

## Suwandi Susmoro

---

**From:** Suwandi Susmoro  
**Sent:** Friday, 08 December 2023 11:29  
**To:** Mochammad Sulthon Kautsar; Bambang Hernawan; Agus Setyawan; Renni Morena; Bambang Murdianto  
**Cc:** Yudi Adrian; Fourina Yudhasari; Andy Wahyu Budyarto; Edy Muhery; Syarifah Maulina  
**Subject:** RE: PS Summit OnBoarding Scale up - SKAL

Pak Sulthon,  
Terima kasih atas informasinya..

Untuk SBP confirm ditanggal tersebut.

No	Course Name	Target Participant	Delivery Method	Duration
6	Service Business Process	Service : Service Leader, Event Planner Workshop	SES	2 days/offline

Best Regards,

**Suwandi**

Resource Management – Service Excellence Support

**PT Trakindo Utama**

**Head Office**

TMT 1 Building, 11<sup>th</sup> Floor

Jalan Cilandak KKO No.1, Jakarta 12560, Indonesia

Tel: +62 21 782 2373, 2997 6620 • Mobile: +62 811 1961 1466

Fax: +62 21 782 2357, 2997 6612

[www.trakindo.co.id](http://www.trakindo.co.id)

Call Center 1500 228 • WhatsApp 0811 5500 228

[Facebook](#) • [LinkedIn](#) • [YouTube](#): PT Trakindo Utama

[Instagram](#): @trakindoutama

**ADVANCING YOU FORWARD®**

A member of **Tiara Marga Trakindo Group**

---

**From:** Mochammad Sulthon Kautsar <mochammad.kautsar@trakindo.co.id>

**Sent:** Friday, December 1, 2023 9:19 AM

**To:** Bambang Hernawan <bambang.hernawan@trakindo.co.id>; Agus Setyawan <agus.setyawan@trakindo.co.id>; Renni Morena <rmorena@trakindo.co.id>; Bambang Murdianto <bambang.murdianto@trakindo.co.id>; Suwandi Susmoro <suwandi.susmoro@trakindo.co.id>

**Cc:** Yudi Adrian <yudi.adrian@trakindo.co.id>; Fourina Yudhasari <fyudhasari@trakindo.co.id>; Andy Wahyu Budyarto <andy.budyarto@trakindo.co.id>; Edy Muhery <edy.muhery@trakindo.co.id>; Syarifah Maulina <syarifah.maulina@trakindo.co.id>

**Subject:** RE: PS Summit OnBoarding Scale up - SKAL

Dear pak @Bambang Hernawan, pak @Agus Setyawan, Bu @Renni Morena, pak @Bambang Murdianto dan pak @Suwandi Susmoro,

Berikut terlampir list peserta dan tanggal yang kami ajukan untuk pelaksanaan training capability building – PS summit SKAL.

Mohon konfirmasinya terkait tanggal pelaksanaan, jika bentrok dengan agenda lain mohon untuk menginformasikan available date nya.

Terima kasih sebelumnya.

Note:

Untuk peserta training bisa berubah, akan melihat kondisi operasional di cabang masing2.

No	Course Name	Target Participant	Delivery Method	
1	EM modules	Con Mon SCC	DPC (7 modules)	8
		Cust Dev SCC		
		Event Planner Workshop		
		Service Advisor		
		Sales (PSSR, PSSE, ISR, Sales Leader)		
2	Negotiation & Decision Making	Service Leader, ConMon, CustDev, Advisor, Counterman	In-class / ToT	2
3	KYC & Commercial Aspect	SCC, Service Leader	virtual / hybrid	2
	Marketing Program	SCC, Service Leader, Counterman	virtual	2
4	Parts Demand & Supply Planning	Counterman / Analyst / Part Advisor / Part Leader	in class	3
5	Repair Option & Parts Reusability	PS Sales, SCC (CM & CD)	DPC (2 modules)	2
6	Service Business Process	Service : Service Leader, Event Planner Workshop	SES	2
		Sales : PSSR/E, ISR		
		Parts Op : Counter, Analyst		

