

Per 3 Sep Per 10 Sep Per 17 Sep **85.87%**  
 PROGRESS PROGRESS PROGRESS

**83.35%** **90.49%** **99.61%** **OBJECTIVE : Orchestrate group-wide digital strategies & activities and create meaningful impact to the Group via digital initiatives (Previous: 90.49% | Current: 99.61%)**

**Progress per 17 September 2020** Rule of Thumb OKR Quarterly Achievement = 85.87%

**107.87%** **P** **KEY RESULT#1**  
 Providing **digital Product & solutions** for CFU and generate revenue of **Rp.35.8Bn in Q3 2020**

				METRIC	Q3 STARTING VALUE	TARGET VALUE	CURRENT ACHIEVEMENT
<b>CONSUMER (Q3 2020)</b>							
98.94%	101.83%	105.80%	MV : Achieve <b>Indibox</b> Revenue of Rp.5.8Bn	IDR (Mn)	2989.13	5800.00	5963.06
80.81%	81.31%	<b>82.50%</b>	MV : Achieve <b>Indihome Gamers</b> Revenue of Rp. 25 Bn	IDR (Mn)	6093.00	25000.00	<b>21692.00</b>
58.77%	80.00%	<b>80.31%</b>	PV : Achieve <b>Gameqoo</b> Active Users of 3500 users	User	0	3500.00	<b>2811.00</b>
<b>ENTERPRISE (Q3 2020)</b>							
42.00%	42.00%	<b>56.00%</b>	MV : Achieve <b>MyPertamina</b> Revenue of Rp.5Bn	IDR (Mn)	0	5000.00	<b>2800.00</b>
104.74%	124.85%	154.35%	MV : Achieve <b>MyPertamina</b> Registered Users of 3.3Mn	Registered Users	2213.89	3300.00	3890.35
70.65%	78.27%	87.02%	MV : Achieve <b>Qren</b> UKM Merchant of 5500 merchant	Merchant	0	5500.00	4,786.00
80.56%	93.02%	108.25%	PV : Achieve <b>Bonum</b> Merchant of 7500 Merchant	Merchant	2531.00	7500.00	7910.00
71.93%	81.15%	92.78%	PV : Achieve <b>MPS</b> Transaction of 5.5 Mn	Thousand	0	5500.00	5,102.78
128.92%	152.23%	179.70%	PV : Achieve <b>Sakoo</b> User of 3500 users	User	1840.00	3500.00	4,823.00
96.77%	103.23%	167.74%	PV : Achieve <b>Sakoo</b> User Subscribe of 40 users	User	9.00	40.00	61.00
80.00%	80.00%	<b>80.00%</b>	PV : Achieve <b>Pesantren Go to Digital</b> user of 5 pesantren	Pesantren	0	5.00	<b>4.00</b>
80.00%	90.00%	100.00%	PV : Achieve <b>Pesantren Go to Digital</b> Product Development/Improvement Readiness of 50%	%	0	50.00	50.00

**97.42%** **I** **KEY RESULT#2**  
 Strengthening **Innovation** & exploration for future business and generate revenue of **Rp.31.2Bn in Q3 2020**

				METRIC	Q3 STARTING VALUE	TARGET VALUE	CURRENT ACHIEVEMENT
<b>ENTERPRISE (Q3 2020)</b>							
102.78%	102.78%	102.78%	MV : Achieve <b>Pijar Sekolah</b> Revenue of Rp.6.6Bn	IDR (Mn)	145.40	6600.00	6779.40
53.00%	116.40%	184.39%	MV : Achieve <b>Pijar Mahir</b> Revenue of Rp.17.9Bn	IDR(Mn)	6133.00	17900.00	27830.00
82.93%	82.93%	<b>82.93%</b>	MV : Achieve <b>Pijar Corpu</b> Revenue of Rp.5.7Bn	IDR (Mn)	0	5700.00	<b>4726.91</b>
45.00%	50.00%	<b>53.33%</b>	MV : Achieve <b>Arkademy</b> Hired Talent of 60 Talent	Talent	0	60.00	<b>32.00</b>
74.10%	81.60%	89.10%	MV : Achieve <b>UmeetMe</b> Revenue of Rp.1000Mn	IDR (Mn)	0	1000.00	891.00
100.89%	111.84%	119.77%	PV : Achieve <b>UmeetMe</b> additional Conference Room of 7500	Conference	0	7500.00	8983.00
65.42%	67.83%	<b>73.73%</b>	PV : Achieve <b>ChatAja</b> registered users of 500K	Users ('000)	127.00	500.00	<b>402.00</b>
89.57%	91.30%	94.78%	PV : Agree - Achieve <b>Agree Suite</b> User of 230 farmers	Petani	0	230.00	218.00
73.33%	80.00%	86.67%	PV : Health - Achieve <b>TeleMedika</b> New Hospital Agreement of 3	Agreement	0	3.00	2.60
71.43%	78.57%	86.73%	PD : Health - Achieve <b>Homecare Service</b> Readiness of 100%	%	2.00	100.00	87.00

