Tommy Hartono

Jakarta, Indonesia
Jln. Kebun Jeruk XIII/34 JKB – 11160
+62-82122779218

PERSONAL INFORMATION

- Place/Date of Birth : Jakarta, 27th July 1971
- Religion   : Christian
- Hobbies   : Gym, Traveling, Adventure & Sport Bike touring.
- Languages   : Proficient in English both oral & written,
- Email   : thartono27@yahoo.com

SUMMARY OF QUALIFICATIONS

- Seasoned professional with 18 years experiences in IT, and go to market initiative, in across industries(IT, Digital Marketing/Online Media)

- Client focused and always ready to get involved in exploring new opportunity and growing business through market expansion

- Experienced in Go To Market Initiatives with Business partner, Telcos partner, OEM/MDM Mobile device partner, SI and Online Media.

- Specialties :
  1. Sales, Marketing, business development, Set up new market/GeoExpansion, online media, digital marketing, strategic partnership with key partner.
  2. Networking in various industries(Telco, Banking, Manufacture, Consumer Good, Hospitality, Oil & Gas, Airline, Government, Online Media, SI, Education, Distribution, Digital Marketing)
  3. Sales and technical, solution & product evangelist
- Received Award:
  - Microsoft Competitive Software Initiative(CSI) Award 2008
  - Microsoft Customer & Partner Experience(CPE) Award 2008

- Strong and expertise in Communication & Presentation skill

- Strong belief in growing Indonesia market in Internet Of Things, IFTTT, e-commerce, Cloud service(SaaS, AaaS, PaaS, IaaS), Mobility Everywhere and Big Data

- Open-minded and passion towards new upcoming technology & solution.

- Easily adapt to a new working environment
- Customer facing, analitic mindset, strong self learner(quick learning), strong interpersonal skill, self motivated, team worker.

Quotes:

"Winner Never Quits, Quitter Never Wins!"

EDUCATION

1990 - 1995 University of Bina Nusantara, Bachelor of Information Science

2010 IBM Global Sales School(3 months)

EXPERIENCES

PT. My Icon Technology – Metrodata Group (2014 Oct – Present)

<u>**Head Of Digital & Marketing/Digital & Marketing Division**</u>

- Provide MetrodataOnline short term, mid term and long term plan for Digital and Marketing strategy
- Develop plan and execute digital & marketing strategy to support business both offline and online.
- Responsible for new business initiative, develop business plan, develop necessary IT infrastructure/integration needed within Metrodata group and partners.
- Develop and build strategic partnership with principles/OEM, financial partners, ecommerce partners, telcos partners.
- Review meeting with business partners regularly.
- Create, manage and drive initiative for ID market, maintain and increase audience, awareness, revenue within Metrodata group and external.
- Instrumental in Business Development activities which created innovative concepts launched together with strategic partners(eg. Exclusive launch partnership, distribution partner etc)
- Collaborate with Product, Sales, Strore team, Metrodata group to drive M Online penetration in the market with strategic program.
- Responsible and drive Metrodata e-Newsletter with innovative campaigns periodically to internal and external
- Develop and execute Employee Purchase Program within Metrodata group and external.
- Responsible in driving unique users growth, revenue, strategic partnership with telco, media, online partner through collaborative partnership
- Working closely with principle/partners for market initiative, project delivery and business plan.
- Providing business term sheet/agreement with business partner and work closely with Metrodata legal team.
- Responsible in providing user experience for both online and offline shopping

experiences and customer service.

- Build, execute and maintain customer royalty program in online and offline.
- Weekly business & activity review with internal division(development unit, creative & Design unit, e-commerce & marketing unit, web admin, Online Sales) and logistic & delivery, Corporate sales, MP and store team.
- Responsible in daily, weekly and monthly review and analysis on Metrodata online traffic and programs.
- Maintain & grow social media channel through FB, BBM, BBM Channel, Twitter.
- Responsible in middleware integration with SAP team(PT. Soltius Indonesia), MIS and development team for Metrodata Online for both B2C and B2B(new initiative with SMI and MII)
- Provide strategic planning and report in Annual Metrodata Director Forum, Metrodata All Manager Meeting yearly.
- Strategic planning and business development with existing Metrodata corporate customers through online initiative.
- Develop & maintain strategic partnership with Financial, e-commerce partner, OEM/MDM partners, distributor, Telco, Payment Gateway partner, etc.
- Report dotted line to Metrodata Group President Director and directly to PT. MIT Director
- Responsible on online sales revenue through yearly basis, MDF, maintain healthy GP rate.

