

PENERAPAN DATA MINING PADA DATA PENJUALAN SEPATU UNTUK MEMBENTUK SEGMENTASI DISTRIBUTOR DI CV. XYZ MENGGUNAKAN METODE CLUSTERING

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ABSTRAK

CV. XYZ merupakan produsen sepatu bermotif etnik yang memasarkan produknya pada distributor-distributor yang tersebar di beberapa wilayah di Indonesia. Pendistribusian sepatu saat ini kurang maksimal karena tidak sesuai dengan kebutuhan produk di distributor. Dampaknya yaitu banyaknya distributor yang memarkirkan sepatu dan proses distribusi untuk sampai ke tangan konsumen terkadang terhambat. Solusi dari permasalahan tersebut adalah dengan membentuk segmentasi distributor berdasarkan data penjualan. Segmentasi distributor tersebut dapat menjadi pengetahuan dengan menganalisis karakteristik atau perilaku yang berbeda yang mungkin membutuhkan produk atau pemasaran yang berbeda dari setiap segmennya. Pembentukan segmentasi distributor dapat dilakukan dengan memanfaatkan data mining metode clustering dengan menggunakan algoritma AHC. Algoritma AHC membentuk *cluster* berdasarkan kedekatan jarak di setiap *cluster*nya. Berdasarkan hasil pengujian dapat disimpulkan bahwa penelitian ini dapat membantu pihak pemasaran CV. XYZ untuk melakukan pemasaran dan strategi bisnis yang tepat untuk setiap segmen distributor sesuai dengan karakteristik di setiap segmennya.

Kata Kunci : segmentasi distributor, data mining, clustering, agglomerative hierarchical clustering, AHC

1. PENDAHULUAN

CV. XYZ merupakan produsen sepatu bermotif etnik yang memasarkan produknya pada distributor-distributor yang tersebar di beberapa wilayah di Indonesia. Distributor-distributor tersebut yang melayani pelanggan secara langsung, sehingga keberadaan dari distributor-distributor ini memiliki peran yang sangat penting untuk menentukan strategi bisnis ke depannya.

Setelah melakukan wawancara dengan pihak CV. XYZ, didapatkan informasi bahwa proses

pendistribusian produk akan dilakukan setelah distributor meminta kepada CV. XYZ, distributor meminta produk apabila persediaan produk di distributor telah habis atau hanya tersisa sedikit. Setelah melakukan permintaan kepada pihak CV. XYZ, sepatu akan didistribusikan ke distributor dan sepatu yang didistribusikan tersebut tergantung persediaan yang ada di gudang. Proses pendistribusian tersebut dirasa kurang maksimal. Hal tersebut dikarenakan pendistribusian sepatu tidak sesuai dengan kebutuhan produk di distributor. Dampaknya yaitu banyaknya distributor yang memarkirkan sepatu dan proses distribusi untuk sampai ke tangan konsumen terkadang terhambat.

Berdasarkan masalah yang telah dipaparkan sebelumnya, solusi yang mungkin dilakukan adalah dengan membentuk segmentasi distributor sehingga karakteristik kebutuhan produk dari setiap segmennya dapat terlihat. Kebutuhan dari setiap kelompoknya dapat terlihat berdasarkan data penjualan yang telah dilakukan. Maka dari itu segmentasi akan dilakukan berdasarkan data penjualan. Segmentasi distributor tersebut dapat menjadi pengetahuan dengan menganalisis karakteristik atau perilaku yang berbeda yang mungkin membutuhkan produk atau pemasaran yang berbeda dari setiap segmennya. Sehingga diharapkan dapat memaksimalkan proses pemasaran dan pendistribusian sepatu di CV. XYZ.

Dikarenakan jumlah distributor dan data penjualan yang cukup banyak mengakibatkan diperlukannya metode yang tepat untuk membentuk segmentasi distributor. Metode yang dapat digunakan dalam menganalisis data yang sangat banyak adalah metode data mining, yaitu metode yang digunakan untuk melihat pola atau set data yang berukuran besar [1]. Dalam data mining terdapat beberapa metode yang dapat digunakan tergantung dari tujuan yang akan dicapai. Salah satu metode yang dapat digunakan adalah metode clustering, yaitu metode yang memisahkan data ke dalam sejumlah kelompok (*cluster*) menurut kemiripan karakteristik dari data tersebut.

