

Desman Parulian Tambunan

From: Rozy Andrianto
Sent: Sunday, November 25, 2018 10:17 PM
To: Pamungkas Taufiq Saputro; Desman Parulian Tambunan; Ertrianta Adi Prabawa
Subject: FW: NPI & GTM summit - February 26-28, 2019

Gents,
You got the approval, please raise your TCAR immediately.
I believe you all have the valid passport, if not please arrange immediately

Best Regards,

Rozy Andrianto

General Manager - FORAG & CONSTRUCTION Marketing

PT Trakindo Utama

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A member of **Tiara Marga Trakindo Group**

From: David Freddynanto <david.freddynanto@trakindo.co.id>
Sent: Sunday, November 25, 2018 9:28 PM
To: Rozy Andrianto <randrianto@trakindo.co.id>
Subject: RE: NPI & GTM summit - February 26-28, 2019

Pak Rozy,

Good Idea. Please proceed.

Best Regards,

David Fr
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From: Rozy Andrianto <randrianto@trakindo.co.id>
Sent: Sunday, 25 November 2018 9:07 PM
To: David Freddynanto <david.freddynanto@trakindo.co.id>
Subject: FW: NPI & GTM summit - February 26-28, 2019

Pak David,

Below is invitation for NPI (New Product Introduction) and GTM (Go To Market) Summit GCI product in Singapore 26-28 Feb 2019.

Originally, they want to be held the event spesific for Trakindo in Jakarta, the same as what we did for 320 Next Gen.

I was the one proposing the event to be held together with other dealer in Singapore, so that we can learn each other and give exposure to our PLC meeting with their counterpart other dealer in the region. What I learnt from the past 320 Next Gen NPI event, it was more to be CAT pushing us to do preparation for next coming NPI and many CAT visitor coming to Jakarta for the shake of their tick box.

Finally, they agree with my suggestion to held the event in Singapore combine with other dealer in region.

With this email, I would like to have your approval to send respective PLC with myself to join the event in Singapore, 26-28 Feb 2019.

The participants would be:

- My self
- Desman – PLC for D6GC, D6K
- Pamungkas – PLC for 966GC, 973K & 326
- Rean – PLC for 120NG

Happy to discuss further for your kindest approval.

Best Regards,

Rozy Andrianto

General Manager - FORAG & CONSTRUCTION Marketing

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A member of **Tiara Marga Trakindo Group**

From: Karthikeyan Prabakar <Prabakar_Karthikeyan@cat.com>

Sent: Sunday, November 25, 2018 8:47 PM

To: Rozy Andrianto <randrianto@trakindo.co.id>; Peter Docherty <pdocherty@trakindo.co.id>; Barkah Rahmat <barkah.rahmat@trakindo.co.id>; Ertrianta Adi Prabawa <ertrianta.prabawa@trakindo.co.id>; Desman Parulian Tambunan <desman.tambunan@trakindo.co.id>; Pamungkas Taufiq Saputro <pamungkas.saputro@trakindo.co.id>; Haris Dini Muharyanto <haris.muharyanto@trakindo.co.id>

Cc: Annas Fadly <Fadly_Annas@cat.com>; Aswin Budiwibawa <Budiwibawa_Aswin@cat.com>; Mort Ed <mort_ed@cat.com>

Subject: NPI & GTM summit - February 26-28, 2019

Trakindo Team,

We cordially invite you to the 2019 NPI & GTM summit which is scheduled to be held between 26th and 28th of February 2019 in Singapore. The machine models that are going to be covered during this summit are below:

PG	Model	First Ship		Summary
MG	120 (Next Gen)	2019	7	Focus
TTTMD	D6 GC (Previously D7 GC)	2019	10	Focus
MWL	966GC	2019	10	Focus
LHEX	349	2019	3	Refresh

LHEX	345GC	2019	1	Refresh
MG	140 GC	2019	3	Sub Focus
MHEX	326	2019	9	Sub Focus
L&H	986K / 740GC / 773	2019		Update
TTTMD	D6K (Wave Update)	2019	2	Update
TTL	973K	2019	4	Update

The NPI & GTM summit participants include all South East Asian dealers. I have attached the agenda for your reference.

If there are any other specific topics that you would require the summit to be focussed on, do let me know well in advance to have sufficient preparation time for the presenters.

Looking forward to your participation. Thanks.

Regards, Karthik

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Karthikeyan Prabakar
Territory Manager, Global Construction & Infrastructure

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