PT.SOLTIUS INDONESIA – Metrodata Group (2013 March – 2014 Sept)

Business Manager SAP D&T, BI, Mobility, Cloud(Head of New Business Department)

- Develop business with Solution & Technology with potential partner in the market
- Manage and lead solution & technology division for SAP non ERP based solutions(eg. SAP Solution extension, mobililty/SMP/Fiori/Syclo, cloud service, business intelligence on HANA, DSI)
- Drive and achive targeted revenue and new revenue stream in the Indonesia market(eg. Cloud based for ERP system/Mobile sales force solution)
- Build trusted relationship with key decision maker(BDM, TDM, CEO, CIO, CTO and their team)
- Create and drive opportunity in SAP based account by bringing business solution into their business system.(eg. Office automation, mobile solution, high performance computing on BI, cloud service)
- Develop market including geo expansion initiative with regional team.
- Develop & initiate Go To Market initiative with marketing and partner(eg. East Java, North Sumatra)
- Build & Work with business consultant team, consultant and subsidiary for technology readiness, adoption and opportunity management
- Weekly sales opportunity review with business consultant for opportunity management and sales director.
- Instrumental industrial solution session which created strategic business solution to customer based on industry(eg. Telco solution day, SAP Metal solution day)
- Build Partner aliance for service delivery to strategic account and opportunity in Indonesia market(eg. Mobile platform, Cloud Service and OA)
- Improve account management quality by advancing the coordination of the company with the client's various departments.
- Explore and build new partnership new solution and technology available world wide for organization portfolio/expertise covering ERP, Mobility, Cloud Service.
- Working closely with principle/partners for market initiative, project delivery

and business plan.
- Develop and execute business plan yearly and quaterly with dynamic account planning.
- Responsible and manage Technical and Consultant in Solution & Technology division.

PT.YAHOO INDONESIA (2010 July – 2011 Dec)

**Business Development Manager**

- Instrumental in Business Development activities which created innovative concepts launched together with Telco clients, Commerce Partner.
- Improve account management quality by advancing the coordination of the company with the client's various departments
- Create, manage and drive initiative for ID market, maintain and increase audience, distribution and mobile fee with Telcos, OEMs, SI
- Contributed to the commercial success of projects by assessing the financial feasibility of new products and services through proper Profit and Loss management of covered accounts.
- Manage and lead with SEA Partner management team to review, analyze and execute existing program performance & new strategic initiative with local partners/Telco and system integrator
- Collaborate with PMM, Marketing, Sales, Editorial to drive Yahoo! penetration and awareness in ID
- Providing business agreement with business partner and work closely with Y! Legal team
- Understanding client directions and ensure that the company has content/applications to support them
- Responsible in driving UUs growth, Mobile fee with telcos, commerce partner and system integrator
- Instrumental in Business Development activities which created innovative concepts launched together with Telco clients/ID market (eg. Y!SMS messenger, News Module integration, Zero rate program, preload/distribution to OEMs/telcos, content related, commerce partnership, etc)
- Weekly business review with SEA team and quarterly BD summit/Business review with SEA team
- Manage, engage and partnership with local new startup company for channel partnership initiative(eg. Dealkeren.com, Disdus.com)
- Provide case study/best practice to Yahoo!(eg Telkomsel News Module implementation 1st in APAC region)
- Expanding & executing Y! Ads network in the market with sales team

PT.IBM INDONESIA (2009 – 2010 July)

**Lotus & Websphere Portal Country Manager – Software Group**

- Reporting directly to ASEAN Lotus & Websphere Portal Executive and dotted line to IBM Indonesia Software Group Country Manager
- Responsible to sales & product of IBM Lotus Collaboration and Websphere

