

nto  
26, 2018 9:56 AM

**To:** Yudi Zakariya  
**Cc:** Dennis Tolbok; Lukas Pedy; Mathius J Tangdilallo  
**Subject:** FW: Brave & Accenture Support for Closing Job

**Sam Yud,**  
Segera prepare TCAR dan bawa support dokumen terkait.

**Luke,**  
Please prepare data-data pendukungnya dan infokan target SO yang akan di-close

**P. Dennis,**  
FYI

Best Regards,

**Bambang F Rianto**  
Manager Service Operation

**PT Trakindo Utama**  
Sangatta Region  
Northern Kalimantan Division  
Komplek Tanggo Delta - KPC Site  
Sangatta, Kutai Timur, Kalimantan Timur 75611, Indonesia  
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**From:** Bambang F Rianto  
**Sent:** Friday, October 26, 2018 9:54 AM  
**To:** Dodiek Y Kurniawan; Endang Hermawan; Jufri Sibarani; Syaiful Rohman; Muhammad Wahyudi; Suramto  
**Cc:** M. Rahman; Andi Mauraga; Hananto Bentar; Deddy Dwiyono; Les Bertossi; Fanny Mamahit; Mega Nila Yustira; Recky Hendrawan; Peter Jones  
**Subject:** RE: Brave & Accenture Support for Closing Job

**Pak Dodiek,**  
Siap 86,  
I will assign Yudi Zakaria to speed up close job with high value with details support document

Best Regards,



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**From:** Dodiek Y Kurniawan

**Sent:** Thursday, October 25, 2018 5:29 PM

**To:** Endang Hermawan; Jufri Sibarani; Syaiful Rohman; Muhammad Wahyudi; Bambang F Rianto; Suramto

**Cc:** M. Rahman; Andi Mauraga; Hananto Bentar; Deddy Dwiyono; Les Bertossi; Fanny Mamahit; Mega Nila Yustira; Recky Hendrawan; Peter Jones

**Subject:** Brave & Accenture Support for Closing Job

Bapak – Bapak,

Sehubungan kita mengalami kesulitan dalam mem-proses Closing SO ( closing job ) terutama **big job ( high value )**, maka HO menawarkan support langsung dari HO

**Maksudnya** : kita mengirimkan perwakilan dari Region ( BPN, SMD dan SGT ) untuk melakukan **eksekusi closing job di HO** dengan didampingi team Brave & Accenture sehingga ketika mendapatkan masalah langsung bisa di selesaikan

Diutamakan adalah **Job – Job** yang **Ready to Close** ( benar-benar siap di close )

strategy ini sudah dilakukan team TTD dan berhasil meng-close US\$ 4.3 Mio minggu ini dan minggu depan team SKal juga akan mengirimkan wakil-nya

Saran dari kami yang diberangkatkan adalah :

- BPN : Bu Cathy
- SMD : Pak Bambang
- SGT : Pak Yudi Zakaria
- Area : Mbak Mega ( meng-handle daily issue dan membantu Tarakan - Berau )

Kita bisa mengejar closing job di 3 hari terakhir ( Senin – Rabu )

Hal ini sudah kami mintakan ijin ke GM dan Beliau menyetujui dengan catatan kita harus well prepare dengan job – job yang ready to close

HO akan membantu menyiapkan akomodasi dan ruang kerja sudah disiapkan

Diharapkan masing – masing bisa membawa Laptop.



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**Dodiek Y Kurniawan**

Service Dept. Northern Kalimantan Division

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