

Report Fivas CCO Pangkal Pinang



GraPARI

Semua

01/07/2023

31/07/2023

Channel

Semua

Agent

Semua

Paket

Semua

Achievement & MoM by GraPARI

Nama GraPARI	#CSR	Target Sales	Total trx	Last Month Revenue	Revenue	Achievement to target	Revenue MoM %
Belitung	3	16380000	92	24.187.500	11.082.000	67,7%	-54,18%
Bangka	4	21840000	44	25.399.200	4.160.500	19,0%	-83,62%
GTG Pangkal Pinang	8	43680000	114	96.525.500	12.174.000	27,9%	-87,39%
Total	15	81900000	250	146.112.200	27.416.500	33,5%	-81,24%

Activated Products

Nama_produk	Revenue	% Kontribusi Rev
TM Jumbo All Operator	23.500	0,09%
TM Bulanan All Operator	302.000	1,10%
Telepon All Opr	295.500	1,08%
RoaMax Turkiye	415.000	1,51%
RoaMax Thailand	165.000	0,60%
RoaMax Malaysia	500.000	1,82%
RoaMAX Combo Singapore	400.000	1,46%
Roamax Asia Tenggara	350.000	1,28%
Puas Telpon	294.000	1,07%
Perpanjangan Masa Aktif 90 Hari	297.000	1,08%
Perpanjangan Masa Aktif 30 Hari	26.000	0,09%
Perpanjangan Masa Aktif 180 Hari	484.000	1,77%
Total	27.416.500	100,00%

Achievement & MoM by CSR

Nama_Petugas	Total Trx	Last Month Revenue	Revenue	Achievement CSR	Revenue MoM %
Yeni Gusnawati	20	12.136.000	1.967.000	36%	-83,79%
Weni Wllman Putri	28		4.086.000	75%	
Rianto	25	22.003.000	2.479.000	45%	-88,73%
Resti Halipi	7		403.000	7%	
R.A Andini		144.500			-100,00%
Olipio Sayudias	16	11.814.000	1.760.000	32%	-85,10%
Novita Rahma Putri		15.111.000			-100,00%
Mayang Sari		5.294.000			-100,00%
Hamidah Siffa Garishah	31	8.865.000	3.430.000	63%	-61,31%
Gatry Pertiwi	38	18.744.500	4.310.000	79%	-77,01%
Dewi Shinta	19		2.283.000	42%	
Dedy Setiawan	25	13.061.000	2.845.000	52%	-78,22%
Bella Pransiska	2		188.000	3%	
Annava Almahvra Svirva	26	13.585.200	2.212.500	41%	-83,71%

Channel, Product Type & Brand Type

Channel	Trx	Revenue	% Kontribusi
DSC	145	18.635.000	67,97%
MYTELKOMSEL	71	6.178.000	22,53%
VA	34	2.603.500	9,50%
Total	250	27.416.500	100,00%

Jenis Produk	Trx	Revenue	% Kontribusi
Broadband	211	25.380.500	92,57%
Digital	23	921.000	3,36%
Voice	16	1.115.000	4,07%
Total	250	27.416.500	100,00%

Type_brand	Trx	Revenue	% Kontribusi
Prepaid	178	17.413.500	63,51%
Postpaid	72	10.003.000	36,49%
Total	250	27.416.500	100,00%

Report PSB CCO Pangkal Pinang



GraPARI

Semua

01/07/2023

31/07/2023

Order Reason

Semua

Agent

Semua

Achievement & MoM by GraPARI

Nama CTP	#CSR	Target	Total Sales	Sales last Month	Selisih Trx PSB	Achievement to target	MoM PSB	Revenue PSB
GTG Pangkal Pinang	8	61	40	60	-20	65,57%	▼ -33,33%	4.860.000
Belitung	3	37	11	17	-6	29,73%	▼ -35,29%	1.410.000
Bangka	4	37	19	17	2	51,35%	▲ 11,76%	2.000.000
Total	15	135	70	94	-24	51,85%	▼ -25,53%	8.270.000

