

## **Company Contact Person List by Product**

**Company Name:** PT Multipolar Technology Tbk

**Document Purpose:** Reference contact list for Cross-Selling

**Confidentiality:** Internal Use Only

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### **1. Google Cloud Platform (GCP) – Infrastructure**

#### **Primary Contact**

**Name:** Yoga Chaniago

**Title:** Head of Cloud Infrastructure Services

**Department:** Cloud & Data Center Solutions

**Email:** [yoga.chaniago@multipolar.co.id](mailto:yoga.chaniago@multipolar.co.id)

**Phone:** +62 21 555 0101

#### **Responsibilities:**

- GCP infrastructure architecture and migration strategy
- Compute Engine, VPC, Load Balancing, IAM
- Hybrid and multi-cloud integration

#### **Secondary Contact**

**Name:** Andi Ichsan

**Title:** Cloud Solutions Architect (GCP)

**Email:** [andi.ichsan@multipolar.co.id](mailto:andi.ichsan@multipolar.co.id)

**Phone:** +62 21 555 0102

#### **Responsibilities:**

- Technical pre-sales and solution design
- Cost optimization and landing zone setup

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## 2. Google Cloud Platform (GCP) – AI & Data

### Primary Contact

**Name:** Wilbert Josef

**Title:** Head of AI & Advanced Analytics

**Department:** Data, AI & Innovation

**Email:** [wilbert.josef@multipolar.co.id](mailto:wilbert.josef@multipolar.co.id)

**Phone:** +62 21 555 0302

**Responsibilities:**

- AI/ML strategy and solution portfolio
- Vertex AI, BigQuery ML, GenAI use cases
- Industry-specific AI solutions

### Secondary Contact

**Name:** Christian Setiawan

**Title:** AI Solutions Lead

**Email:** [christian.setiawan@multipolar.co.id](mailto:christian.setiawan@multipolar.co.id)

**Phone:** +62 21 555 0202

**Responsibilities:**

- Proof of Concept (PoC) and demos
- MLOps and model lifecycle management

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### **3. Microsoft Azure – Infrastructure**

#### **Primary Contact**

**Name:** Yoga Chaniago

**Title:** Azure Practice Lead

**Department:** Cloud & Enterprise Platforms

**Email:** [yoga.chaniago@multipolar.co.id](mailto:yoga.chaniago@multipolar.co.id)

**Phone:** +62 21 555 0101

**Responsibilities:**

- Azure infrastructure design and governance
- Virtual Machines, Virtual Network, Azure Landing Zone
- Enterprise-scale deployments

#### **Secondary Contact**

**Name:** Wilbert Josef

**Title:** Senior Azure Solutions Architect

**Email:** [wilbert.josef@multipolar.co.id](mailto:wilbert.josef@multipolar.co.id)

**Phone:** +62 21 555 0302

**Responsibilities:**

- Hybrid cloud with Azure Arc
- Migration from on-premises to Azure

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#### **4. Microsoft Azure – Data, AI & Integration**

##### **Primary Contact**

**Name:** Wilbert Josef

**Title:** Data & AI Practice Manager (Azure)

**Department:** Data & Digital Solutions

**Email:** [wilbert.josef@multipolar.co.id](mailto:wilbert.josef@multipolar.co.id)

**Phone:** +62 21 555 0302

##### **Responsibilities:**

- Azure Synapse, Azure AI Services, Fabric
- Data platform modernization
- AI integration with enterprise applications

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## **5. Multi-Cloud & Hybrid Solutions**

### **Primary Contact**

**Name:** Yoga Chaniago

**Title:** Head of Multi-Cloud Strategy

**Department:** Technology Consulting

**Email:** [yoga.chaniago@multipolar.co.id](mailto:yoga.chaniago@multipolar.co.id)

**Phone:** +62 21 555 0101

### **Responsibilities:**

- Cross-cloud architecture (GCP, Azure, others)
- Workload portability and governance
- Vendor-neutral advisory

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## **6. Commercial & Account Management (Cross-Selling)**

### **Primary Contact**

**Name:** Deni Teguh

**Title:** Strategic Account Manager

**Department:** Enterprise Sales

**Email:** [deni.teguh@multipolar.co.id](mailto:deni.teguh@multipolar.co.id)

**Phone:** +62 21 555 0601

### **Responsibilities:**

- Cross-selling and upselling coordination
- Customer relationship management
- Engagement with technical teams