

DAFTAR TABEL

Tabel I.1 Persentase Penjualan Produk	18
Tabel I.2 Pendapatan Perusahaan Tiap Bulan	18
Tabel III.1 Identifikasi Kebutuhan Data	35
Tabel IV.1 Biodata Perusahaan	37
Tabel IV.2 Tabel Pertanyaan Wawancara Internal	38
Tabel IV. 3 Jumlah Stock yang dimiliki Perusahaan	39
Tabel IV. 4 Persentase Penjualan Perusahaan.....	41
Tabel IV.5 Biaya Gaji Karyawan dan Sewa Gedung.....	43
Tabel IV.6 Kompetitor distro RichMonkey	49
Tabel IV. 7 Konfirmasi Analisis SWOT Value Proposition.....	55
Tabel IV.8 Konfirmasi Analisis SWOT Cost and Revenue.....	59
Tabel IV.9Konfirmasi Analisis SWOT Infrastructure	59
Tabel IV. 10 Konfirmasi Analisis SWOT Customer Interface	61
Tabel IV.11 Perhitungan Bobot & Skor Value Proposition.....	64
Tabel IV.12 Perhitungan Bobot & Skor Cost and Revenue.....	67
Tabel IV.13 Perhitungan Bobot & Skor Infrastructure	68
Tabel IV.14 Perhitungan Bobot & Skor Interface.....	70
Tabel V.1 Tabel SWOT Value Proposition	73
Tabel V.2 Strategi Usulan Value Proposition	75
Tabel V.3 SWOT Cost and Revenue	77
Tabel V.4 Strategi Usulan Cost and Revenue	78
Tabel V.5 SWOT Infrastructure.....	80
Tabel V.6 Strategi Usulan Infrastructure.....	81
Tabel V.7 SWOT Customer Interface.....	83
Tabel V.8 Strategi Usulan Customer Interface	84
Tabel V.9 pain Relievers	86
Tabel V.10 Gain Creators.....	87