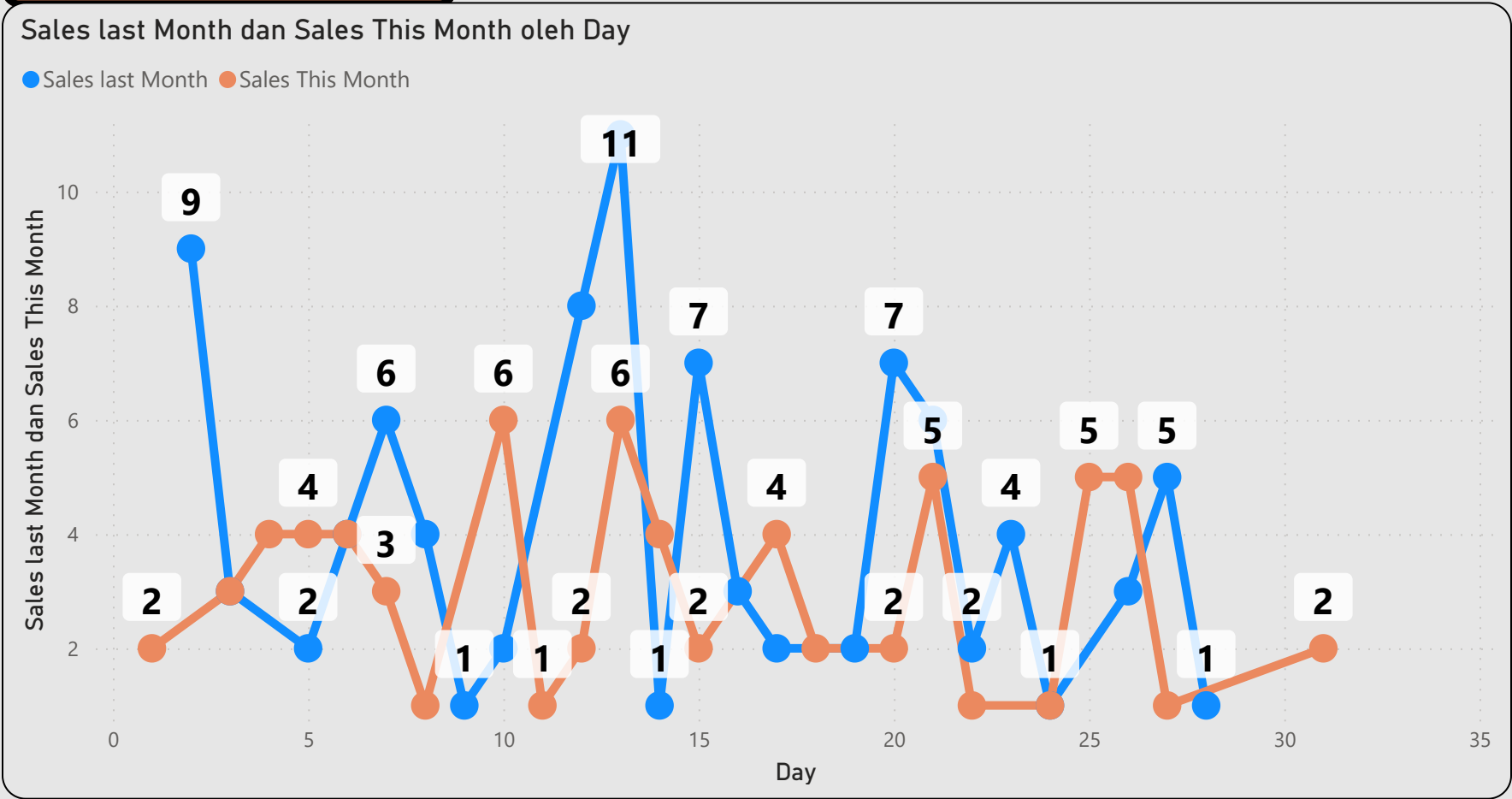
Achievement & MoM by CSR

Nama CSR	Target/CSR	Sales last Month	Total Sales This Month	Selisih Trx PSB	Achievement PSB CSR	MoM PSB	Revenue PSB
Amdi Antama	7,63	12	6	-6	78,69%	▼ -50,00%	600.000
Annaya Almahyra Syuryo	9,25	9	9	0	97,30%	▲ 0,00%	900.000
Bella Pransiska	9,25		2	2	21,62%		200.000
Dedy Setiawan	7,63	11	5	-6	65,57%	▼ -54,55%	1.010.000
Dewi Shinta Rahayu	12,33		2	2	16,22%		200.000
Effandera	7,63	3	4	1	52,46%	▲ 33,33%	400.000
Gatry Pertiwi	12,33	16	4	-12	32,43%	▼ -75,00%	550.000
Hamidah Siffa Garishah	7,63	7	7	0	91,80%	▲ 0,00%	1.000.000
Mayang Sari		1		-1		▼ -100,00%	
Novita Rahma Putri		6		-6		▼ -100,00%	
Olipio Sayudias	9,25	8	8	0	86,49%	▲ 0,00%	900.000

