

Candra Purowenang

From: Arpad Tri <oktaviar2005@gmail.com>
Sent: Wednesday, May 15, 2019 11:43 AM
To: Haris Dini Muharyanto
Cc: Wahyu Eko Priyo Utomo; Candra Purowenang; Sariyanto; Aswin Budiwibawa; Imam Muslim; Boy Achmad Fadjar
Subject: Meeting with Petrosea , Hasnur and Product Group

Selamat siang pak Haris,

As discussed, we had our follow up meeting yesterday with pak Wahyu, pak Candra, pak Sariyanto and a second one this morning with pak Candra and pak Sariyanto for the preparation of Petrosea's visit. The team is ready and looking forward to know the next week Petrosea meeting date.

In general term, the focus of discussion with Petrosea will be as follows:

- Emphasize on how Petrosea achieves Extend Powertrain life in HD785-7 and using which criterion
- Will try to get HD785-7 Komtrax Plus data
- Find out how Petrosea calculates Productivity, Fuel consumption and TCO. The later has many aspects since it involves many data i.e. average payload, component cost
- Similar concept and approach but with Petrosea's 777E (except for Extend Component since they expect the guidance from us)

The team is also planning to discuss with Product Group about the initiative to extend 777E Powertrain life so that later Product Group can confirm the new midlife and component life time at 25k.

We would like to know when you will be available to join the Skype meeting with Product Group?

Besides that, the team would like to get your support to coordinate with Major Account Sales for the next meeting with Hasnur in order to get more information about Komatsu's offer of 25k extended warranty and looking forward to get the meeting date.

Remark:

- Today pak Boy inform that Petrosea get an offer from Komatsu of HD785-7 with 25k extended warranty and Petrosea will challenge Komatsu to 30k
- Would Trakindo's team please share the updated question list and also please pak Sariyanto prepare the list of 777E Vision Link/VIMS parameters of the powertrain for our next meeting.

Thank you

Arpad

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