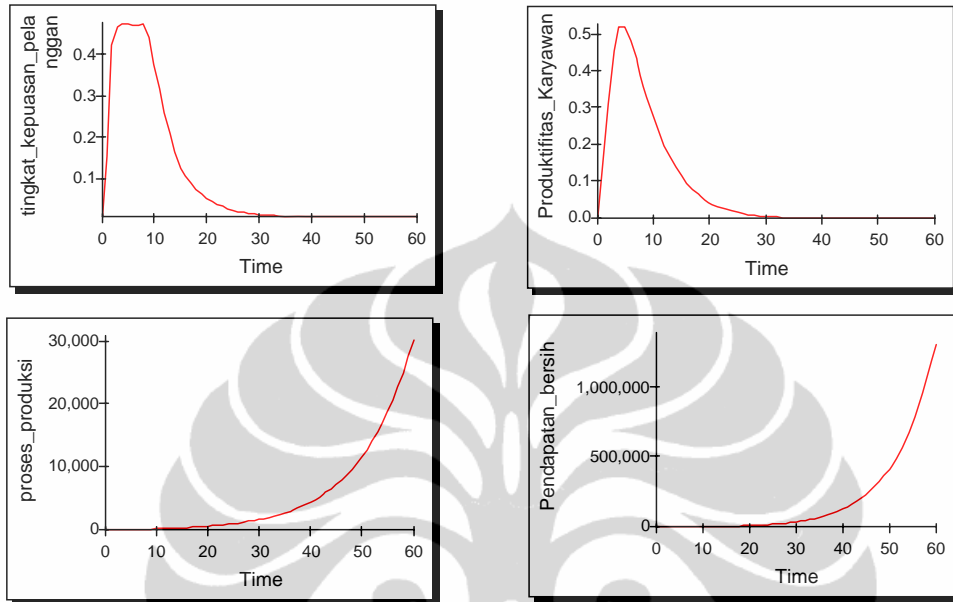
Lampiran 16 Diagram Indikator D&M Model





sumber : Hasil olahan penulis

Lampiran 17 Sistem Dinamik BSC



sumber : Hasil olahan penulis

Lampiran 18 Diagram Parameter BSC