Activated Products

Jenis Paket	Total Sales	Sales last month	Revenue PSB
Halo+ 100K	58	73	5.800.000
Halo+ 200K	3	2	600.000
Halo+ Nelpon 100K	3	2	300.000
Halo+ 160K	2		320.000
Halo+ 150K	1	5	150.000
Halo+ 250K	1	1	250.000
Halo+ 300K	1	1	300.000
Total	70	94	8.270.000

Daily PSB



Report Orbit CCO Pangkal Pinang

GraPARI

Semua

01/07/2023

31/07/2023

Nama Produk

Semua

Agent

Semua

Achievement & MoM by GraPARI

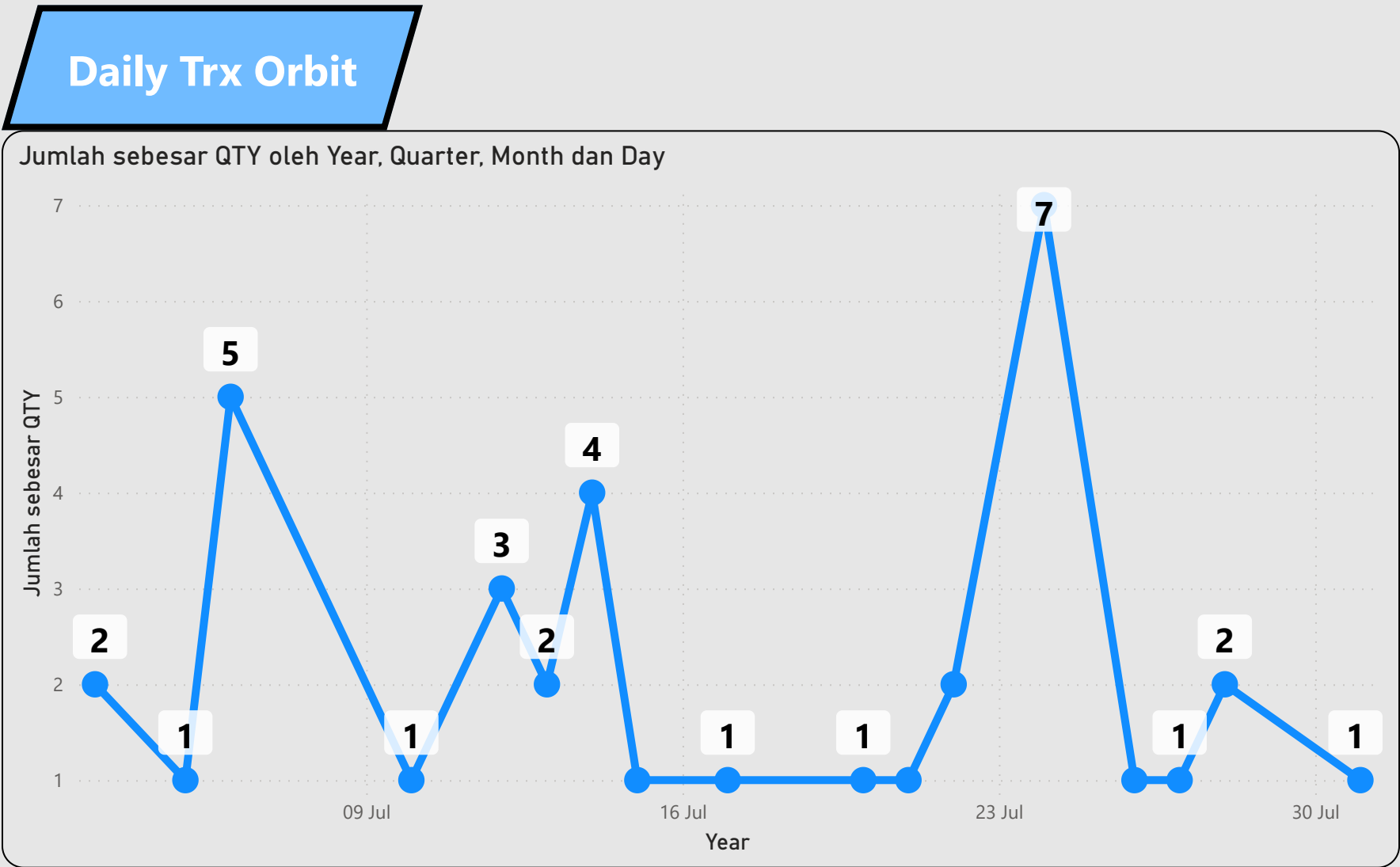
Nama GraPARI	Jumlah CSR	Target	Total Sales	Sales Last Month	Selisih Trx	MoM Orbit	Revenue
Bangka	4	24	4	6	-2	↓ -33,33%	2.466.000
Belitung	3	18	11	10	1	↑ 10,00%	7.029.000
GTG Pangkal Pinang	8	48	21	19	2	↑ 10,53%	13.079.000
Total	15	90	36	35	1	↑ 2,86%	22.574.000

