

Rozy Andrianto

From: Karthikeyan Prabakar <Prabakar_Karthikeyan@cat.com>
Sent: 01 June 2023 09:53
To: Martin Williams; Rozy Andrianto
Cc: Mark Chng; Cornelia Alverina; Francis Loh; Ivander Sihombing; ANGGHA FEBRIAN
Subject: RE: Invitation to Rev Up meeting July 10 and 11 (South East Asia)

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Thanks Martin and Pak Rozy for the update.

I will confirm that 7 participants from Trakindo will be joining the Rev-up meeting.

Caterpillar will be reserving the rooms for the entire group. I will share the booking confirmation once available. Checkin and checkout dates will be 10th & 12th July 2023 (2 nights). Please advice if otherwise. Thanks.

Regards, Karthik

Caterpillar: Confidential Green

From: Martin Williams <martin.williams@trakindo.co.id>
Sent: Wednesday, 31 May 2023 18:55
To: Rozy Andrianto <randrianto@trakindo.co.id>
Cc: Karthikeyan Prabakar <Prabakar_Karthikeyan@cat.com>; Mark Chng <Chng_Mark@cat.com>; Cornelia Alverina <Alverina_Cornelia@cat.com>; Francis Loh <Loh_Francis@cat.com>; Ivander Sihombing <Sihombing_Ivander_C@cat.com>; Anggha Febrian <ANGGHA.FEBRIAN@cat.com>
Subject: Re: Invitation to Rev Up meeting July 10 and 11 (South East Asia)

CAUTION: EXTERNAL EMAIL

This is a message from martin.williams@trakindo.co.id.
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Karthik,

As previously advised unfortunately I will not be attending this meeting as I will be on leave ... I miss communicated this to Rozy by accident so sorry for the confusion

Thanks

Regards

Martin Williams

On 31 May 2023, at 18:31, Rozy Andrianto <randrianto@trakindo.co.id> wrote:

Hi Karthik,

This is to confirm that Trakindo team joining Rev Up meeting in Singapore would be:

C&F Team:

1. Rozy Andrianto
2. Irwan Setiyanto
3. Hagen Jevon Oszarwin

RI Team:

4. Martin Williams
5. Kiswanto
6. Barkah Rahmat
7. Aswin Achmadi
8. Seprin Asang Pananda

I will be delivering SEM Collaboratio and Pak Kiswanto will be delivering VST.

Please help us for next logistic arrangement

Best Regards,

Rozy Andrianto

**Division Head - Cons & Forag
Marketing and Sales**

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A member of **Tiara Marga Trakindo Group**

From: Karthikeyan Prabakar <Prabakar_Karthikeyan@cat.com>

Sent: Monday, May 29, 2023 4:34 PM

To: Rozy Andrianto <randrianto@trakindo.co.id>; Desman Parulian Tambunan

<desman.tambunan@trakindo.co.id>; Hagen Jevon Oszarwin <hagen.oszarwin@trakindo.co.id>; Irwan Setiyanto <irwan.setiyanto@trakindo.co.id>; Kiswanto <kiswanto@trakindo.co.id>; Seprin Asang Pananda <seprin.pananda@trakindo.co.id>; Aswin Achmadi <aswin.achmadi@trakindo.co.id>; Barkah Rahmat <barkah.rahmat@trakindo.co.id>; Martin Williams <martin.williams@trakindo.co.id>
Cc: Mark Chng <Chng_Mark@cat.com>; Cornelia Alverina <Alverina_Cornelia@cat.com>; Francis Loh <Loh_Francis@cat.com>; Ivander Sihombing <Sihombing_Ivander_C@cat.com>; ANGGHA FEBRIAN <ANGGHA.FEBRIAN@cat.com>

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Gents,

For the Rev-up event scheduled in Singapore, Trakindo has been selected to share on the following 2 topics

1. SEM/Caterpillar collaboration : The relationship and collaboration that Trakindo has with TSU is unique and has been impactful over the last 18 months to win back PINS in the EMD space.
2. VST Success (Sell the Value) : Trakindo has the highest VST adoption in SE Asia and it would be good if we could share the journey of how we got there, how it helps in customer interactions, helps close deals (with an example) will be insightful to the team

The time allocated is 20 minutes per topic including some time for Q&A.

As this is a multi dealer event, the presentations will have to undergo legal clearance. Hence request you to submit the slides by next Friday, 9th June 2023.

Do feel free to reach out to me should you have any further questions or clarifications. Thanks.

Regards, Karthik

Caterpillar: Confidential Green

From: Mark Chng <Chng_Mark@cat.com>

Sent: Wednesday, 10 May 2023 10:13

To: Rozy Andrianto <randrianto@trakindo.co.id>; Martin Williams <martin.williams@trakindo.co.id>; Desman Tambunan <desman.tambunan@trakindo.co.id>; Hagen Jevon Oszarwin <hagen.oszarwin@trakindo.co.id>; Irwan Setiyanto <irwan.setiyanto@trakindo.co.id>; Kiswanto <kiswanto@trakindo.co.id>; Haris Dini Muharyanto <haris.muharyanto@trakindo.co.id>; Barkah Rahmat <barkah.rahmat@trakindo.co.id>; Aswin Achmadi <aswin.achmadi@trakindo.co.id>; Seprin Asang Pananda <seprin.pananda@trakindo.co.id>

Cc: Peipei Chua <Pei.Chua@cat.com>; Karthikeyan Prabakar <Prabakar_Karthikeyan@cat.com>; Cornelia Alverina <Alverina_Cornelia@cat.com>; Ivander Sihombing <Sihombing_Ivander_C@cat.com>; Francis Loh <Loh_Francis@cat.com>; Anggaha Febrian <ANGGHA.FEBRIAN@cat.com>

Subject: Invitation to Rev Up meeting July 10 and 11 (South East Asia)

Dear Team Trakindo,

The 2023 REV Up is returning to an interactive face-to-face event! We are pleased to invite you to attend the 2023 REV Up event that will be held in Singapore from 10 July afternoon to 11 July.

The 2023 REV Up is a forum to align on regional Go-to-Market strategies for NPI programs, and a platform for dealers to share experiences and drive a strong regional execution of the CI Top 5 tactics. Selected themes are aimed at driving profitable growth: driving technology adoption; addressing Chinese competitive threats; CAT/SEM collaboration; cross sharing of best practices among dealers. A copy of the agenda is attached for reference.

Please confirm your attendance in the coming week. Your GCI representative will be contacting you on details of the event and hotel room reservation at the special event rate.

We look forward to your participation in this event. [If you have any query , please reach out to Cornelia or me.](#)

Thanks
Mark.

Caterpillar: Confidential Green