Best Regards,

**Mochammad Sulthon Kautsar**

**PT Trakindo Utama**

Muara Teweh Branch

Jl. Ahmad Yani RT. 16B Muara Teweh 73811

Barito Utara, Kalimantan Tengah

Tel. +62 519 21091, +62 519 2094894 • Fax. +62 519 2094894

**Call Center 1500 228**

[mochammad.kautsar@trakindo.co.id](mailto:mochammad.kautsar@trakindo.co.id)

[www.trakindo.co.id](http://www.trakindo.co.id)

A member of **Tiara Marga Trakindo Group**

**From:** Edy Muhery <[edy.muhery@trakindo.co.id](mailto:edy.muhery@trakindo.co.id)>

**Sent:** Tuesday, November 7, 2023 2:19 PM

**To:** Andy Wahyu Budyarto <[andy.budyarto@trakindo.co.id](mailto:andy.budyarto@trakindo.co.id)>; Rulyana Mauludy Rahman <[rulyana.rahman@trakindo.co.id](mailto:rulyana.rahman@trakindo.co.id)>; Prasetyo H Kurniawan <[pkurniawan@trakindo.co.id](mailto:pkurniawan@trakindo.co.id)>; Fery Irawan <[firawan@trakindo.co.id](mailto:firawan@trakindo.co.id)>

**Cc:** Mochammad Sulthon Kautsar <[mochammad.kautsar@trakindo.co.id](mailto:mochammad.kautsar@trakindo.co.id)>; Syarifah Maulina <[syarifah.maulina@trakindo.co.id](mailto:syarifah.maulina@trakindo.co.id)>; Hengki Yulipri <[hengki.yulipri@trakindo.co.id](mailto:hengki.yulipri@trakindo.co.id)>

**Subject:** RE: PS Summit OnBoarding Scale up - SKAL

Note pak Andy,

Langsung dikomunikasikan ke BM dan leader SCC.

Dear BM/SCC, tolong dilist lanjutan PS submit kemarin jika ada skill dari teamnya yg perlu develop sesuai matrix dibawah ini untuk diinfokan.

Terima kasih,  
Best Regards,  
Edy Muhery

Region Banjarmasin

---

**From:** Andy Wahyu Budyarto <[andy.budyarto@trakindo.co.id](mailto:andy.budyarto@trakindo.co.id)>  
**Sent:** Tuesday, November 7, 2023 2:11 PM  
**To:** Edy Muhery <[edy.muhery@trakindo.co.id](mailto:edy.muhery@trakindo.co.id)>; Hengki Yulipri <[hengki.yulipri@trakindo.co.id](mailto:hengki.yulipri@trakindo.co.id)>  
**Cc:** Mochammad Sulthon Kautsar <[mochammad.kautsar@trakindo.co.id](mailto:mochammad.kautsar@trakindo.co.id)>; Syarifah Maulina <[syarifah.maulina@trakindo.co.id](mailto:syarifah.maulina@trakindo.co.id)>  
**Subject:** RE: PS Summit OnBoarding Scale up - SKAL

Pak Edy, Pak Hengki,  
Mungkin kita listing dulu participant nya untuk 6 materi di bawah, pesertanya dari 3 cabang retail + SCC Baru kemudian kami carikan gurunya

Best Regards,

**Andy Wahyu**  
Manager HR Area/Area HR/SOUTHERN KAL

**PT Trakindo Utama**  
Area South Kal  
Jl. A. Yani KM. 16,4 Kec. Gambut Kab. Banjar – Kalimantan Selatan 70235 - Indonesia  
Tel. +62 511 674 7991 (ext. 6704) Fax. +62 511 674 7990 • Mobile: +62 8115004227  
[andy.budyarto@trakindo.co.id](mailto:andy.budyarto@trakindo.co.id)  
[www.trakindo.co.id](http://www.trakindo.co.id)  
Call Center 1500 228 • WhatsApp 08115004227  
[Facebook](#) • [LinkedIn](#) • [YouTube](#): PT Trakindo Utama  
[Instagram](#): @trakindoutama