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RJ Alexander



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Proceedings of the First Jakarta International Conference on Multidisciplinary Studies Towards Creative Industries, JICOMS 2022, 16 November 2022, Jakarta, Indonesia Handika Dany Rahmayanti, Mawan Nugraha, Meisi Riana, Yuyun Khairunisa, 2022-12-21 This book is the proceeding of the International Conference Jakarta International on Multidisciplinary Studies towards Creative Industries JICOMS 2022 that was successfully held on 16 November 2022 using an hybrid platform The conference was Encouraging the creative industry as the alternative of a global economic backbone the First Jakarta International on Multidisciplinary Studies towards Creative Industries JICOMS 2022 is hosted by Center for Research and Community Service Politeknik Negeri Media Kreatif Polimedia The technical program of JICOMS 2022 consisted of 52 full papers including 4 invited papers in oral presentation sessions at the main conference tracks We have invited prominent speakers with expertise in the field of multidisciplinary studies The keynote speakers was presented by Sandiaga Salahuddin Uno B B A M B A as Minister of Tourism and Creative Economy of Indonesia and Benny Bandanadjaja as Deputation from Ministry of Education Culture Research and Technology of Indonesia The invited talk was presented Prof Daniel Punday from Mississippi State University USA Prof Yuh Wen Chen from Da Yeh University Taiwan Ruanni Tupas Ph D from University College London UK and Indra Kesuma Nasution P hD from ANC Japan Co LTd Japan This conference will give an excellent discussion and a future insight for developing our community Taking Collaboration of Cross Disciplinary Research to Develop Creative Industries as its theme the forum welcomes academia professionals researchers practitioners students and civil society organization representatives to share ideas and current studies in the fields of sciences and social sciences By this improvement we can increase our economic growth to compete in global arena which starts moving to society 5 0 To support above theme JICOMS 2022 should be related to Creative Industries with sub theme Learning Technology Publishing Technology Tourism Humanities Advertising Film Media and Communication Game and Application Design Applied Engineering Computing Technology Pulp Printing process and applications and Applied Physics Chemistry This conference has multidisciplinary topic it gives opportunity to make a global collaboration between academician industry and public government We also expect that the future JICOMS conference will be as successful and stimulating as indicated by the contributions presented in this volume

Proceedings of the 3rd Lawang Sewu International Symposium on Engineering and Applied Sciences (LEWIS-EAS 2024) Laily Muntasitoh, Fitri Dwi Indarti, 2025-06-22 This book is an open access Welcome to the 3rd Lawang Sewu International Symposium on Engineering and Applied Sciences 3rd LEWIS EAS an annual international symposium held by Universitas Muhammadiyah Semarang This year the symposium will take place online via Zoom on November 27 2024 in Semarang Central Java Indonesia The 3rd LEWIS EAS is intended to provide a forum for lecturers professionals researchers and students to collaborate explore opportunities and exchange valuable insights to shape a sustainable future through cutting edge innovations and dynamic discourses in technology Studies

focused on engineering sciences are welcome Submitted papers must meet criteria including originality novelty and not having been previously published and must be written in English The symposium will feature main speakers invitees and oral sessions To increase the dissemination and visibility of research findings accepted papers will be published in online Proceedings

IConVET 2021 Made Windu Antara Kesiman,I Made Dendi Maysanjaya,I Made Gede Sunarya,2022-02-21 The 4th International Conference on Vocational Education and Technology is an international forum specially designed by the Faculty of Engineering and Vocational Universitas Pendidikan Ganesha to bring together academics researchers and professionals to present their ideas and experiences in a scientific event IConVET 2021 welcomes paper submissions for innovative work from researchers from diverse backgrounds including students teachers researchers practitioners and the general public in Education Vocational and Technology The IConVET 2021 theme is Digital Transformation on TVET in The New Normal Era This 4th International Conference on Vocational and Technology is attended by participants from more than 29 different university and institute who represent Two different countries namely Indonesia and France Therefore on behalf of the committee and the Research Institute of Universitas Pendidikan Ganesha The success of the IConVET 2021 is due to the support of many people i e steering committee members program committee members organizing committee members authors presenters participants keynote speakers student committee and people in other various roles We would like to thank them all

ICONQUHAS 2018 Yusuf Rahman,Irma Riyani,Kusmana,Dadang Darmawan,Izzah Faizah Siti Rusydati Khairani,Jajang A Rohmana,2018-10-02 Proceedings of the 2nd International Conference on Quran and Hadith Studies Information Technology and Media in Conjunction with the 1st International Conference on Islam Science and Technology ICONQUHAS ICONIST Bandung October 2 4 2018 Indonesia Now days Multimedia devices offer opportunities in transforming the Quran and Hadith into different forms of use and into extended areas of studies Technology information offers challenges as well as opportunity Therefore Faculty of Ushuluddin UIN the State Islamic University Syarif Hidayatullah Jakarta of UIN Sunan Gunung Djati Bandung and UIN Maulana Malik Ibrahim Malang held jointly the 2nd International Conference on Qur an and Hadith Studies ICONQUHAS 2018 and the 1st International Conference on Islam Science and Technology ICONIST2018 with the theme Qur an Hadith Information Technology and Media Challenges and Opportunities This conference aims at bringing together scholars and researchers to share their knowledge and their research findings This publication resulted from the selected papers of these conferences