**87.50%** **V** **KEY RESULT#3**  
 Collaboration with FU to transform culture & Talent and **Virtualizing** the Telkom Group Network

				METRIC	Q3 STARTING VALUE	TARGET VALUE	CURRENT ACHIEVEMENT
65.00%	75.00%	<b>85.00%</b>	Achieve New <b>Digital Talent</b> recruit process of 100%	% Progress Talent Recruit	0	100.00	<b>85.00</b>
71.00%	75.00%	90.00%	Develop <b>Enterprise Architecture Model</b>	%	0	100.00	90.00

**90.09%** **O** **KEY RESULT#4**  
 Digitizing / **Otomatizing** internal process to give the best CX with Cost Optimization of **Rp.365Bn** and Revenue Lead/Generaton of **Rp. 1,18Tn in Q3 2020**

				METRIC	Q3 STARTING VALUE	TARGET VALUE	CURRENT ACHIEVEMENT
89.71%	89.71%	91.00%	<b>MyIndihome X</b> : Use case development	Use Case	0	68	61.88
<b>Consumer Digitization : Program Development</b>							
95.00%	96.00%	98.00%	Develop <b>Survey Micro Demand Mobile</b> of 100%	%	0	100.00	98.00
100.00%	100.00%	100.00%	Develop <b>Mobile Web ODP Normal dan Underspec</b> of 100%	%	0	100.00	100.00
75.00%	90.00%	93.00%	Develop <b>Prototype OCR dan Verifikasi KTP</b> of 100%	%	0	100.00	93.00
79.00%	89.10%	123.30%	Achieve <b>MyTDS</b> stream Rev opportunity of Rp.1Tn	IDR (Bn)	0	1000.00	1233.00
83.56%	87.56%	91.78%	Achieve <b>MyTDS</b> MAU AM of 450	User	0	450.00	413.00
10.00%	15.00%	<b>15.00%</b>	Develop <b>MyDigiBiz</b> Service Blueprint of 100%	%	0	100.00	<b>15.00</b>
75.00%	85.00%	90.00%	Develop <b>MyDigiBiz</b> Platform Enhancement of 100%	%	0	100.00	90.00
75.00%	85.00%	90.00%	Develop <b>MyDigiBiz</b> Supporting of 100%	%	0	100.00	90.00
92.22%	107.22%	107.22%	Achieve <b>MyCarrier</b> A2P Revenue of Rp.180Bn	IDR (Bn)	0	540.00	579.00
75.00%	83.33%	91.67%	Build 12 <b>MyCarrier</b> Use Case	Use Case	0	12.00	11.00

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**Progress per 17 September 2020** Rule of Thumb OKR Quarterly Achievement = 85.87%

112.99% 114.39% **115.19%** **T** **KEY RESULT#5** Building **Telkom National Digital Platform** or mediation for customer & internal use with revenue of **Rp.574Bn** and internal productivity & efficiency of **Rp.300Bn in Q3 2020**

