

Trakindo 



Proposal Factory Acceptance Test PT PAL INDONESIA to CAT Lafayette & Griffin for Frigate & LPD Philippine

Jakarta, 18 Sep 2023
Power System Division HO
Confidentiality Status **Green**

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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 won several Big Projects in PT PAL Indonesia
- Engine Sales target for PT Pal Indonesia are USD 5,5 Mio in Year 2024 which Comprises of the following (4x3512C untuk Projects Frigate 1 dan 8 x C32 untuk LPD Philippine Navy)
- **FAT (Factory Acceptance Test)** are mandatory as per Contract requirements between PT Pal Indonesia and the End-user. (Indonesian Navy & Philippine navy)
- **FAT (Factory Acceptance Test) will be used to show quality**, this will make a big differentiation compared to the other genset that coupled in Singapore or other region not from Factory.

Opportunity & Goal

By visiting the production process and quality in 10 days, we will be able to:

- Secure the best experience in customers perception especially for NAVY
- Secure Order for Parchim and FPB Class Genset in 2024
- Secure Order for second Frigate in 2025
- Opening our chances for UAE LPD

Objective : Full fill contract Agreement for Frigate. Philiphine Navy and Opening Oppies In LPD UAE

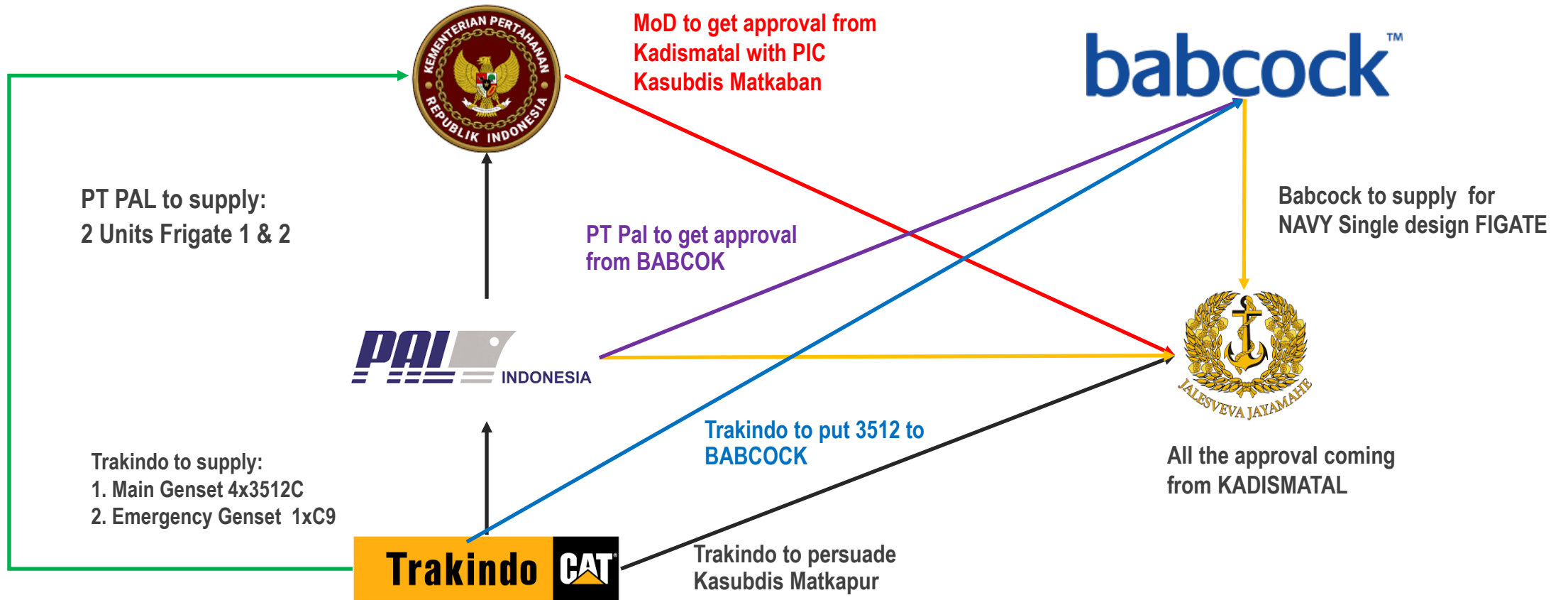
Deliverables :

- Factory Acceptance test for Frigate TNI AL
- Factory Acceptance test for LPD Philiphine Navy