Portal in the country

- Work with any business units in IBM Indonesia to penetrate IBM Lotus Collaboration and Websphere Portal in enterprise and sme area.
- Opportunity ownership from qualifying to close the deal/opportunity
- Weekly Sales review direct with ASEAN team for Lotus & Websphere Portal, Tiger team, Lotus live team(eg opportunity status, progression, negotiation)
- Weekly local unit meeting for sales/opportunity review driven by SW Country manager
- Account Planning session with cross IBM industry team
- Responsible in compete area for strategic win head to head with MSFT/Oracle(eg. WIN on Biggest distribution and Biggest BANK in Indonesia)
- Build & Work with local Channel Manager and Business Partner(tier 1-3) for technology readiness, adoption and opportunity management
- Manage opportunity directly with client, client rep(AM), cssr and Software IT architect and cross units
- Responsible for financial proposal and execution to close the deal with local authority or Asean executive decision maker
- Build relationship with key person in each account in IBM(cross industry)
- Maintain local and regional technical & sales resources for opportunity management
- Build opportunity and drive territory matrix for top 20 customer in Indonesia, analyze on potential white space and compete area(eg. Gov and Banking)
- Drive internal & external awareness on IBM Lotus Collaboration & Websphere Portal(eg.Launch preparation, Lotus Comes To You event/regular)
- Create and Manage run rate program for Indonesia territory(eg. Any segments program) collaborate with HW team
- Drive Project Liberate which direct compete to replace existing competitor platform
- Build and plan Account Planning & Opportunity Management for each above 100K/strategic deals(eg. Understanding account history, organization, key decision makers, procurement process, project timeline, competition, key action items, process to close the deals, unique value preposition, solution offering, compelling reason to act, etc)
- Build co-marketing/partnership for brand penetration(eg.Hosted application service, SaaS)
- Build strategic case study/customer references with Marketing team
- Deliver brand/product to regular events across Indonesia territory
- Media coverage for brand awareness
- Quota responsibility on respective brands

PT.MICROSOFT INDONESIA (1998 – 2009 May)

Desktop Product Marketing – 1998 1999 (Products: Windows98, ME, Office97, Desktop tools)

- Reporting directly to Marketing Services Unit Director
- Manage/monitoring product penetration, runrate periodically.
- Plan/execute on sustaining program with partners(eg Training center,

Services, Press)

- Prepare/design/plan product promotion & markerting for subsidiary
- Responsible to conduct weekly training, event & seminar for Partner and breadth customer.(eg. PTU – Product Technology Update)
- Support launch new product with partners & marketing communication team.
- Support OEM – System Builder readiness by conducting Windows Operating System Pre-Installation Workshop(eg. Win98, Win NT Workstation 4.0).

Business Enterprise Division – 1999/2000(Products: WindowsNT4, TerminalServer, BackOffice Server)

- Reporting directly to Marketing Services Unit Director
- Manage/monitoring product penetration, runrate and adoption
- Plan/execute on sustaining program with partners(eg Training center, Services, marketing communication team)
- Prepare/design/plan product promotion & marketing for subsidiary.
- Responsible to conducted weekly training, event & seminar for Partner and breadth customer.(eg. PTU – Product Technology Update)
- Launch new product with partners and Marketing Communication Manager.
- Support OEM – System Builder readiness by conducting Windows Operating System Pre-Installation Workshop(eg. Windows2000)

Enterprise Service Group – 2000/2002 as Technology Advisor

- Reporting directly to Enterprise Service Director
- Responsible on Microsoft Core Server products in Technology and solution
- Assist Sales Manager in delivering technology and solution to address customer needs.
- Understand customer IT background and assist them through assessment, planning, technology & solution offering.
- Work with team to solve issues/problems on customer IT environment
- Work with regional team to deliver Microsoft Technology & Solution initiative
- Deliver jumpstart training to targeted enterprise account and Early adaption program.(eg. Jumpstart training – Site Server for Depth Customer)
- Supporting Launch/seminar through presentation, PoC on Microsoft technology & solution.

Enterprise & Partner Group – 2002/2003 as Product Technology Specialist Focus on Business Intellegent and Mobility Technology

- Reporting directly to Technology Specialist Manager under Technology Specialist Professional community.

