

CHAPTER VI

CONCLUSION AND SUGGESTION

6.1 Conclusion

Based on the research done, there are several points that can be concluded as follows:

1. Based on the Amoeba management system, the company can be divided into 5 amoebas based on the profit and non-profit making department. The profit departments are sales and operational while the non-profit are finance, IT, and Research and development. However, the productivity rate is identified only in the profit-making department. The average productivity rate from 2016 to 2018 in sales department is 134.886 IDR/Hour and the operational department is 356.538 IDR/Hour.
2. Based on the analysis on the actual data compared with the target, the problem can be identified. However, only the sales department is used to improve the productivity therefore the problems are identified on the sales department only. Marketing mix strategy is used to identify the problem to increase the overall productivity. The major problem in the sales department is the low number of approved prospect.
3. Based on the result, there are 5 proposed improvements to increase the overall productivity. The 5 proposed improvements are ranked based on its importance i.e. no SOP for sales call, lack of training, no tools to monitor client's respond, lack of supervision, and no specific database category.

6.2 Suggestion

The suggestions that the author can provide for further research from this study are as follows:

1. For the future research, the researcher can conduct the research on amoeba management system for the non-profit department and define the transaction price among departments in PT Expertindo Yogyakarta.
2. Design amoeba management system for other sector of industry both manufacturing and service in Indonesia.
3. Combine the amoeba management system with other disciplines or methods such as balanced scorecard.