Activated Products

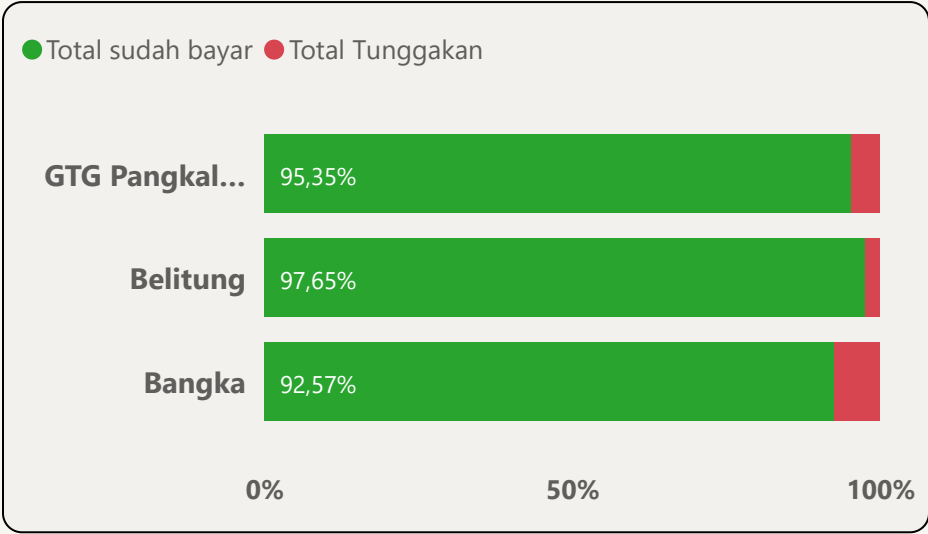
Nama Produk	Jumlah sebesar QTY	Revenue Produk
Orbit Star H1	17	11.033.000
Orbit Star A1	8	3.832.000
Orbit Star N1	3	1.737.000
MIFI Z1	2	1.398.000
Orbit Pro	2	2.198.000
Orbit Mifi N1	1	599.000
Orbit Mifi N2	1	649.000
Total	36	22.574.000

Achievement & MoM by CSR

Nama CSR	Target	Total Sales	Achievement to Target	Sales M-1	MoM Orbit	Revenue
Agista Anduarima				1	↓ -100,00%	
Amdi Antama				4	↓ -100,00%	
Annayya Almahyra Syuryo	6	1	16,67%	3	↓ -66,67%	649.000
Dedy Setiawan	6	7	116,67%	7	→ 0,00%	4.713.000
Gatry Pertiwi	6	9	150,00%	5	↑ 80,00%	5.901.000
Hamidah Siffa Garishah	6	7	116,67%	1	↑ 600,00%	4.063.000
Mayang Sari				2	↓ -100,00%	
Novita Rahma Putri				3	↓ -100,00%	
Olipio Sayudias	6	3	50,00%	3	→ 0,00%	1.817.000
R.A Andini				1	↓ -100,00%	
Rianto	6	5	83,33%	2	↑ 150,00%	3.245.000