				METRIC	Q3 STARTING VALUE	TARGET VALUE	CURRENT ACHIEVEMENT
71.00%	71.00%	<b>71.00%</b>	MV: Achieve <b>Big Data</b> Revenue of Rp.90Bn	IDR (Bn)	0	90.00	<b>63.90</b>
73.69%	73.69%	<b>73.69%</b>	MV: Telkomsel <b>Big Data</b> Revenue of Rp.60Bn	IDR (Bn)	0	60.00	<b>44.21</b>
65.62%	65.62%	<b>65.62%</b>	MV: Enterprise & Metranet <b>Big Data</b> Revenue of Rp.30Bn	IDR (Bn)	0	30.00	<b>19.69</b>
205.67%	205.67%	<b>205.67%</b>	MV : Achieve <b>Cloud</b> Revenue of Rp.30Bn	IDR (Bn)	0	30.00	<b>61.70</b>
87.57%	87.57%	<b>87.57%</b>	MV: Achieve <b>IoT</b> Revenue of Rp.454Bn	IDR (Bn)	0	454.00	<b>397.55</b>
114.88%	114.88%	<b>114.88%</b>	MV: Telkomsel <b>IoT</b> Revenue of Rp.110.5Bn	IDR (Bn)	0	110.50	<b>126.94</b>
78.54%	78.54%	<b>78.54%</b>	MV: Enterprise & PINS <b>IoT</b> Revenue of Rp.344.2Bn	IDR (Bn)	0	344.20	<b>270.34</b>
5.40%	5.40%	<b>5.40%</b>	MV: Telkom <b>IoT</b> Revenue of Rp.5Bn	IDR (Bn)	0	5.00	<b>0.27</b>
75.00%	82.00%	<b>86.00%</b>	PD : Develop <b>Cybersecurity</b> Solution Model	%	0	100.00	<b>86.00</b>
125.72%	125.72%	<b>125.72%</b>	Achieve <b>Big Data</b> Internal Productivity & Efficiency of Rp.300Bn in Q3 2020	IDR (Bn)	0	300.00	<b>377.17</b>
59.79%	59.79%	<b>59.79%</b>	Internal Productivity & Efficiency from <b>Churn Prediction</b> of Rp.8.4Bn	IDR (Bn)	0	8.40	<b>5.02</b>
161.81%	161.81%	<b>161.81%</b>	Internal Productivity & Efficiency from Smart Collection of Rp.288Bn	IDR (Bn)	0	288.00	<b>466.0110</b>
79.97%	80.00%	<b>80.00%</b>	Internal Productivity & Efficiency from <b>Inrate</b> for TVV of Rp.3.6Bn	IDR (Bn)	0	3.60	<b>2.88</b>

				METRIC	Q3 STARTING VALUE	TARGET VALUE	CURRENT ACHIEVEMENT
103.65%	113.17%	<b>96.30%</b>	MV : Achieve <b>Indihome Study</b> LIS of 900K	Thousand	628.40	900.00	<b>889.95</b>
72.37%	75.70%	<b>80.84%</b>	PV : Achieve <b>Game Publishing</b> Download User of 1000000	Download	549465.00	1000000.00	<b>913686.00</b>
41.38%	#VALUE!	N/A	PV : Achieve <b>Bisnis.Bianja</b> Revenue of Rp. 5400Mn	IDR (Mn)	3556.00	5400.00	<b>N/A</b>
123.12%	139.22%	<b>147.01%</b>	PV : Achieve <b>ITDP</b> Room for Sale of 1650 Room	Room	1265.00	1650.00	<b>1831.00</b>
59.00%	69.00%	<b>71.00%</b>	PV : Achieve <b>Truck Marketplace</b> Transaction of 300	Transaction	0	300.00	<b>213.00</b>
190.91%	236.36%	<b>259.09%</b>	PV : Achieve <b>Port Collaboration Portal</b> Readiness of 40% Transaction	%	18.00	40.00	<b>75.00</b>
16.16%	20.20%	<b>35.35%</b>	PV : Achieve <b>Order B2B</b> Transaction of 300	Transaction	3.00	300.00	<b>108.00</b>
100.00%	100.00%	<b>100.00%</b>	PV : Achieve <b>Sales Force Management</b> Partners of 3	Mitra	0	2.00	<b>2.00</b>
0.00%	0.00%	<b>0.00%</b>	PV : Achieve <b>Fulfillment</b> Readiness of 20%	%	0	20.00	<b>0.00</b>
79.50%	81.25%	<b>87.75%</b>	PV : Kick Off <b>Pilotting 2 Smart Village</b> Readiness of 100%	%	60.00	100.00	<b>95.10</b>
66.67%	66.67%	<b>66.67%</b>	MV : Achieve <b>NetMonk</b> Cost Saving/Efficiency of Rp.12Bn	IDR (Bn)	0	6.00	<b>4.00</b>
71.30%	94.35%	<b>103.48%</b>	MV : Achieve <b>OCA</b> Revenue of 2.3Bn	IDR (Bn)	0	2.30	<b>2.38</b>
5.48%	5.48%	<b>5.48%</b>	MV : Achieve <b>SmartEye</b> Revenue of Rp. 5Bn	IDR (Bn)	0.15	5.00	<b>0.41</b>
24.63%	24.63%	<b>24.75%</b>	MV : Achieve <b>SprintThink</b> Revenue of Rp. 4Bn	IDR (Bn)	0	4.00	<b>0.99</b>