- Responsible in Team Quota revenue based on focused technology and solution(BI and Mobilty solution)

- Develop Microsoft mobility solution adoption to local carrier.(eg. 1st implementation for MIS2000 in Satelindo, DirectPush messaging)

- Work with Communication Sector Manager(ECG) for Telco industry to drive Revenue and capture opportunity.

- Develop case study on related focused technology and solution.

- Work with Marketing to deliver excitement and awareness on upcoming/new technology through EAP(early adapter program) and jumpstart training to local and national.

- Participate and support on product launch - presentation and product demonstration.

- Assist accounts to get better understanding their existing IT environment and delivering assessment vs objective.

- Work With Account Manager through account planning and joint planning session.

- Work with regional resources to address specific issues/initiative to achieve objective.

- Skill set development through product certification.

- Delivering Microsoft Value and strategy to Enterprise account.

Enterprise & Partner Group – 2003-2007 as AccountTechnology Specialist Focus on Major Accounts(Telcos & Public Sector)

- Responsible in Team Quota revenue based on focused technology and solution(BI and Mobilty solution)

- Pipeline management for Quaterly/Fiscal revenue responsibility through v-Team(Sales team unit) weekly.

- Drive Enterprise Agreement and deliver value on EA to accounts

- Conduct Infrastructure Optimization Initiative in accounts.

- Assess and capture exisiting Infrastructure in account and map the result into opportunity and cross selling to MS Technology and Solution

- Infrastructure Optimization Management

- Opportunity owner through Microsoft Sales Solution Process

- Desktop Deployment ownership for existing investment.

- Conduct assessment and recommendation based on account existing IT infrastructure(eg. Proposal, Proof of Concept)

- Work with MS Partner for sharing/joint investment for account activities(eg. Pilot, POC, services subcontract)

- Work and supporting regional MED team initiatives for Mobile penetration in Enterprise through Enterprise Collaboration message.

- Build partnership with OEM – Mobile device for co-marketing and brand awareness in Indonesia territory(eg. Samsung, HTC, LG,dopod, O2, Motorola)

Tommy Hartono

Jakarta, Indonesia
Jln. Kebun Jeruk XIII/34 JKB – 11160
+62-82122779218

- Drive and build market awareness on Microsoft Mobile Solution to telcos(eg.Push Mail-Anywhere Anytime Anydevice initiative), result Microsoft Exchange adoption in most major Telcos(eg. Indosat, Tsel, Exelcom), Develop Microsoft mobility solution adoption to local carrier.(eg. Indosat /Telkomsel/Excelcom on path for PushMail Joint Promo with Subsidiary and MED, Conduct workshop for Telkomsel/Excelcom sales force(eg.AM)

- Build strategic Partnership with Telekomunikasi Indonesia R&D division – RisTI in Bandung(eg.Technology adoption – MIS/MSExch2003, WM device)

- Drive Joint Planning Session, progress the opportunity, address requirement through MSFT solution offering

- Develop case study on related focused technology and solution(eg Excelcom, Tsel, Risti)

- Work with Marketing to deliver excitement and awareness on upcoming/new technology through EAP(early adapter program) and jumpstart training to local and national.

- Assist account to understand their existing IT environment and delivering assessment vs objective.

- Work With Account Manager through account planning and joint planning session and closing deals.

- Skill set development through product certification(eg WM certification)

- Delivering Microsoft Value and strategy to Enterprise account.

- Delivering Business Technology Review on account(based on requirement) to uncover opportunity and gap between business needs and technology.

- Strengthen relationship on focused account through trusted advisor initiative.

- Working from presales to post sales by delivering technology and solution recommendation and guidance on implementing them.(eg. KPU/National Election project 2004, Business Technology Review 2004 – Danamon Bank)

- Working with Product team to deliver Technology and solution to enterprise account

- Responsibility on Security initiative by delivering Security Technology and solution.(eg. Security Roadshow event – Solution Evengelist)

- Regular sales performance review with local team and regional(telecom)

- Responsibiltiy in Go To Market initiative on Line Of Business product and Business Intellegent solution.