CCO Pangkal Pinang Healthy Collection Dashboard



Billing

59.118.290

Collected

56.426.060

Not Collected

2.692.230

Bangka

Belitung

GTG Pangkal Pinang

% Healthy Collection

95,45%

Bulan Performansi

July

Healthy Collection CSR					
Nama CSR	Trx	Total Billing	Billing Collected	Billing Not Collected	% Healthy Collection New
Rianto	13	5.641.161	4.895.413	745.748	86,78%
Mayang Sari	12	8.181.149	7.909.199	271.950	96,68%
Amdi Antama	9	11.293.529	11.150.816	142.713	98,74%
Annaya Almahyra Syuryo	9	6.187.804	6.010.304	177.500	97,13%
Gatry Pertiwi	9	3.691.600	3.634.310	57.290	98,45%
Olipio Sayudias	7	3.302.543	2.774.969	527.574	84,03%
Dedy Setiawan	6	3.016.339	3.016.339	0	100,00%
Novita Rahma Putri	6	4.136.473	4.136.473	0	100,00%
Yeni Gusnawati	6	7.357.536	6.837.423	520.113	92,93%
Yulia Innastri Seskolana	5	2.308.119	2.308.119	0	100,00%
Hamidah Siffa Garishah	4	1.879.230	1.629.888	249.342	86,73%
Agista Anduarima	3	2.122.807	2.122.807	0	100,00%
Total	89	59.118.290	56.426.060	2.692.230	95,45%

Detailed Information						
Nama CSR	Total Bulan Not Collected	MSISDN	Request PSB	BC	Tunggakan	Nama Pelanggan
Yeni Gusnawati	2	628114461709	APCS	BC20	377.400	YULISA ARYANI
Yeni Gusnawati	2	628117231328	APP	BC01	142.713	POLRES BANGKA (PANDU SANJADIYASA)
Rianto	2	628117231321	APP	BC01	142.713	POLRES BANGKA AGUNG PRAN
Rianto	2	628117231323	APP	BC01	142.713	POLRES BANGKA AGUNG PRAN
Rianto	1	628117915511	APP	BC01	460.322	IPLT CIPTA KARYA PUPR PANGKALPINANG
Olipio Sayudias	2	6281272923277	APCS	BC01	527.574	ANDRIES VIRGISTA
Mayang Sari	1	628117871995	APCS	BC01	111.000	SUHAILI
Mayang Sari	1	6281272910999	APP	BC01	160.950	M NORMAN GHOZALI
Hamidah Siffa Garishah	2	628117231329	APP	BC01	222.000	POLRES BANGKA (SANDI PRAN
Total	21				2.692.230	