Executive Summary														25%	36%	53%	60%	64%	66%	69%	72%	75%	78%	81%	84%			
Assigned to <a href="#">Learn 4 Up Key Result</a>																												
Key Result 1: Achieve Truck Marketplace (TM) Transaction of 300 in Q3 2020														TMTRK	STARTING VALUE	TARGET VALUE	Per 23 Jul	Per 30 Jul	Per 6 Aug	Per 13 Aug	Per 20 Aug	Per 27 Aug	Per 3 Oct	Per 6 Sep	Per 13 Sep	Per 27 Sep		
Key Result	Achieve Truck Marketplace (TM) Transaction of 300 in Q3 2020													Transaction	0	6000	11100	10700	10600	11500	11600	10600	10700	10700	10700	10700	10700	
Key Result	Achieve Part Collaboration Partner (PCP) Readiness of 40% Transaction in Q3 2020													Transaction	0	10.00	40.00	21.00	20.00	20.00	31.00	31.00	30.00	30.00	30.00	30.00	30.00	30.00
LGD																												
Assigned to <a href="#">Learn 4 Up Key Result</a>																												
Key Result 1: Achieve Order BOM (PO) Transaction of 200 in Q3 2020														TMTRK	STARTING VALUE	TARGET VALUE	Per 23 Jul	Per 30 Jul	Per 6 Aug	Per 13 Aug	Per 20 Aug	Per 27 Aug	Per 3 Oct	Per 6 Sep	Per 13 Sep	Per 27 Sep		
Key Result	Achieve Order BOM (PO) Transaction of 200 in Q3 2020													Transaction	0.000	10.000	10.000	10.000	10.000	10.000	10.000	10.000	10.000	10.000	10.000	10.000	10.000	
Key Result	Achieve Sales Force Management (PF) Partners of 3 in Q3 2020													Metric	0	2.00	0.00	0.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	
Key Result	Achieve Fulfillment (PF) Readiness of 30% in Q3 2020													%	0	20.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
SMC																												
Assigned to <a href="#">Learn 4 Up Key Result</a>																												
Key Result 1: Kick Off Planning 2 Smart Village (PV) Readiness of 100% in Q3 2020														TMTRK	STARTING VALUE	TARGET VALUE	Per 23 Jul	Per 30 Jul	Per 6 Aug	Per 13 Aug	Per 20 Aug	Per 27 Aug	Per 3 Oct	Per 6 Sep	Per 13 Sep	Per 27 Sep		
Key Result	Kick Off Planning 2 Smart Village (PV) Readiness of 100% in Q3 2020													Transaction	0	10.00	76.40	76.40	85.00	85.00	85.00	85.00	85.00	85.00	85.00	85.00	85.00	