- Supporting MED – for Windows Mobile 5.0 MSFP penetration in conjunction to IOI initiative part – Exchange2003 penetration(eg. migration/competition) and WM based Phone Partner(O2, Palm, Dopod)

- Supporting other department(eg. SMSP, BMO – Technology and Solution evangelist)

- Supporting Corporate Affair(Sub Indonesia) – Opportunity on going on Office of Special Staff of President Indonesia by providing Technical Recommendation(eg. Architecture and Solution offering).

▪ Execute Account Planning and strategizing with Account Team Unit periodically.

ENTERPRISE & PARTNER GROUP(EPG) 2007-2009

ACCOUNT TECHNOLOGY SPECIALIST(ATS) FOR CORPORATE ACCOUNT SEGMENT

Note: same as above job roles with:

- Infrastructure Optimization Initiative ownership
    - o Core Infrastructure Optimization
    - o Business Productivity Infrastructure Optimization
    - o Application Infrastructure Optimization
- MSSP and IT Master plan ownership for Technology & Solution offering
- Achieve the Win Server Unit target as defined in the EPG Scorecard
- Achieve the ESC Contracts target on CAS area
- Drive standardization on Windows Server by winning mission critical platform within accounts
- Complete 100% Account Planning and IO Profile Discovery
- Full year goal = 9% platform market share
- Full year goal = ESC Contract in Major, full year goal for Premier Contracts
- Full year goal = Windows Server used as Mission Critical Platform within accounts

DRIVE: Satisfaction and Engage partner ecosystem for Corporate Segment

- Support the EPG Team to achieve NSAT Target for Corporate Managed Partners
- Engage and develop partner ecosystem and work with the SMS&P partner lead and EPG partner lead to address and engage the right partners for your core and/or category business
- NSAT Major = 100, NSAT Corporate = 117, NSAT Enterprise Managed Partners = 121
- Grow and maintain at least 3 partners on your area of specialization

GROW: Successfully drive Corporate Segment pipeline health and wins across all core imperatives in your subsidiary

- Identify, own and manage accordingly Corporate segment opportunities within GSX(CRM)
- Identify, own, tag and managed accordingly: Core Infrastructure Optimization (Core IO), Business Productivity Infrastructure Optimization (BPIO), Application Platform Optimization (APO) related opportunities within Siebels
- Endorse and increase partner led opportunities

- Support the GSX measurement metrics, by managing opportunities on Corporate segment
  - at least 40% Specialists ownership opportunities
  - at least 200% full pipeline opportunities
  - at least 150% adjusted opportunities

- >=80% workload correctly tagged
- < 30% stalled opportunities
- Core IO, BP IO, APO workload is correctly tagged and shown in the GSX

CERTIFICATION

Microsoft Certified System Engineer(MCSE)NT4.0 2000
Microsoft Certified Professional + Internet(MCP+I) 2000
Microsoft Certified Original Equipment Manufacturer(OEM) Professional 2000
Microsoft Certified System Engineer (MCSE)Windows 2000
Microsoft Certified Data Base Administrator(MCDBA) 2000
Microsoft Certified System Engineer (MCSE)Windows 2003
Microsoft Certified System Administrator (MCSA)2003
Certificate of Completion – Presentation Skill course
AudioCodes Unified Messaging Technical Workshop(MPFX series) 2007, Singapore
Windows Mobile Training Specialist 2006/2007/2008
Microsoft Certified Technology Specialist (MCTS) 2008(Latest)
Microsoft Certified Information Technology Professional (MCITP) Windows 2008(Latest)
100 FIRST certified on WINDOWS 2008(MCTS) and 1st in Indonesia for MCITP certification(2008)
IBM Global Sales School Certification – 6 weeks program
IBM Lotus TOP GUN certification – 2 weeks
SAP HANA(In Memory Computing)

WIN PROJECT/INFRASTRUCTURE PROJECT HANDLED & ON GOING ON RESPONSIBLE ACCOUNTS:

WIN:Messaging win in **Danamon Bank** nationwide(Win over Lotus Notes and deploy Microsoft Exchange 2003)

WIN:**Indonesia Election Day Project**(Win over OSS and deploy 8000pcs over 4000 district nationwide) 2004

WIN:Infrastructure win in **Telkomsel**(Win over Novel and deploy Microsoft Active Directory infrastructure) 2004-2005

WIN:Implementing DirectPush Mail over 3 biggest Telco(**Indosat, Telkomsel, Excelcom**) and brings DirectPush to Business Solution for hosted project.