Report Healthy Acquisition PSB dan Migrasi

Nama CTP

Bangka

Belitung

GTG Pangkal Pinang

Month

January

March

May

February

April

June

Nama CSR

Agista Anduarima

DEDY SETIAWAN

Hamidah Siffa Garishah

Amdi Antama

Effandera

Mayang Sari

ANNAYA ALMAHYRA SYURYO

GATRY PERTIWI

Novita Rahma Putri

66

Total PSB

6

Churn PSB

90,91%

% Healthy Acq PSB

28

Total Migrasi HA

2

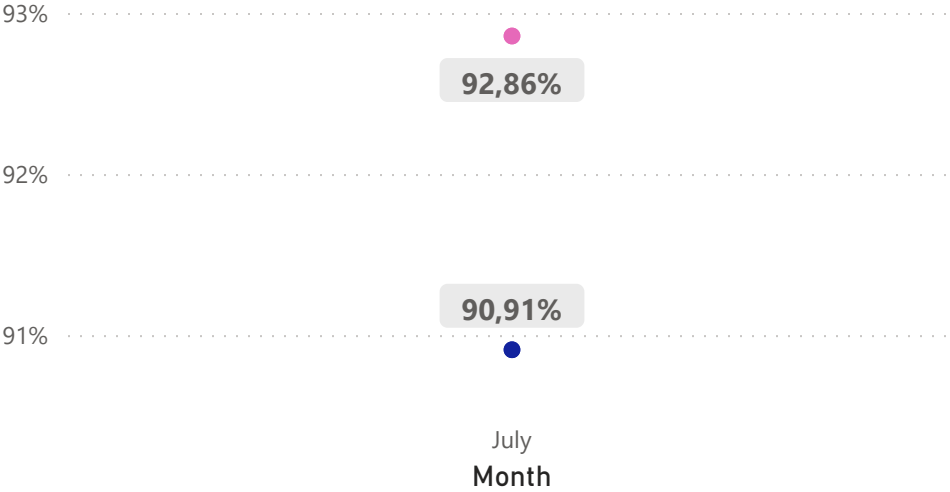
Churn Migrasi

92,86%

& Healthy Acq Mi...

Monthly Achievement

● % Healthy Acq PSB ● & Healthy Acquisition Migrasi



Nama CSR	Nama CTP	Churn 1-3 Bulan	MSISDN	Churn Date	LoS	Churn Type
Mayang Sari	Belitung	YES	628117280380	23 Juni 2023	3	Involuntary
Mayang Sari	Belitung	YES	6281239745822	23 Juni 2023	3	Involuntary
Hamidah Siffa Garishah	GTG Pangkal Pinang	YES	628117175100	18 Mei 2023	2	Voluntary
GATRY PERTIWI	Belitung	YES	628117062277	23 Juni 2023	3	Involuntary
ANNAYA ALMAHYRA SYURYO	Bangka	YES	6282181439525		3	Involuntary

Report tNPS CCO Pangkal Pinang

01/07/2023

31/07/2023

Nama CSR

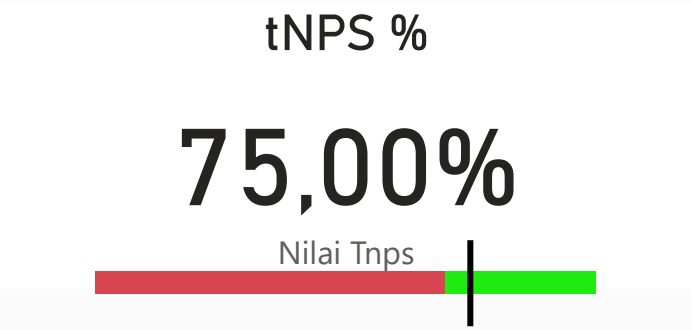
Semua

Tnps Type

Semua

GraPARI

GraPARI Belitung



Total Respon

28

Promotor

21

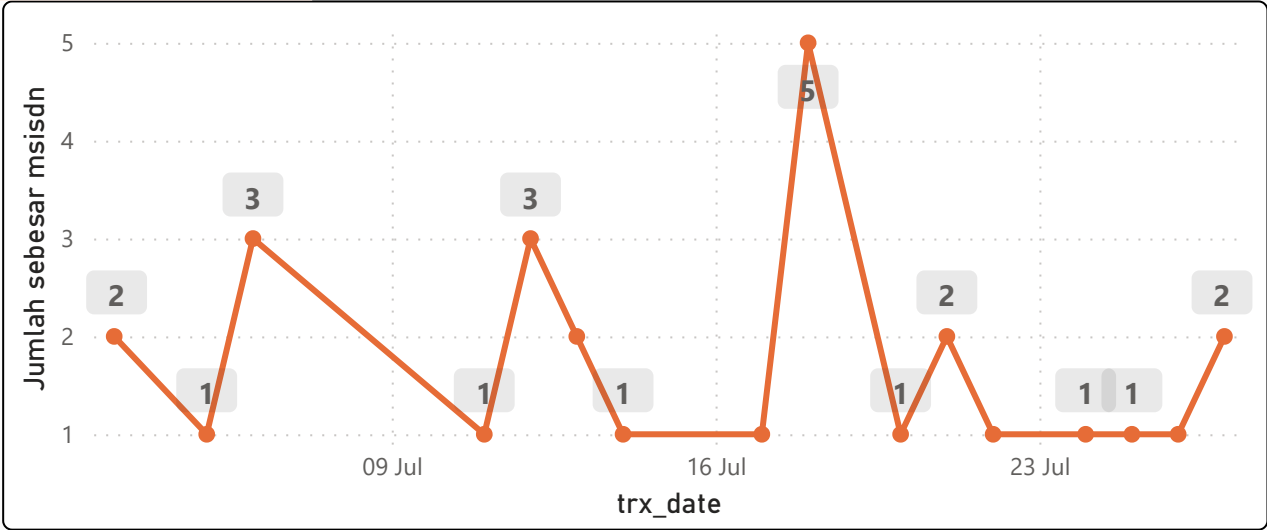
Passiver

7

Detractor

(Koso...