Proceedings of the 3rd Universitas Lampung International Conference on Social Sciences (ULICoSS 2022) Ryzal Perdana,Gede Eka Putrawan,Bayu Saputra,Trio Yuda Septiawan,2023-05-03 This is an open access book The 3rd Universitas Lampung International Conference on Social Sciences ULICoSS 2022 ULICoSS 2022 is an international conference organized by the Institute for Research and Community Services Universitas Lampung Indonesia The event took place on 6th 7th September 2022 in Bandar Lampung City on the Indonesian island of Sumatra This event will adopt a hybrid working model combining an in person event with an

online meeting via Zoom Attendees and presenters are expected to interact in this way using technology to connect to global networks As has been widely stated in the literature a number of reports and papers have examined the pandemic s negative effects with the majority of work to date focusing on COVID 19 s negative impact on psychological well being Thus social adjustment is required for resilience in order to adapt to and change in the face of adversity In other words it is clear that social adjustment which includes the specific behaviors and abilities that people use to deal with daily problems and adapt to changing circumstances is critical for global resilience today As such this international conference which will feature five invited keynote speakers from the Czech Republic Hungary Indonesia and Japan is intended to serve as a forum for the dissemination of specific alternative and significant breakthroughs in rapid social adjustments for global resilience with an emphasis on global society social welfare and development and innovative communication among other topics Therefore we invite scholars academics researchers experts practitioners and university students to participate and share perspectives experiences and research findings by submitting papers on a variety of topics relevant to the conference s theme and scope All abstracts and papers submitted for consideration will undergo a double blind peer review process to ensure their quality relevance and originality

Kids Cybersecurity Using Computational Intelligence Techniques Wael M. S.

Yafooz,Hussain Al-Aqrabi,Arafat Al-Dhaqm,Abdelhamid Emara,2023-02-20 This book introduces and presents the newest up to date methods approaches and technologies on how to detect child cyberbullying on social media as well as monitor kids E learning monitor games designed and social media activities for kids On a daily basis children are exposed to harmful content online There have been many attempts to resolve this issue by conducting methods based on rating and ranking as well as reviewing comments to show the relevancy of these videos to children unfortunately there still remains a lack of supervision on videos dedicated to kids This book also introduces a new algorithm for content analysis against harmful information for kids Furthermore it establishes the goal to track useful information of kids and institutes detection of kid s textual aggression through methods of machine and deep learning and natural language processing for a safer space for children on social media and online and to combat problems such as lack of supervision cyberbullying kid s exposure to harmful content This book is beneficial to postgraduate students and researchers concerns on recent methods and approaches to kids

cybersecurity

Dasar Pemrograman : Teori & Aplikasi Samuel Aleksander Mandowen,H. Rustiyana,Khilda Nistrina,Santi Prayudani,Loso Judijanto,2025-10-25 Buku Dasar Pemrograman Teori Aplikasi membahas secara komprehensif konsep logika serta penerapan dasar pemrograman dalam dunia teknologi modern Disusun dalam lima bagian utama buku ini menguraikan pengantar pemrograman konsep algoritma dan logika struktur data dasar operator dan ekspresi serta tren perkembangan pemrograman di era digital Pembaca diajak memahami definisi tujuan dan manfaat pemrograman serta menelusuri evolusi bahasa pemrograman modern melalui pendekatan historis dan praktis Selain itu buku ini mengajarkan pembuatan algoritma menggunakan flowchart dan pseudocode untuk membantu memahami cara kerja program secara logis

dan sistematis Pembahasan diperkuat dengan studi kasus dan perbandingan implementasi bahasa pemrograman seperti C C dan Java sehingga pembaca dapat memahami perbedaan konsep serta penerapan nyata di berbagai platform Buku ini juga menyoroti perkembangan pemrograman terkini yang berkaitan dengan kecerdasan buatan big data dan cloud computing Dengan pendekatan teoritis dan aplikatif karya ini menjadi panduan penting bagi mahasiswa dan praktisi untuk memahami dasar dasar ilmu pemrograman secara menyeluruh

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