Frigate TNI AL

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Projects Stakeholder FRIGATE



Scope & Event Duration FAT

Activity

- Factory Visit in Lafayette
- Factory Visit in Griffin

Duration

- 7 day in CAT Factory Lafayette
- 3 day in CAT Factory Griffin

Cost

- Estimated 72.000

Team

- PT Trakindo 1 Pax
- PT TUS 1 Pax
- PT PAL, 1 Pax
- MoD, TBA 5 from MoD

2.1. Witness of Factory Acceptance Test (FAT) for:

Main Diesel Generators witnessed by 6 (Six) persons (One person from Shipyard & Five persons from Ship Owner), 7 (Seven) Days (Include Travelling days) in USA.

- All economy flight tickets, hotel, accommodation (standard) and local transportation in USA shall be borne by Vendor.
If the ticket should be upgraded from economy class to business class the additional cost will be borne by the Company and Vendor will assist it accordingly.
- The invitation for FAT must be submitted by Vendor to the Company not less than 60 days before execution date.
- FAT arrangements are subject to Visa approval by USA Embassy / Government Policy.
- If Visa is not approved, the FAT shall continue as per schedule without delay and without cost deduction.
- If the US Government grant Visas for the personnel's' travel to USA, the US government may allocate a dedicated hotel for all personnel, and their movements may be restricted.
- Approval to visit Caterpillar Factory in USA shall also be subject to final approval by Caterpillar Inc.
- If the Company proceeds with the travel arrangements for the FAT despite of travel restrictions effected by the respective governments, all medical / regulatory restricted movement costs incurred under such travel conditions, shall be borne by the Company, and Vendor will assist with the arrangements accordingly.

Scope & Event Duration PSI

Activity

- Factory Pre-shipment Inspection
- Factory Visit in Griffin

Duration

- 6 day in CAT Factory Lafayette
- 3 day in CAT Factory Griffin

Cost

- Estimated 72.000

Team

- PT Trakindo 1 Pax
- PT TUS 1 Pax
- PT PAL, 1 Pax
- MoD, TBA 5 from MoD

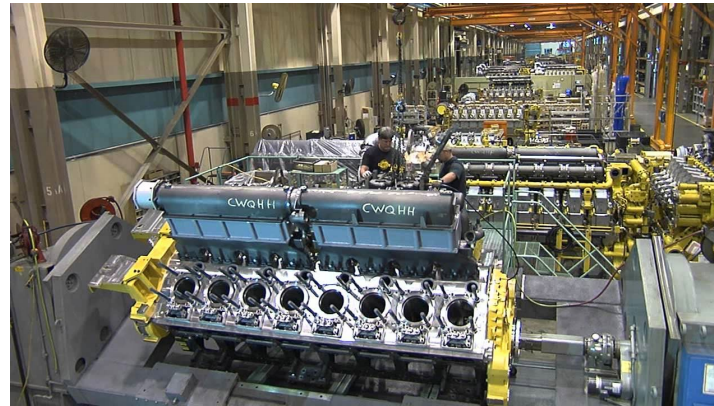
2.2. Pre Shipment Inspection (PSI)

Pre Shipment Inspection (PSI) for Main Diesel Generators witnessed by 6 (Six) persons (One person from Shipyard & Five persons from Ship Owner), 7 (Seven) Days (Include Travelling) in USA.

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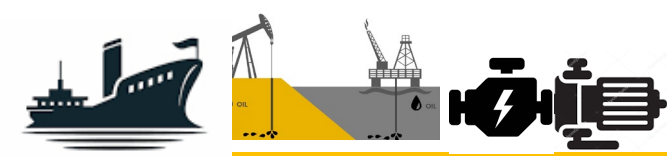
Place & Time



Activity

- Factory Visit in CAT Lafayette Facility, 3701 South St, Lafayette, IN 47905, United States
- Factory Visit in CAT Griffin Facility, 445 Green Valley Rd, Griffin, GA 30224, United States
- EMBASSY OF THE REPUBLIC OF INDONESIA
- IN WASHINGTON D.C. THE UNITED STATES OF AMERICA
- +1 (202) 775 5200, washington.kbri@kemlu.go.id, +1 (202) 775 5236