**ADVANCING YOU FORWARD**

A member of **Tiara Marga Trakindo**

---

**From:** Edy Muhery [edy.muhery@trakindo.co.id](mailto:edy.muhery@trakindo.co.id)  
**Sent:** Monday, November 6, 2023 2:27 PM  
**To:** Andy Wahyu Budyarto [andy.budyarto@trakindo.co.id](mailto:andy.budyarto@trakindo.co.id); Hengki Yulipri [hengki.yulipri@trakindo.co.id](mailto:hengki.yulipri@trakindo.co.id)  
**Subject:** FW: PS Summit OnBoarding Scale up - SKAL

Pak Andy,

Attach materi saat diskusi Scale up.

Pak Hengki,

Weekly cadence yg di lakukan oleh team Sales dalam melakukan follow up hasil diskusi ini bagaimana? Apakah perlu development yg ditargetkan? Terutama dari SCC, Banjarmasin dan Pangkalanbun.

Terima kasih,  
Best Regards,  
Edy Muhery

Region Banjarmasin

---

**From:** Stephanus Mas Agung Dewantoro <[stephanus.dewantoro@trakindo.co.id](mailto:stephanus.dewantoro@trakindo.co.id)>

**Sent:** Wednesday, September 20, 2023 10:39 PM

**To:** Edy Muhery <[edy.muhery@trakindo.co.id](mailto:edy.muhery@trakindo.co.id)>; Hengki Yulipri <[hengki.yulipri@trakindo.co.id](mailto:hengki.yulipri@trakindo.co.id)>; Prasetyo H Kurniawan <[pkurniawan@trakindo.co.id](mailto:pkurniawan@trakindo.co.id)>; Rulyana Mauludy Rahman <[rulyana.rahman@trakindo.co.id](mailto:rulyana.rahman@trakindo.co.id)>; Sudarmono <[sudarmono@trakindo.co.id](mailto:sudarmono@trakindo.co.id)>; Luveannoor Akbar <[luveannoor.akbar@trakindo.co.id](mailto:luveannoor.akbar@trakindo.co.id)>; Riklah Mentayani <[riklah.mentayani@trakindo.co.id](mailto:riklah.mentayani@trakindo.co.id)>; Fery Irawan <[firawan@trakindo.co.id](mailto:firawan@trakindo.co.id)>; Uli Maryana <[uli.maryana@trakindo.co.id](mailto:uli.maryana@trakindo.co.id)>; Isnaniah <[isnaniah@trakindo.co.id](mailto:isnaniah@trakindo.co.id)>; Cahyo Siswoyo <[cahyo.siswoyo@trakindo.co.id](mailto:cahyo.siswoyo@trakindo.co.id)>; Sudarmono <[sudarmono@trakindo.co.id](mailto:sudarmono@trakindo.co.id)>; Adi Setiawan <[adi.setiawan@trakindo.co.id](mailto:adi.setiawan@trakindo.co.id)>; Moh Ilham Saputro <[moh.i.saputro@trakindo.co.id](mailto:moh.i.saputro@trakindo.co.id)>; Ina Damayanti <[ina.damayanti@trakindo.co.id](mailto:ina.damayanti@trakindo.co.id)>; Yeri Roni Tua Siahaan <[yeri.siahaan@trakindo.co.id](mailto:yeri.siahaan@trakindo.co.id)>; Sugito <[sugito@trakindo.co.id](mailto:sugito@trakindo.co.id)>; Arifuddin Rumallang <[arifuddin.rumallang@trakindo.co.id](mailto:arifuddin.rumallang@trakindo.co.id)>; Teguh Setiawan <[teguh.setiawan@trakindo.co.id](mailto:teguh.setiawan@trakindo.co.id)>; Tedi Budya S <[tedy.budya@trakindo.co.id](mailto:tedy.budya@trakindo.co.id)>; Burhan Siheli <[burhan.siheli@trakindo.co.id](mailto:burhan.siheli@trakindo.co.id)>; Suriani <[suriani@trakindo.co.id](mailto:suriani@trakindo.co.id)>; Andy Wahyu Budyarto <[andy.budyarto@trakindo.co.id](mailto:andy.budyarto@trakindo.co.id)>