WIN:Reengineering Infrastructure Project in **Pertamina** for renewing Enterprise Agreement initiative.

WIN:Reengineering Messaging Platform & Competitive Desktop Win in **DJP.**

Tommy Hartono
Jakarta, Indonesia
Jln. Kebun Jeruk XIII/34 JKB – 11160
+62-82122779218

WIN:Reengineering Infrastructure Project in **UOB Buana Bank**(Windows 2008 DC upgrade, BI, Portal, Exchange 2007 Upgrade)

WIN(EA) & ONGOING:Infrastructure and Messaging Migration in **Gudang Garam**(Windows 2008 AD Implementation, Messaging Migration to Exchange 2007, Infrastructure Management & Security for GG group

WIN : Infrastructure – AD Implementation & Infra Management(SCCM) in **Semen Gresik**

WIN(EA): Infrastructure and Messaging in **Grand Indonesia**(Windows 2008 AD implementation, Messaging Exchange2007 implementation, Virtualization)

WIN: Reengineering Infrastructure and Communication Collaboration in **Astra Daihatsu Motor**(Windows 2008 AD Implementation, OCS2007-Pilot in progress, Exchange2007 Migration from Lotus Notes, RMS)

WIN: Portal implementation & Performance Analysis project in **AHM**

WIN: Infrastructure Management project, Security(AV) in **Asuransi Astra Buana**

WIN: Security(Information Right Management) & ILM in **ALLIANZ UTAMA INDONESIA**

WIN : Portal Implementation, Exchange 2007 upgrade in **Lippo Karawaci**

WIN : Windows Genuine Initiative to 1000 PoS from Windows 98 to latest on **Matahari Putra Prima(MPP)**

WIN: Microsoft Developer Tools and .Net for **Coca Cola Bottling Indonesia** for Mobile Application(task force), MDOP(Microsoft Desktop Optimization Pack) project on initial process, PoC completed.

WIN : Infrastructure Management(SCOM) and ILM for NOTES integration on initial process in **HM SAMPOERNA(PMI)**

IBM Projects 2009-2010:

WIN : Telekomunikasi Indonesia – extending IBM Lotus and Office Automation Project

WIN : Kalbe Farma – extending IBM Lotus, office automation

WIN : United Tractor – extending IBM Lotus(compete with Microsoft Exchange Server)

Tommy Hartono

Jakarta, Indonesia

Jln. Kebun Jeruk XIII/34 JKB – 11160

+62-82122779218

WIN : BTN – IBM Websphere Portal for data warehouse project

WIN : Indofood Group – extending IBM Lotus, Office Automation project(Compete with Microsoft Exchange Server), 3 Years agreement with Indofood Group

Indonesia business initiatives and implemented Yahoo! Projects in 2010-2011:

Telkomsel – **1st Yahoo! News Module integration implemented in APAC region on Telkomsel http://m.telkomsel.com** ,

Telkomsel – **1st Yahoo! SMS OMG! service implemented in APAC**

Nexian, Samsung, Alcatel, Bakrie, Nokia, LG – **Yahoo! distribution(preload) on Android, Java, Brew, MTK platform(5.2 mill devices/year) - implemented**

Telkomsel, XL, Indosat, Bakrie, Hutchinson 3, Smartfren – **Y!SMS Messenger service, Links on WAP site, Retention & Stimulation program - implemented**

Dealkeren.com and Disdus.com – **Channel partnership on Yahoo! ID site(DEALS) - implemented (1 Year exclusive partnership for ID)**

Indosat – 1st **Yahoo! service portal** on Indosat WAP **implemented**

SmarFren, Asiafone - **Yahoo! product/service distribution to mobile**

Device implemented (2.4 million devices/year)

