

Trakindo 



MAINHEIM VISIT for PT Pertamina EP

Jakarta, 29 Sep 2023
Power System Division HO
Confidentiality Status **Green**

ADVANCING YOU FORWARD >>>®

Copyright © 2023 PT Trakindo Utama. All Rights Reserved.

PROTOKOL KESELAMATAN & KESEHATAN



Pastikan Anda mengetahui nomor telepon darurat, jalur evakuasi, dan First Aider/ Floor Warden di lokasi Anda.



Perhatikan ergonomi posisi kerja dan bahaya sekitar tempat kerja Anda.



Jangan melakukan virtual meeting sambil menyetir kendaraan.



Laksanakan PHBS (Perilaku Hidup Bersih dan Sehat): Mencuci tangan dan memakai masker jika diperlukan.

TATA LAKSANA VIRTUAL MEETING



Matikan mikrofon Anda saat tidak dalam giliran berbicara.



Gunakan raise hand bila ingin bertanya atau menginterupsi.



Jaga kerahasiaan informasi Perusahaan.



Tidak diperkenankan untuk mengambil gambar (foto, screen capture, screen recording).

Background

- PWS has big opportunity in Prime Product and Product Support for PT Pertamina EP in 2024
- Engine Sales target For PT PEP Group increased significantly in 2024 by \$ 2 Mio (eq. 4 x CG 17-16 and 5 units 3512).
- Product Support Target for Plan PT PEP for 92 units comprise of 84 CAT units and E60 4 unit MWM od CAT CG
- **Factory Visit play a key Role to enabling Convincing and confirming PT PEP on CAT Quality Products**
- **Securing MWM and CG in the TVM4, as it is the door to lock the opportunity.**

Opportunity & Goal

Oppies :

By visiting the production process and quality in 4 days, we will be able to:

- Secure the best experience in customers perception.
- Secure Order for 2 x E60 for PEP Sukowati
- Secure Maintenance Contract for MWM in PEP
- Ensure the Branches After Sales capacity in supporting TAT improvement

Objective : Convince customer to hold Contract for MWM in TVM4 and new CG units for any Gas Engine Opportunities

- Deliverables :
- Factory Visit for PT PEP Sukowati Management Team
 - Overview for CAT Production Facilities in Mainheim
 - Single Letter Appointment for PT TU to be a dealer in CG Series

Scope & Event Duration

Activity

- Factory Visit in Mainheim with Customer

Duration

- 5 day in 5 – 10 October 2023 CAT Factory Mainheim

Cost

- Trakindo 1 Pax only US\$ 5.000

Team

- PT Trakindo 1 Pax Management Level
 - Teuku Syahrial
- PT PEP
 - 1. Bong Bongan Tampubolon VP Supply Chain
 - 2. Wiratama – GM Zona 11
 - 3. David – SM Produksi PEP
 - 4. Hakkim – VP Operasi PEP
 - 5. Chandra Manajer projects PEP

Place & Time



Activity

- Factory Visit in MWM Headquarters | Caterpillar Energy Solutions GmbH, Carl-Benz-Straße 1, 68167 M

Place & Time

This event will be held :

- Date : 05 Nov 2023 till 10 Nov 2023
 - Venue : CAT Mainheim Location : Frankfurt
- a. Participant are PEP team near the meeting location
 - b. . Participant are member in visiting CAT will be stay in the
Mercure Hotel Mannheim am Rathaus
F7 5-13, 68159 Mannheim, Germany
+49621336990

ESTIMATED COST

Below estimation Factory Visit per Pax. (in IDR) for 2 pax

1.	Air Ticket (Eco)	: 47.888.100, -
2.	Rent Car/Taxi	: 12.000.000 -
3.	5 days Hotel 3 Star	: 15.000.000, -
4.	Lunch	: 3,000.000,-
	Total cost / orang	: 77,888,100, -

Total cost IDR 77,888,100 already embedded in Projects Sukowati

ESTIMATED COST

Multi-city trip



Business Class · 1 passenger

IDR 47,888,100

Lowest total price


Selected flights

Track prices

	Sun, Nov 5 · 8:35 AM – 7:10 PM Qatar Airways	16 hr 35 min CGK–FRA	1 stop 1 hr 15 min DOH	3,086 kg CO ₂ Avg emissions
	Sat, Nov 11 · 3:25 PM – 2:55 PM ^{*1} Qatar Airways	17 hr 30 min FRA–CGK	1 stop ▲ 3 hr DOH	2,947 kg CO ₂ Avg emissions