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2. Customer Account Profile

- PT PAL Indonesia
- PT PAL Indonesia (Persero) sebagai salah satu industri strategis milik BUMN yang memproduksi alat utama sistem pertahanan Indonesia khususnya untuk matra laut.
- Pendirian PT PAL Indonesia (Persero) zaman pendudukan Belanda yang bernama MARINE ESTABLISHMENT (ME) dan diresmikan oleh Pemerintah Belanda pada tahun 1939. Pada masa pendudukan Jepang perusahaan ini beralih nama menjadi Kaigun SE 2124.
- Setelah kemerdekaan, mengubah namanya menjadi Penataran Angkatan Laut (PAL). Kemudian pada tanggal 15 April 1980, berdasarkan Peraturan Pemerintah Nomor 4 tahun 1980, status perusahaan berubah dari Perusahaan Umum menjadi Perseroan Terbatas.
- Peran PT PAL Indonesia (Persero) semakin kuat setelah dikeluarkannya UU No 16 Tahun 2012 tentang industri pertahanan di mana BUMN strategis diberi peran yang lebih luas



- Dirut
- Kaharudin Djenod



- Dirops Iqbal Fikri



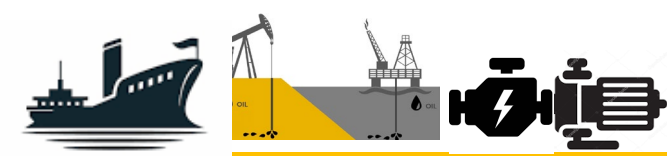
- Dir keu Pramusti Idarcahyo



- Dir Pemasaran Willgo Zainar

<https://www.pal.co.id/home/>

Customer Account Profile



Minister of Defense

KEDUDUKAN

Kemhan merupakan unsur pelaksana pemerintah di bidang pertahanan dipimpin oleh Menteri berkedudukan berada di bawah dan bertanggung jawab kepada Presiden.

TUGAS

Kemhan mempunyai tugas menyelenggarakan urusan pemerintahan di bidang pertahanan untuk membantu Presiden dalam menyelenggarakan pemerintahan negara.

FUNGSI

Dalam melaksanakan tugas sebagaimana dimaksud, Kemhan menyelenggarakan fungsi:

- Perumusan, penetapan, dan pelaksanaan kebijakan di bidang strategi pertahanan, perencanaan pertahanan, potensi pertahanan, dan kekuatan pertahanan;
- Koordinasi pelaksanaan tugas, pembinaan, dan pemberian dukungan administrasi kepada seluruh unsur organisasi di lingkungan Kemhan;
- Pengelolaan barang milik/kekayaan negara yang menjadi tanggung jawab Kemhan;
- Pengawasan atas pelaksanaan tugas di lingkungan Kemhan;
- Pelaksanaan pengelolaan sarana pertahanan;
- Pelaksanaan penelitian dan pengembangan di bidang pertahanan;
- Pelaksanaan pendidikan dan pelatihan di bidang pertahanan;
- Pelaksanaan pengelolaan instalasi strategis pertahanan;
- Pelaksanaan kegiatan teknis dari pusat sampai ke daerah; dan
- Pelaksanaan dukungan yang bersifat substantif kepada seluruh unsur organisasi di lingkungan Kemhan.



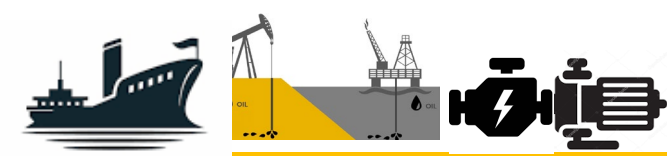
Kabaranahan



Kabid Matra laut



Customer Account Profile



Dismatal

Korps Teknik merupakan salahsatu Kecabangan di TNI Angkatan Laut. Pembinaan Korps Teknik berada dibawah kendali Dinas Material Angkatan Laut (Dismatal). Selain bertugas menyelenggarakan dan melaksanakan kegiatan pembinaan material di lingkungan TNI AL, Prajurit Korps Teknik adalah pengawak Alustsista KRI, Perwira Korps Teknik harus bisa mengelola kapal mulai bangunan, permesinan sampai pembekalannya. Juga sebagai pembina Korps Teknik yang tertuang dalam Surat Keputusan Kasal tentang Buku Petunjuk Teknik Pembinaan Perwira Korps Teknik.