Daily tNPS Respon



tNPS GraPARI					
GraPARI	Promotor	Passi ver	Detr actor	Nilai Tnps	Total Respon
	▼				
GraPARI Belitung	21	7		75,00%	28
Total	21	7		75,00%	28

tNPS CSR					
Agent CSR	Total Respon	Promo tor	Passi ver	Detr actor	Nilai Tnp
▲					
Dewi Shinta Rahayu	6	5	1		83,33%
Gatry Pertiwi	5	5			100,00%
My Grapari Mcash	13	9	4		69,23%
Risky Ramdanu .	1	1			100,00%
Weni Wilman Putri	3	1	2		33,33%
Total	28	21	7		75,00%

MONTHLY KPI CCO PANGKAL PINANG

97,3%
Role Play

100,0%
Detractor Respond

100,0%
Detractor Improvement

90,5%
Achievment HA PSB

75,00%
HA Migrasi

97,6%
Achievement Healthy C...

11
Total TRX PSB+ Migrasi

5,47%
Achievement Trx PSB

11.082Rb
Reveneue Fivas

88,80%
Achievement Fivas

11
TRX Orbit

92,1
Try Out

674
Cust Served

7,40
Rata-rata Avg Producti...

GraPARI

Bangka

Belitung

GTG Pangkal Pinang

Nama Petugas

Semua

Month

July

Monthly KPI GraPARI

GraPARI	Visit	Try Out	Role Play	HA Migrasi	HA PSB	Healthy Collection	Detractor Improve ment	Detractor Respond	TRX PSB+ Migrasi	REV PSB+ Migrasi	TRX Fivas	REV Fivas	TRX Orbit	REV Orbit
Belitung	674	92,1	97,33%	75,00%	90,48%	97,65%	100,00%	100,00%	11	1410000	92	11.082.000	11	7029000
Total	674	92,1	97,33%	75,00%	90,48%	97,65%	100,00%	100,00%	11	1410000	92	11.082.000	11	7029000

- Nama Petugas
- Agista Anduarima
- Dewi Shinta Rahayu
- Gatry Pertiwi
- Jolly Fitrah Bilitoni
- Mayang Sari

Monthly KPI CSR

Nama CSR	Bobot Final	Kehadiran	Visit	tNPS	Try Out	Role Play	HA Migrasi	HA PSB	Healthy Collection	Detractor Improve ment	Detractor Respond	TRX PSB+ Migrasi	REV PSB+ Migra si	TRX Fivas	REV Fivas	TRX Orbit	REV Orbit
▼																	
Weni Wilman Putri	77,87%	100%	209	0,00			100,0%	100,00%	100,00%	100,00%	100,00%	4	560000	28	4.086.000	2	1128000
Turiyan	60,00%						100,0%	100,00%	100,00%	100,00%	100,00%						
Resti Halipi	79,76%	100%	21				100,0%	100,00%	100,00%	100,00%	100,00%	1	100000	7	403.000		
My Grapari Mcash	60,00%			1,00			100,0%	100,00%	100,00%	100,00%	100,00%						
Mayang Sari	55,08%			1,00			100,0%	66,67%	87,50%	96,68%	100,00%						
Gatry Pertiwi	88,43%	100%	226	1,00	88,8		96,0%	100,00%	88,89%	98,45%	100,00%	4	550000	38	4.310.000	9	5901000
Dewi Shinta	75,40%	100%	202	1,00			100,00%	100,00%	100,00%	100,00%	100,00%	2	200000	10	2.282.000		

Ajukan pertanyaan tentang data Anda



Coba salah satu untuk memulai

what is the total sales fivas by type brand

what is the channel % of total by type brand

show me channel % of total for the last week

what is the last month revenue by jenis produk

what is the bobot fill to 100 by report KPI CSR churn PSB

show me jenis Case_Fast for the last year