

From: [Shaun M Brown](#)
To: [Luluk Setiono](#)
Cc: [Rozy Andrianto](#); [Muhammad Saufie](#)
Subject: Re: Proposal CVA Refreshment F2F East Indonesia.
Date: Friday, 02 February 2024 17:14:36

Agreed.

Saufie (By copy),

Please process TCAR.

Regards,

Shaun

Sent from [Outlook for Android](#)

From: Luluk Setiono <luluk.setiono@trakindo.co.id>
Sent: Friday, February 2, 2024 3:40:47 pm
To: Shaun M Brown <shaun.brown@trakindo.co.id>
Cc: Rozy Andrianto <randrianto@trakindo.co.id>
Subject: FW: Proposal CVA Refreshment F2F East Indonesia.

Hi Shaun,

continuing some of the things that we discussed last year, where the progress was very good, then I suggest Saufie from your team, to join Sugi to come to Makassar with the following agenda:

- Visit PT Semen Bosowa for an overview of the contract that has been signed in Oct 2023.
- Socialization and discussion for auto renewal CVA contract.
- Refreshment related to the flow of the contract submission process and discuss difficulties and obstacles during the contract submission process both from the Contract management side and from the EIA team including issues that may often occur and solutions.

I believe Saufie's presence is very important for us to make improvements to the points above.

We look forward to your confirmation.

Best Regards

Luluk Setiono

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From: Mochamad Sugiarto <mochamad.sugiarto@trakindo.co.id>

Sent: Friday, February 2, 2024 9:58 AM

To: Luluk Setiono <luluk.setiono@trakindo.co.id>

Cc: Abdul Malik <abdul.malik@trakindo.co.id>; I Dewa Made Ari Dananjaya <i.dananjaya@trakindo.co.id>

Subject: Proposal CVA Refreshment F2F East Indonesia.

Dear Pak @Luluk Setiono

Sesuai diskusi sebelumnya termasuk dengan APSSM EIA (Pak Malik) bahwa salah satu strategy di 2024 untuk growth revenue di EIA adalah CVA.

Hal ini diharapkan membantu simplify proses negosiasi di specific customer berkenaan secara commercial aspek sudah disepakati dalam CVA sehingga dapat focus baik project maupun Strategic Customer.

Guna mendukung hal tsb, terpisah saya sudah berdiskusi dengan pak malik dan berikut proposal kami :

Objective :

- Visit PT Semen Bosowa untuk overview terkait kontrak yang sudah di sign pada Oct 2023.
 - Target audience : management PT Semen Bosowa
- Refreshment terkait flow Proses pengajuan kontrak dan juga membahas kesulitan maupun kendala pada saat proses pengajuan kontrak baik dari sisi Contract management maupun dari team EIA termasuk issue yang mungkin sering terjadi dan solusinya.
 - Target Audience : SCC Team, Perwakilan Salesman dan sales Leader.

Proposal Travel Plan :

- 20 Feb 2023
 - Travel Jakarta to Makasar.
 - Visit PT Semen Bosowa.
- 21 Feb 2023

Refreshment in Class and Discussion.

- 22 Feb 2023
 - Wrap up with management EIA.
 - Travel Back.

Berkeaan dengan CVA tidak terlepas dari proses development kontrak, besar harapan kami untuk mendapatkan support dari team Kontrak management untuk dapat join visit dan melakukan diskusi secara Face to Face dengan Team EIA.

Mohon Advise sekiranya ada tambahan maupun koreksi.

Thank you
Best Regards,

Mochamad Sugiarto
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