Kejuruan perwira, bintangara dan tamtama TNI Angkatan Laut rumpun Korps Teknik terdiri dari:

- Mesin (MES)
- Mesin Diesel (MDL)
- Listrik (LIS)
- Mesin Pesawat Udara (MPU)
- Listrik Pesawat Udara (LPU)
- Teknik Bangunan (THB)
- Teknik Konstruksi Umum (TKU)
- Teknik Angkutan (ANG)



Kadismatal



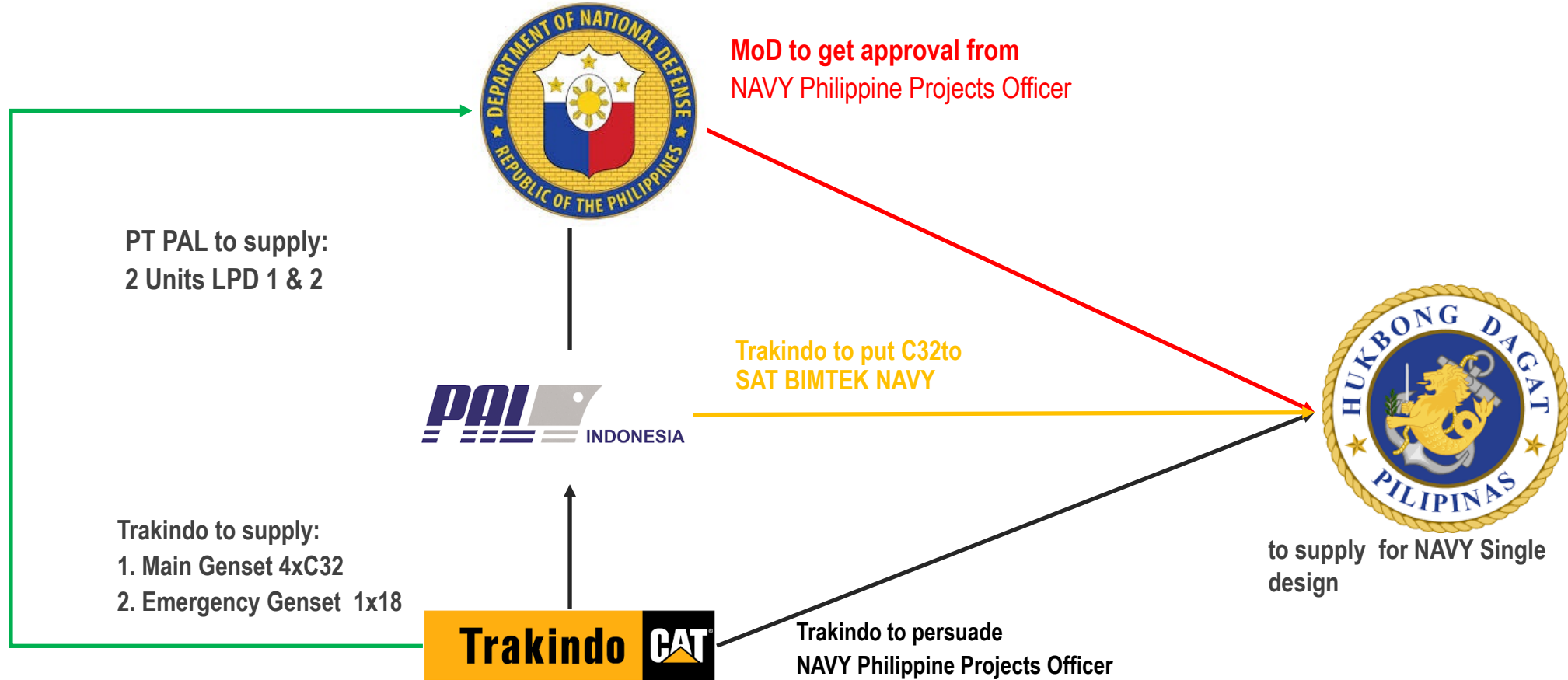
Kasubdisteknokap



LPD PHILIPPINE NAVY

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Projects Stakeholder FRIGATE



Place & Time



Activity

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- EMBASSY OF THE REPUBLIC OF PHILIPPINE
- IN WASHINGTON D.C. THE UNITED STATES OF AMERICA
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Scope & Event Duration FAT

Activity

- Factory Visit in Griffin Only
- Report to Philippine Embassy

Duration

- 7 day in CAT Factory Lafayette
- 3 day in CAT Factory Griffin

Cost

- Estimated 70.000

Team

- PT Trakindo 1 Pax
PT TUS 1 Pax
- PT PAL, 1 Pax
- Philiphine Navy 5 from MoD

2.1. Witness of Factory Acceptance Test (FAT) for:

Main Diesel Generators & Emergency Diesel Generators witnessed by 5 (Five) persons (One person from Shipyard & Four persons from Ship Owner), 5 (Five) Days (Include Travelling days) in USA.