No	KPI	UNIT	Target Q2 2020 [1]	Target Apr 2020	Target May 2020	Target Jun 2020	Mar 2020			Apr 2020			May 2020			Jun 2020			Jul 2020		
							Per 17 Mar	Per 24 Mar	Per 31 Mar	Per 7 Apr	Per 14 Apr	Per 21 Apr	Per 28 Apr	Per 8 May	Per 14 May	Per 28 May	Per 4 Jun	Per 11 Jun		Per 18 Jun	Per 25 Jun
CONSUMER																					
A PRODUK PRIORITAS																					
1	Indobox [2]																				
a. # LIS	Thousand	18.00	10.79	13.80	18.00	5.78	6.18	6.76		9.58	9.81	10.50	10.88	11.23	11.63	12.07	12.48	12.88	13.30	13.71	14.02
b. # Revenue	IDR (Mn)	1900.00	1331.81	1763.29	1900.00	420.77	428.44	429.50		522.52	533.44	1047.65	1610.58		1766.41	1771.09	2260.00	2260.00	2260.00	2989.13	2989.13
2	Gameqoo [3]																				
a. # Subscribed User	User	3000.00	800.00	1800.00	3000.00	175.00	180.00	184.00	281.00	762.00	1168.00	1526.00	1721.00	2320.00	2826.00	3428.00	4014.00	4293.00	4330.00	4511.00	5323.00
b. # Revenue	IDR (Mn)	295.00	79.65	168.15	295.00	13.94	14.53	14.58		6.35	6.55	6.65	14.00	25.64	34.87	41.16	66.65	85.20	85.31	43.95	237.00
3	Indihome Gamers [4]																				
a. # Revenue	IDR (Mn)	8860.00	2728.43	5629.52	8860.00				2072.78	2081.46	2988.00	5990.00	5995.00	6006.00	6008.00	9050.00	9067.00	9090.00	6093.00	12239.00	
4	Indihome Study [5]																				
a. # LIS	Thousand	466.00	285.57	321.98	466.00	174.53	195.69	227.08		279.39	285.91	348.75	412.81	439.97	484.76	513.50	543.49	579.32	605.38	628.40	666.36
b. # Revenue	IDR (Mn)	7100.00	2108.81	2357.37	2647.88	1606.96	1669.62	1683.53		2142.78	2174.19	2204.17	2803.76	3545.30	3733.79	3864.58	4678.56	4884.94	4976.73	4994.39	5343.91
5	Game Publishing # Download User (Lokapala, Arena Master 2, Three Kingdom)	Download	627281.00	204967.00	414033.00	627281.00	254852.00	257676.00	261561.00	271045.00	281966.00	283852.00	292261.00	298303.00	383289.00	440411.00	474141.00	500457.00	522318.00	549465.00	609083.00
B PRODUK STRATEGIS																					
1	ChatAja [PV] [6]																				
a. # Registered User	Thousand	500.00	100.00	250.00	500.00	62.00	65.00	69.00	85.00	92.00	95.00	92.00	98.00	97.00	100.00	103.00	105.00	108.00	115.00	127.00	130.00
C PROGRAM STRATEGIS																					
1	MyIndihome X [7]																				
a. # Application (R1 Release Pilot)	%	100.00	33.33	66.67	100.00				15.00	25.00	33.00	35.00	45.00	67.00	81.00	91.00	97.00	97.00	97.00	97.00	97.00
2	Consumer Digitization [8]																				
a. # Use Case	Use Case	3.00	1.00	2.00	3.00				0.00	1.00	1.00	1.00	1.00	2.00	2.00	3.00	3.00	3.00	3.00	3.00	3.00
ENTERPRISE & WBIS																					
A PRODUK PRIORITAS																					
1	Sakoo (BMV) [9]																				
a. # User	User	1000.00	350.00	700.00	1000.00	227.00	241.00	258.00	284.00	305.00	372.00	420.00	567.00	837.00	1315.00	1431.00	1528.00	1647.00	1724.00	1840.00	1956.00
2	BONUM (BMV) [10]																				
a. # User	User	1000.00	350.00	700.00	1000.00	#N/A	#N/A	#N/A		199.00	264.00	308.00	438.00	719.00	987.00	1376.00	1908.00	2112.00	2362.00	2531.00	2737.00
3	QREN (MV) [11]																				
a. # Merchant	Thousand	40.00	37.93	38.78	40.00	37.02	37.32	37.58	37.74	37.94	38.17	38.32	38.14	39.15	39.17	39.33	39.82	40.50	40.99	41.27	41.83
b. # Transaction	Thousand	150.00	147.50	148.50	150.00	116.25	132.93	146.79	147.52	148.26	163.08	172.87	188.42	197.22	232.72	251.34	271.44	290.45	309.86	317.01	329.69
c. # GMV	IDR (Bn)	7.30	4.96	5.71	7.30	4.07	4.46	4.72	5.23	5.78	6.44	6.84	7.72	8.32	10.08	10.73	11.37	12.13	12.91	13.06	14.02