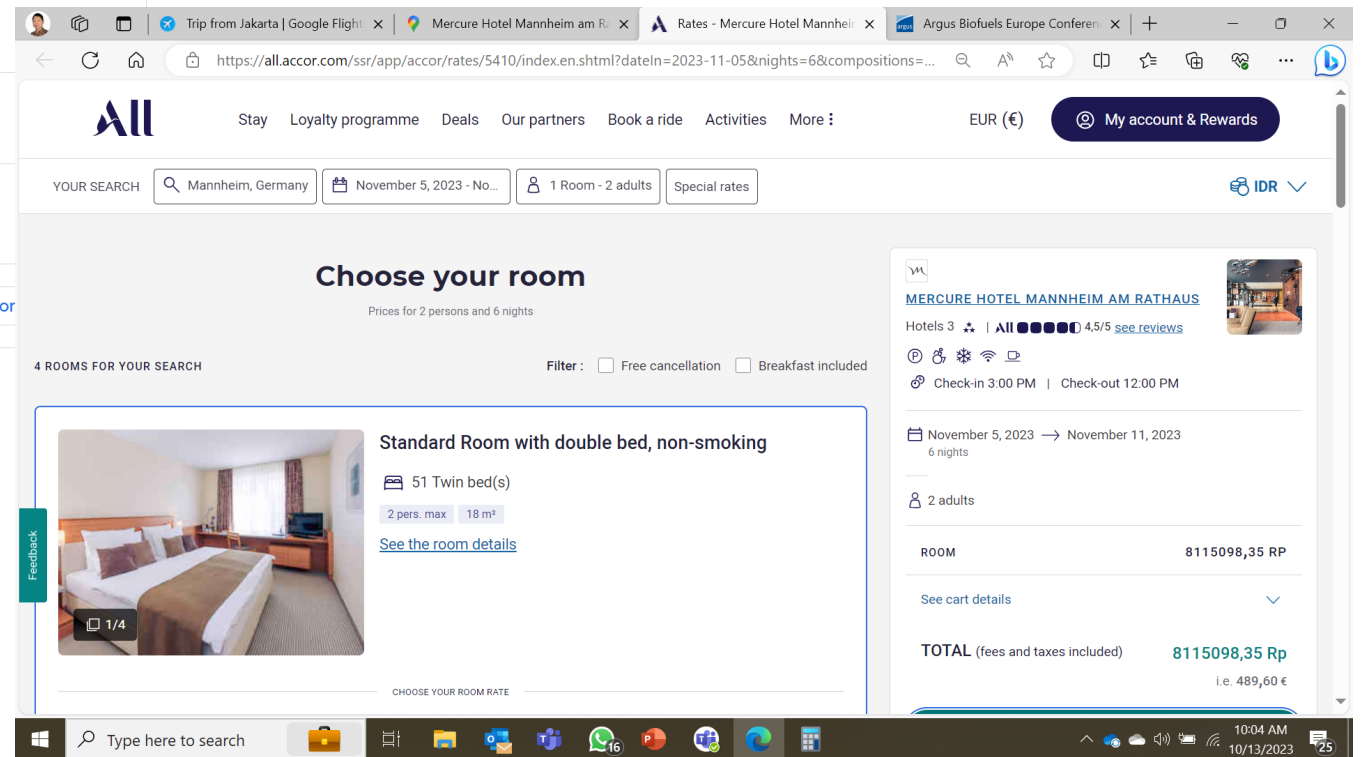
Booking options

How options are ranked

	Book with Qatar Airways QR 959, QR 71, QR 68, QR 956	IDR 47,888,100	Cor
---	---	----------------	-----

Qatar Airways

Mercure Mannheim



The screenshot shows the All.com website interface for booking a room at the Mercure Hotel Mannheim am Rathaus. The search criteria are Mannheim, Germany, for November 5, 2023, for 2 adults in 1 room. The selected room is a 'Standard Room with double bed, non-smoking' with 51 twin beds, 2 persons max, and 18 m². The total price is 811,509.35 Rp (811,509.35 Rp), which includes fees and taxes (489.60 €). The page also shows the hotel's rating (4.5/5) and check-in/out times (3:00 PM / 12:00 PM).

2023 © PT Trakindo Utama. All rights reserved. The content of this presentation may not be used, duplicated or transmitted in any form without the written consent from PT Trakindo Utama.



ADVANCING YOU FORWARD

Trakindo



Power System Division

The content of this presentation may not be used, duplicated or transmitted in any form without the written consent from PT Trakindo Utama.