

# Group Workshop

## Energy Optimization & Verticals



# Agenda



- Objective & background – 20 min
- Brainstorming – 40 min
- Sharing and Reflections – 50 min (10 min / group)

# Grouping Workshop



## Group 1

PT Andalan Inti Rekatama (3)

PT Mega Indolink (1)

PT Caraka Guna (1)

PT Istana Pompa (3)

Facilitator : CMT & YOG

8 Pax

## Group 2

PT Parfima Mekadaya (2)

PT Solution Industries Pump (2)

CV Planeet (3)

PT Citra Famili (1)

Facilitator : BAK

8 pax

## Group 3

PT Sari Amandamai Elektro (4)

PT Puri Teknik Mandiri (2)

CV Syavira Anugerah (2)

Facilitator : EDO & CET

8 pax

## Co-Facilitator

Colly Chu

Eugenia Tan

Kittaned

## Group 4

PT Sahabat Waskita (2)

PT Pandu Roda Engineering (2)

PT Bintang Baru Sejahtera (2)

PT Surya Mentari Indah (2)

Facilitator : LRP & SEP

8 pax

## Group 5

CV Tehnik Pompa (2)

PT KAM Jaya (1)

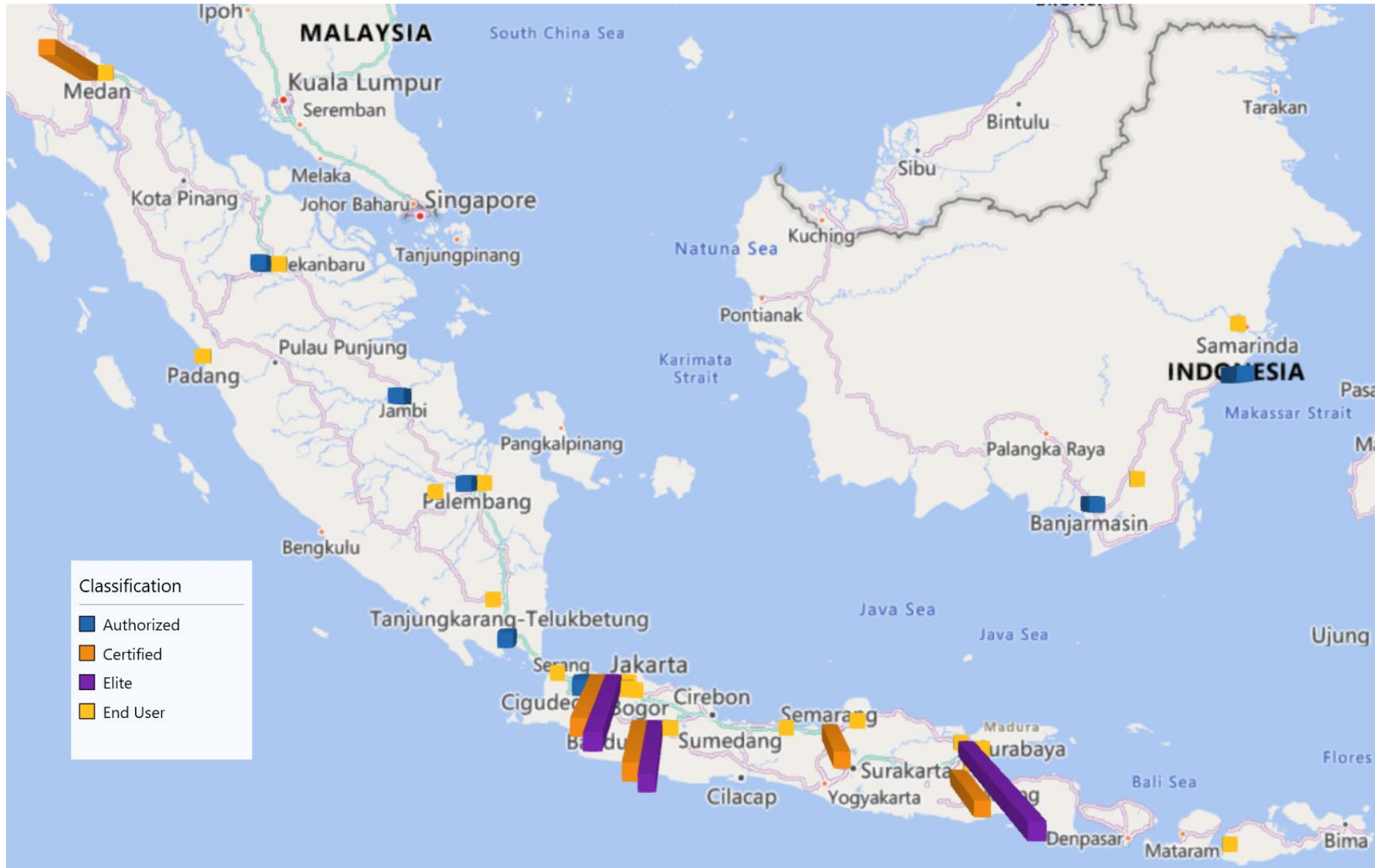
PT Dinamik Flow Teknik (2)

PT Cipta Solusi Andalan (3)

Facilitator : AWA

7 pax

# End User allocation based on proximity



# Monthly Milestones



**Pipeline target (IDR):**

**Hit rate target: >50%**

## Key success factors & Risks

1

2

3

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	2025					2026			Responsible
	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	
Key Contact Mapping									
EO training									
Audit plan									
Execution									

**Group Name:**

**End User Name:**

# INDUSTRY NATIONAL DEALER CONFERENCE 2025

INDONESIA - JAKARTA

11<sup>th</sup> Aug – 12<sup>th</sup> Aug 2025