Hutchison 3, XL, - **Zero Rating on Y! Mail & Messenger implemented**

Telkomsel Opera Mini- **Zero Rating on Y! Mail & Messenger**

Telkomsel, XL - **Y! Ads Search monetization partnership**

Indosat – **Y! Co-branded home page project implemented**

Telkomsel – **SMS back up to Y! Mail project**

Tommy Hartono
Jakarta, Indonesia
Jln. Kebun Jeruk XIII/34 JKB – 11160
+62-82122779218

Projects Won & Ongoing in SAP Project in PT Soltius Indonesia 2013-2014:

JAPFA Comfeed – SAP Mobility/Fiori

Inpex – Readsoft Invoice Management/ECM

Wismilak – SAP Mobility/FIori, for Mobile Approval App(phase2)

Spindo – SAP Mobility/Fiori, for Mobile Approval App

Wismilak – SAP Bobj/BI project(on going implementation phase 1)

Ongoing opportunities in current company 2014 :

*Manufacture client – **SAP xECM by Opentext**(Data & Doc Archving) Q2/2014 implementation(proposal license & services submitted)*

*CPG client – **SAP Vendor Invoice Management by Opentext, SAP Archiving & Document Acces by Opentext**, Q2/2014 implementation(proposal license & services submitted)*

Mining – SAP Mobility/Fiori Q2/2014 implementation(proposal license & services submitted)

*Telco client – **SAP Invoice Mgmt by Opentext, SAP EFM by Opentext, SAP Procurement by Opentext**, RFi submitted & tender scheduled*

CPG client – SAP Mobility/Direct Store Delivery, SMP Q4/2014 implementation

*CPG/FMCG client – SAP Bobj & **SAP Data Archiving by Opentext** Q2/2014 implementation*

*Oil & Gas – **SAP Data Archiving by Opentext**, Q2/2014 implementation*

Logistic – SAP Mobilty/Fiori Q3/2014 implementation

2 CPG/FMCG clients – SAP Mobility/Fiori Q2/2014 implementation

Manufacture client – SAP Vendor Invoice Management by Opentext Q3/2014 implementation

2 Manufacture clients – SAP Mobility/Fiori Q3/2014 implementation

Telco client : SAP Bobj/Dashboard in tendering

Achievements, Project implemented & ongoing in Metrodataonline.com Oct 2014-current:

www.metrodataonline.com website migrated successfully from PHP program based website to Magento platform(Oct 2014-April 2015)
www.metrodataonline.com website deployed successfully in cloud service(Microsoft Azure)
Successfully participated Dec 2014 in HARBOLNAS(National Online Shopping

Day) within 1 week preparation and created IDR 1.2B in 7 days program.

e-Newsletter implemented in Nov 2014 first released to public and 483 campaigns YTD(March 2016)

Successfully running Search Engine Optimization(SEO), SEM, FB ads from Jan 2015

Successfully deployed through price comparison sites from Jan 2015

BangParjon Project launched Nov 2014 for low price and B grade electronic segment & patented in Indonesia law territory by March 2015

Successfully built Jan 2015 : e-commerce & marketing division(e-commerce unit, creative & design unit, online sales unit, customer service unit, web admin & marketing unit, Social Media unit)

Strategic Partnership with Delivery & Logistic partners since April 2015

Electronic voucher giveaway customer acquisition campaign in Metrodata 40th anniversary from April – May 2015

Regular targeted LBA with Telkomsel, program started in May 2015 for Mstore, Online campaigns

Growth in organic registration user database from 1700+ in Dec 2014 to 21.500+ in April 2016(only from online registration page)

Deployment on Metrodataonline.com Affiliate program finalized since March 2016.

ONGOING Projects :
Metrodataonline.com & SAP Integration project on progress with PT Soltius Indonesia(a member of ME group)

Metrodataonline.com project for Affiliate on UAT stage since March 2016 – nationwide coverage

Metrodataonline.com project being developed since March 2016 for nationwide(classified)

UPCOMING :
Metrodataonline.com project for internal ME group plan to execute on July 2016(classified)

Tommy Hartono

Jakarta, Indonesia
Jln. Kebun Jeruk XIII/34 JKB – 11160
+62-82122779218