**Cc:** Faisal Kusuma <[sfaisal@trakindo.co.id](mailto:sfaisal@trakindo.co.id)>; Rozy Andrianto <[randrianto@trakindo.co.id](mailto:randrianto@trakindo.co.id)>; Luluk Setiono <[luluk.setiono@trakindo.co.id](mailto:luluk.setiono@trakindo.co.id)>; Marlin Fransisca <[marlin.fransisca@trakindo.co.id](mailto:marlin.fransisca@trakindo.co.id)>; Sonny Isanto <[sonny.isanto@trakindo.co.id](mailto:sonny.isanto@trakindo.co.id)>; Widodo Pudyanto <[wpudyant@trakindo.co.id](mailto:wpudyant@trakindo.co.id)>; Hardi S <[hardi.s@trakindo.co.id](mailto:hardi.s@trakindo.co.id)>; Fourina Yudhasari <[fyudhasari@trakindo.co.id](mailto:fyudhasari@trakindo.co.id)>; Yudi Adrian <[yudi.adrian@trakindo.co.id](mailto:yudi.adrian@trakindo.co.id)>; Conerisman <[conerism@trakindo.co.id](mailto:conerism@trakindo.co.id)>; Mukhlisi <[mukhlisi@trakindo.co.id](mailto:mukhlisi@trakindo.co.id)>; Donny Bayu Munandar <[donny.munandar@trakindo.co.id](mailto:donny.munandar@trakindo.co.id)>; Paul Sinuraya <[paul.sinuraya@trakindo.co.id](mailto:paul.sinuraya@trakindo.co.id)>; Kiswanto Prayitno <[kiswanto.prayitno@trakindo.co.id](mailto:kiswanto.prayitno@trakindo.co.id)>; Arfan Hermawan <[arfan.hermawan@trakindo.co.id](mailto:arfan.hermawan@trakindo.co.id)>; Yuditha Natanda Apriliani <[yuditha.apriliani@trakindo.co.id](mailto:yuditha.apriliani@trakindo.co.id)>; Agus Priyanto Prabowo <[agus.prabowo@trakindo.co.id](mailto:agus.prabowo@trakindo.co.id)>; Sylvia Hilda <[sylvia.hilda@trakindo.co.id](mailto:sylvia.hilda@trakindo.co.id)>; Diah Tri Yulianti <[diah.yulianti@trakindo.co.id](mailto:diah.yulianti@trakindo.co.id)>

**Subject:** RE: PS Summit OnBoarding Scale up - SKAL

Dear SKAL Leaders,

Terlampir adalah file yang kita diskusikan dan simulasikan Senin – Selasa 18-19 Sept lalu sebagai referensi kita bersama.

Sampai jumpa di sesi kolaborasi berikutnya dalam :

1. menggarap dan menjaga opportunity
2. mengedepankan best fit solution (kacamata Customer) Rebuild & Overhaul di SKAL,
3. pengaturan/planning eksekusi dan
4. invoice.

### **3 Big Ticket Items SKAL (data 19 Sept)**

211 Opportunity Rebuild/Overhaul senilai ~ IDR 40 Milyar

PS Opportunity Certified Search Settings Down Arrow

Pages < File Export Share Chat in Teams Get insights ... Refresh Bookmark Down Arrow

Funnel

Distribution

Monitoring

Detail

**3 Big Ticket Items**

Trakindo CAT PS Opportunity PSE Opportunity CI E&T RI IDR USD Qty

Lead Created Date: All  
Opp Created Date: 2023  
Opp Delivery Date: All  
Opp Changed Date: All  
Opp Status (Stage): All

Area / Business Area: Multiple selections  
Account Code: All  
Account Name: All  
Model: All  
Serial Number: All  
Opportunity PIC: All

