# DEVELOPING A PLATFORM TO CONNECT SMALL AND MEDIUM SIZED ENTERPRISES AND DIGITAL MARKETING AGENCIES

By

Joel Arthur Tanong 11802004

BACHELOR'S DEGREE in

# INFORMATION TECHNOLOGY FACULTY OF ENGINEERING AND INFORMATION TECHNOLOGY



SWISS GERMAN UNIVERSITY
The Prominence Tower
Jalan Jalur Sutera Barat No. 15, Alam Sutera
Tangerang, Banten 15143 - Indonesia

January 2023 Revision after Thesis Defense on 18 January 2023

### STATEMENT BY THE AUTHOR

I hereby declare that this submission is my own work and to the best of my knowledge, it contains no material previously published or written by another person, nor material which to a substantial extent has been accepted for the award of any other degree or diploma at any educational institution, except where due acknowledgement is made in the thesis.

Joel Arthur Tanong	
Student	Date
Approved by:	
<b>SWISS GERMAN UNIVERSITY</b>	
James Purnama, S.Kom., M.Sc	
Thesis Advisor	Date
Dr. Maulahikmah Galinium, S.Kom, M.Sc	
Dean	Date

#### **ABSTRACT**

## DEVELOPING A PLATFORM TO CONNECT SMALL AND MEDIUM SIZED ENTERPRISES AND DIGITAL MARKETING AGENCIES

By

Joel Arthur Tanong James Purnama, M.Sc., Advisor

SWISS GERMAN UNIVERSITY



Social Media has become a significant player in how people promote and grow their business by sharing their business online through Multiple Social Media platforms in this era. Due to the recent events of the COVID-19 Pandemic, there has been a large growth in the need for digital marketing agencies, meanwhile these small and medium sized enterprises or SMEs, require the skill and knowledge that the digital marketing agencies possess. This research will consider the importance and effectiveness of digital marketing in this era. The platform would bridge SMEs with digital marketing agencies, allowing an easier and effective way of taking advantage of the services that the digital marketing agencies provide. This system would also digitalize orders between any clients or SMEs and digital marketing agencies providing an interface that is informational and detailed.

Keywords: Digital Marketing, Digital Platform, SME, UMKM



### **DEDICATION**

I dedicate this work to God for giving me the strength to endure, and my loved ones for supporting me in my struggles.



#### **ACKNOWLEDGEMENTS**

I wish to thank the members of my committee for their support, patience and good humor. Their gentle but firm direction has been most appreciated. Mr. James Purnama, S.Kom.M.Sc was particularly helpful in guiding me with my thesis and very patiently encouraging me with my progress. I would also like to thank Dr. Maulahikmah Galinium, S.Kom, M.Sc. From the beginning, he had confidence in my abilities to not only complete a degree but to complete it with excellence.

I have found my coursework throughout the Curriculum and Instruction program to be stimulating and thoughtful, providing me with the tools with which to explore both past and present ideas and issues.

SWISS GERMAN UNIVERSITY

## TABLE OF CONTENTS

		Page
STA	TEMENT BY THE AUTHOR	2
ABS'	TRACT	3
DED	ICATION	5
ACK	NOWLEDGEMENTS	6
TAB	LE OF CONTENTS	7
LIST	OF FIGURES	9
LIST	OF TABLES	10
СНА	PTER 1 - INTRODUCTION	11
1.1	Background	11
1.2	Research Problems	13
1.3	Research Objectives	14
1.4	Significance of Study	14
1.5	Research Questions	14
1.6	Hypothesis	15
1.7	Scope CWICC CERMAN HNIVERCITY	15
СНА	PTER 2 - LITERATURE REVIEW	16
2.1	Cipta Kerja	16
2.2	Brief Concept of SMEs/UMKM	16
2.3	Fastwork.id	17
2.4	Sribulancer	17
2.5	Freelancer.co.id	18
2.6	Desmo Indonesia	18
2.7	Neoorganic	18
2.8	FATHCH Clothing	18
2.9	Cuan Helmet	19
СНА	PTER 3 – RESEARCH METHODS	20
3.1	Research Framework	20
3.2	System Analysis and Design	21
3.3	Prototype Development	21
3.4	User Acceptance Test and Analysis	21
CHA	PTER 4 – RESULTS AND DISCUSSIONS	22

DEVELOPING A PLATFORM TO CONNECT SMALL AND MEDIUM SIZED ENTERPRISES AND DIGITAL MARKETING AGENCIES	Page 8 of 47
4.1 Competitor Analysis	22
4.2 Overview Diagram	23
4.3 Architecture Diagram	24
4.4 Activity Diagram of TUMBUHBERSAMA	25
4.5 Figma Mock-Up	26
4.6 Database ERD Design of TUMBUHBERSAMA	27
4.7 Initial Website Mockup of TUMBUHBERSAMA	28
4.8 Initial Prototype of TUMBUHBERSAMA	28
4.8.1 Login	29
4.8.2 Register	30
4.8.3 SME Home	31
4.8.4 Paket Saya	33
4.8.5 Agency Home	33
4.8.6 Informasi dan Pengaturan Paket	34
4.9 User Acceptance Test	R 36
4.9.1 SME User Questionnaire	36
4.9.2 Analysis of SME User Questionnaire	38
4.9.3 Agency User Questionnaire	39
4.9.4 Analysis of Agency User Questionnaire	41
4.9.5 User Evaluation and Integration	42
4.9.6 SME Questionnaire User Evaluation and Integration	42
4.9.7 Agency Questionnaire User Evaluation and Integration	43
CHAPTER 5 – CONCLUSIONS AND RECOMMENDATIONS	43
5.1 Conclusions	43
5.2 Recommendations	44
REFERENCES	45
CURRICULUM VITAE	46

## LIST OF FIGURES

Figures	Page
Figure 1 Research Framework of TUMBUH BERSAMA	21
Figure 2 Overview Diagram of TUMBUHBERSAMA	23
Figure 3 Architecture Diagram of TUMBUHBERSAMA	25
Figure 4 Activity Diagram of TUMBUHBERSAMA	26
Figure 5 Figma Mockup Design of TUMBUHBERSAMA	27
Figure 6 ERD of TUMBUHBERSAMA	28
Figure 7 Initial Design of TUMBUHBERSAMA	29
Figure 8 Login Page	30
Figure 9 Wrong credentials login page	30
Figure 10 Register Page for Agency	31
Figure 11 Register Page for SME/UMKM	31
Figure 12 SME Homepage	32
Figure 13 Package page	32
Figure 14 Payment field after the Package page	33
Figure 15 Payment field pop up	33
Figure 16 Paket Saya Page	34
Figure 17 Agency Homepage	34
Figure 18 New Package Page	35
Figure 19 Package Fields Entered	36
Figure 20 Edit button Allows editing of current Data	37
Figure 21 Users Page	37

### LIST OF TABLES

Tables	Page
Table 1 Perceptions on digital marketing	13
Table 2 Competitor Analysis of TUMBUH BERSAMA	23
Table 3 SME User Questionnaire	39
Table 4 Agency User Questionnaire	42

