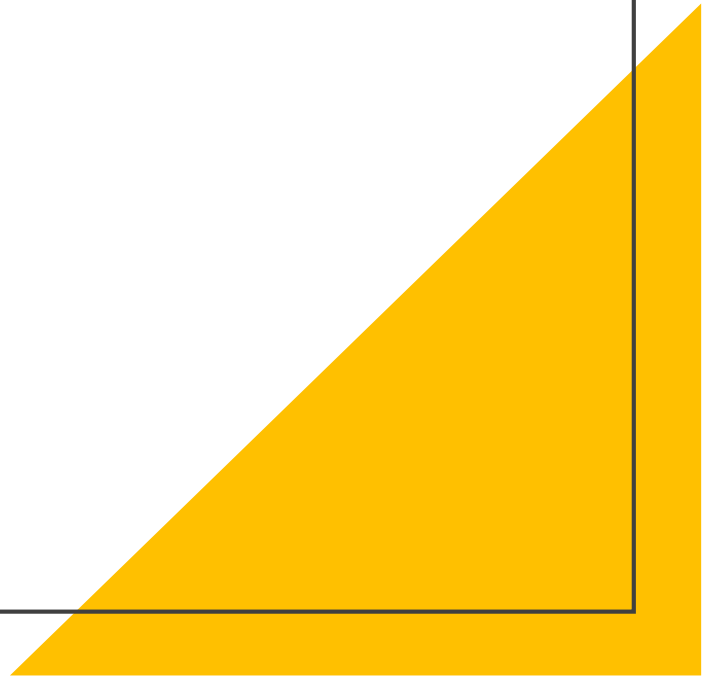


# Project Portfolio

Aziz Dharmawan Apray



# Sales Performance Monitoring

Project Client : Manufacturing

- **Goals:**

Provide statistical information to monitoring company's sales performance

- **Tools:**

SQL Server, Power BI

Customer Type

Snapshot Date

Sales Type

Product Type

Model

Sales Contributor

Market Sector

Currency

All

9/30/2022

All

MACHINE

All

All

All

USD

Sales Performance Report

MACHINE	September 2022					
	Quantity (in Unit)			Value (in USD)		

Sales Contributor	Invoiced	Forecast	%	Invoiced	Forecast	%
Batu Hitam	10	9	111.1%	0	0	0.0%
Construction MA	9	28	32.1%	1,380,288	4,041,703	34.2%
East Indonesia	45	44	102.3%	5,413,193	5,341,527	101.3%
Forestry & Agriculture MA	17	19	89.5%	1,866,366	2,190,528	85.2%
Java	32	33	97.0%	2,893,688	2,256,535	128.2%
Mining MA	77	79	97.5%	49,022,405	53,316,679	91.9%
Northern Kalimantan	38	42	90.5%	14,284,806	18,185,760	78.5%
Southern Kalimantan	39	42	92.9%	11,021,122	12,858,138	85.7%
Sumatera	53	54	98.1%	11,296,971	7,296,660	154.8%
TTD	6	2	300.0%	3,545,770	81,033	4375.7%
TUS	0	2	0.0%	0	3,571,280	0.0%
Total	326	354	92.1%	100,724,611	109,139,843	92.3%