Area Name	% Confirmed Opportunity	% Quotation Conversion	% Event Target Resolution
East Indonesia	0.2 %		
J a v a	1.0 %		
Southern Kalimantan	0.5 %		
Banjarmasin			
Banjarmasin Hub			
Banjarmasin SCC			
Batu Kajang			
Batu Licin			
Micro Touch			
<b>Total</b>	<b>18.6 %</b>	<b>9.3 %</b>	<b>100.0 %</b>

Category	Opp Meet Criteria	Amount of Opportunity	% Distribution Opportunity
Not Confirming Yet	210	39,970,705,007.00	
P1 - TA2 Plan and Perform	1	111,570,161.00	100.0 %
<b>Total</b>	<b>211</b>	<b>40,082,275,168.00</b>	

Major Event :  
Job Category : GOH, TO  
PSE Type : CI-Rebuild, C  
E&T-Overhaul

% Confirmed Op  
0.5%  
Target : 100

% Quotation Conv  
(Blan)  
Target : 40

% Event Target Re:  
(Blan)  
Target : 90

Aging Quotation (Quot I  
Quotation  
Agii

Agenda berikut:

1. Checkpoint (jadwal sedang difinalkan)
2. Blended Training Capability Building (6 Modules), re pak [@Andy Wahyu Budyarto](#)
  - a. Negosiasi & Decision Making
  - b. EM Modules
  - c. KYC & Commercial Aspects
  - d. Parts Demand & Supply Planning
  - e. Parts Reusability & Repair Option
  - f. Service Business Process

Terima kasih.

Best Regards,

**Stephanus Mas Agung Dewantoro**  
Six Sigma – OSM Division

**PT Trakindo Utama**

TMT 1 Building, 16<sup>th</sup> Floor  
Jalan Cilandak KKO No.1, Jakarta 12560, Indonesia  
Tel: +62 21 782 2373, 2997 6620 Ext. 1470 • Mobile: +62 811 9441107  
Fax: +62 21 782 2357, 2997 6612

[www.trakindo.co.id](http://www.trakindo.co.id)  
Call Center 1500 228  
[Facebook](#) • [LinkedIn](#) • [YouTube](#): PT Trakindo Utama  
[Instagram](#): @trakindoutama

**ADVANCING YOU FORWARD®**

A member of **Tiara Marga Trakindo**

-----Original Appointment-----

**From:** Stephanus Mas Agung Dewantoro

**Sent:** Monday, September 11, 2023 2:52 PM

**To:** Stephanus Mas Agung Dewantoro; Faisal Kusuma; Edy Muhery; Hengki Yulipri; Prasetyo H Kurniawan; Rulyana Mauludy Rahman; Sudarmono; Luveannoor Akbar; Riklah Mentayani; Fery Irawan; Widodo Pudyanto; Hardi S;

Fourina Yudhasari; Yudi Adrian; Conerisman; Mukhlisin; Donny Bayu Munandar; Paul Sinuraya; Arfan Hermawan; Yuditha Natanda Apriliani; Agus Priyanto Prabowo; Sylvia Hilda; Diah Tri Yulianti

**Cc:** Luluk Setiono; Sonny Isanto; Kiswanto Prayitno

**Subject:** PS Summit OnBoarding Scale up - SKAL

**When:** 18 September 2023 08:00 to 20 September 2023 17:00 (UTC+07:00) Bangkok, Hanoi, Jakarta.

**Where:** Microsoft Teams Meeting

Dear Pak Faisal, Pak Edy, Mas Hengki beserta Jajaran Pimpinan Banjarmasin & Pangkalan Bun,

Terkirim adalah placeholder untuk reserve waktu kegiatan PS Summit OnBoarding – Scale Up.

Kami lampirkan juga informasi tentative pengaturan Run Down selama di lokasi.

**Start:**

18 Sept, 8.00 (Waktu Banjarmasin)

**Kickoff dari Project Sponsor**

Hybrid MS Team,

After Lunch, tentative Pk. 14.30

Terima kasih banyak.

Regards,

Agung D.

08119441107