- All economy flight tickets, hotel, accommodation (standard) and local transportation in USA shall be borne by Vendor.
If the ticket should be upgraded from economy class to business class, the additional cost will be borne by the Company and Vendor will assist it accordingly.
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Scope & Event Duration PSI

Activity

- Trakindo Visit in Singapore

Duration

- 5 day in Trakindo Singapore
- 2 days in Travel

Cost

- Estimated 20.000

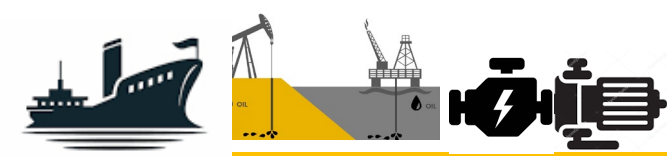
Team

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- PT PAL, 1 Pax
- Philiphine Navy 5 from MoD

2.2. Pre Shipment Inspection (PSI)

Pre Shipment Inspection (PSI) for Main Diesel Generators witnessed by 6 (Six) persons (One person from Shipyard & Five persons from Ship Owner), 7 (Seven) Days (Include Travelling) in USA.

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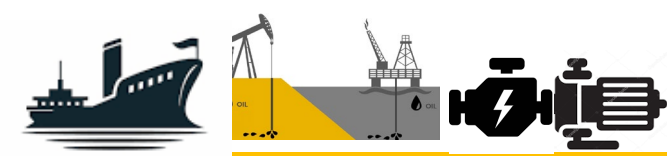
- Dir keu Pramusti Idarcahyo



- Dir Pemasaran Willgo Zainar

<https://www.pal.co.id/home/>

Customer Account Profile



Philippine MOD

The secretary of national defense (Filipino: kalihim ng tanggulang pambansa) is the head of the Department of National Defense and is a member of the president's Cabinet.[1]

The current secretary is Gilbert Teodoro, who assumed office on June 5, 2023.

This cabinet post is considered one of the stepping stones of the Philippine presidency. Two secretaries of defense were elected president: Ramon Magsaysay in 1953 and Fidel V. Ramos in 1992. Several others have run for president, such as Alejo Santos, Juan Ponce Enrile, Renato de Villa, Norberto Gonzales and Gilbert Teodoro.



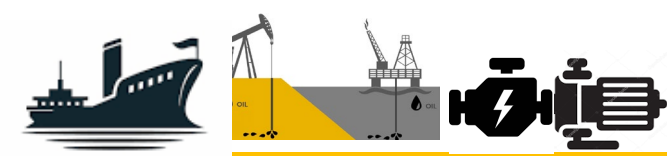
MOD Minister Secretary
Gilberto Teodoro Jr.



Vice Admiral
Toribio Adaci Jr.



Customer Account Profile



Philippine Navy

The Philippine Navy (PN) (Filipino: Hukbong Dagat ng Pilipinas) is the naval warfare service branch of the Armed Forces of the Philippines. It has an estimated strength of 24,500 active service personnel, including the 8,300-strong Philippine Marine Corps.[2] It operates 82 combat vessels, 14 auxiliary vessels, 25 manned aircraft and 8 unmanned aerial vehicles. It shares the responsibility of patrolling the maritime borders with the Philippine Coast Guard, a formerly attached unit which became a separate maritime law enforcement agency in 1998.

Ships :

The names of commissioned ships of the Philippine Navy are prefixed with the letters "BRP", designating "Barko ng Republika ng Pilipinas" (Ship of the Republic of the Philippines). The names of ships are often selected to honor important people and places. The Philippine Navy is currently operating 82 combat vessels, 14 auxiliaries as listed per category below:

Landing Platform Docks: 2

Corvettes: 1

Littoral patrol vessels: 3

Fast attack craft: 18

Landing ship, tank / Logistics support vessels: 4

Landing craft utility: 20

Auxiliary ships: 18

Miscellaneous vessels: 5

Frigates: 2

Offshore patrol vessels: 7

Coastal patrol craft: 24

BRP TARLAC



Projects Officer LPD



Approval

Requestor 1



Endro Bawono

Requestor 2



Nasir M Sali

Approval



T Syahrial

Approval



Widjanarko Hidajat

Approval



Erwin Muljosantoso

Acknowledge



David Freddynanto

Trakindo



Power System Division

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