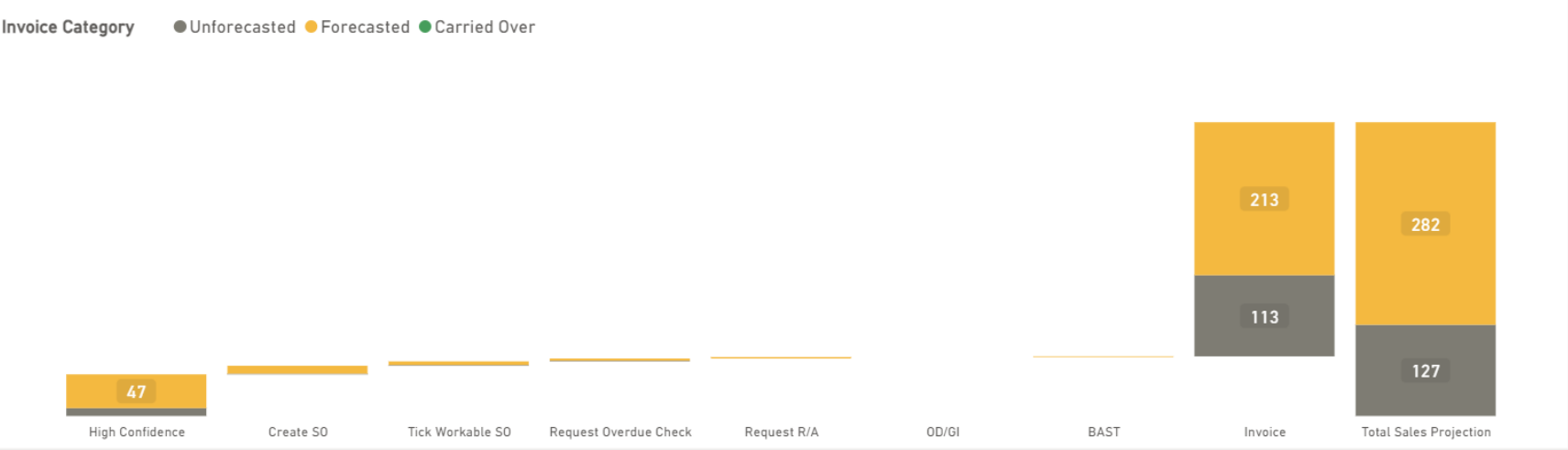
Sales Projection by Quantity (in Unit) - All Sales Contributor (September 2022)

Category

Sales Progress Category

Quantity

All



# Serviceman KPI Dashboard

Project Client : Manufacturing

- **Goals:**

Provide statistical information to monitoring company's serviceman performance

- **Tools:**

SQL Server, Power BI

Year

2022

Month

December

Business Area

All

Serviceman

All

KPI Name

☒ Rework hours

☐ Labor Hour Variant

☐ Customer Rating

☐ Customer Internal Rating

☐ Mechanical Availability

☐ On-time arrival

☐ On time work completion

☐ On-time Report Submissi...

☐ Productive Hours

☐ Safety Check program

☐ IDP

← Back to Previous Page

Monitoring

Service Team

Production ... 22.46%

Field Service 22.92%

Site 54.61%

3038

Average KPI Gauge vs Target

100.00

99.23

Average KPI Trendline

KPI Actual

KPI Target

100

50

0

January

February

March

April

May

June

July

August

Septem...

October

Novem...

Decem...

Year	Month	KPI Aspect	Serviceman SN	Serviceman Name	Business Area Code	Business Area Name	Region Name	KPI T
2022	December	Financial	10001478	Rudi Pardede	0A11	Batam	West Java	1
2022	December	Financial	24821	Edy Supriadi	0R59	Batu Hijau MMA	Batu Hijau Group	1
2022	December	Financial	30987	Anton Sujarwo	0R59	Batu Hijau MMA	Batu Hijau Group	1
2022	December	Financial	45267	Andhika Dwi Febrian	0R59	Batu Hijau MMA	Batu Hijau Group	1
2022	December	Financial	10002183	Vina Maulidya Agifa	0R59	Batu Hijau MMA	Batu Hijau Group	1
2022	December	Financial	10002186	Muhammad Detha Hyrantha	0R59	Batu Hijau MMA	Batu Hijau Group	1
2022	December	Financial	10002189	Ivango Mohammed Isyamay Mohsen	0R59	Batu Hijau MMA	Batu Hijau Group	1
2022	December	Financial	10002286	Reza Firmansyah	0R59	Batu Hijau MMA	Batu Hijau Group	1
2022	December	Financial	10001262	Alex Efendi	0H64	Batu Kajang	Tanjung Operation	1
2022	December	Financial	13185	Mulyono Agung Nugroho	0H45	Batu Licin	Banjarmasin Operatio	1
2022	December	Financial	10000904	Muhammad Iqbal Firdaus	0H45	Batu Licin	Banjarmasin Operatio	1
2022	December	Financial	10002188	Jakaria	0H45	Batu Licin	Banjarmasin Operatio	1
2022	December	Financial	10002192	Hajrul Fazri	0H45	Batu Licin	Banjarmasin Operatio	1
2022	December	Financial	4596	Barlen Emka	0C60	CSU Mining Underground	Highland Business	1
2022	December	Financial	30032	Yurigge Nasrun Al Wanmi	0C60	CSU Mining Underground	Highland Business	1
2022	December	Financial	10001187	Surya Adape Takimay	0C60	CSU Mining Underground	Highland Business	1

Formula

Latest Performance

View Details