4	MPG (Merchant Payment Gateway) (Prod.Dev) [12]																				
a. # SOF	SOF	11.00	10.00	10.00	11.00				10.00	10.00	10.00	11.00	11.00	11.00	11.00	11.00	11.00	11.00	11.00	12.00	12.00
b. # Use Case	Use Case	4.00	2.00	2.00	4.00				2.00	2.00	2.00	2.00	2.00	2.00	2.00	3.00	3.00	4.00	4.00	4.00	4.00
5	Pesantren Go Digital (Prod. Dev) [13]																				
a. # Stage PV	%	100.00	35.00	70.00	100.00					10.00	20.00	40.00	50.00	60.00	70.00	80.00	90.00	100.00	100.00	100.00	100.00
6	Bisnis Banjar/ B2B Commerce (BMV)																				
a. # Revenue	IDR (Mn)	5400.00	2151.00	3626.00	5400.00				0.00	0.00	0.00	1862.00	1862.00	1862.00	2886.00	2886.00	2891.00	3556.00	3556.00	3556.00	3654.00
b. # Corporate Customer	Client	32.00	24.00	25.00	32.00				31.00	31.00	31.00	35.00	35.00	38.00	38.00	38.00	38.00	38.00	38.00	38.00	38.00
7	SmartEye (MV)																				
a. # Potential Leads	LoP	70.00	20.00	25.00	30.00				15.00	30.00	38.00	5.00	7.00	14.00	13.00	20.00	23.00	9.00	3.00	8.00	0.00
b. # Revenue	IDR (Bn)	5.00	1.00	1.00	1.00				0.00	0.00	0.35	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
8	NetMonk (MV)																				
a. # Metric Data (Dashboard Uptime)	Data	24.00	14.00	6.00	4.00				5.00	11.00	11.00	15.00	6.00	6.00	6.00	4.00	6.00	5.00	6.00	6.00	6.00
b. # Revenue (external)	IDR (Bn)	0.70	0.15	0.15	0.40				0.00	0.08	0.08	0.18 [14]	0.00	0.00	0.00	0.00	0.40	0.40	0.40	0.40	0.40
9	OCA (MV)																				
a. # Revenue	IDR (Bn)	2.30	1.00	0.60	0.70				0.82	0.82	0.82	1.20	0.20	0.40	0.70	0.20	0.20	0.50	0.61	0.65	0.20
b. # New Registration User via DTP	Subscribers	500.00	150.00	150.00	200.00				11.00	11.00	80.00	167.00	24.00	82.00	144.00	61.00	111.00	189.00	192.00	211.00	80.00
c. # Internal Project from Telkom Group	Projects	5.00	1.00	3.00	1.00				3.00	3.00	3.00	3.00	1.00	2.00	3.00	1.00	1.00	1.00	1.00	1.00	1.00
10	MyPertamina (MV)																				
a. # Filur / Integrasi / Program	Filur / Program	2.00	1.00	2.00	2.00					2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00
b. # User	User (Thousand)	1750.00	1690.00	1720.00	1750.00					1700.00	1740.00	1817.00	1854.00	1928.00	1989.00	2013.00	2032.00	2064.00	2088.00	2139.00	2205.00
B PRODUK STRATEGIS																					
1	TITAN Stay (Homee)																				
a. # Room RFS	Room	4071.00	3771.00	3921.00	4071.00					3621.00	1994.00	1994.00	1994.00	1994.00	1054.00	1200.00	1239.00	1239.00	1239.00	1265.00	1362.00
2	UmeeMe (Prod.Dev) [15]																				
a. # Revenue	IDR (Mn)	600.00	200.00	200.00	200.00		329.90	329.86	329.86	329.86	329.90	80.00	304.00	336.60	100.00	150.00	200.00	336.00	310.00	75.00	
b. # Conference	Conference	9000.00	3000.00	3000.00	3000.00		282.00	1233.00	2517.00	3676.00	4860.00	5795.00	6449.00	7479.00	8184.00	8772.00	9303.00	9795.00	10032.00	829.00	
C PROGRAM STRATEGIS																					
1	MyTDS [16]																				
a. # Use Case	Use Case	13.00	0.00	4.00	13.00	5.00	8.00	9.00	0.00	0.00	0.00	0.00	0.00	2.00	4.00	7.00	8.00	12.00	13.00	13.00	
b. # User (MyTDS Internal)	Segment DES	8.00	6.00	7.00	8.00				5.00	5.00	5.00	6.00	6.00	7.00	7.00	8.00	8.00	8.00	8.00	8.00	8.00
c. # User (MyTDS Partnership)	Segment EBIS	18.00	0.00	0.00	18.00				0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	18.00	18.00	18.00	18.00
d. # User (MyTDS Customer)	Customer	2.00	0.00	0.00	2.00				0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	2.00	2.00
e. # User (MyTDS Partner)	Partner	15.00	12.00	13.00	15.00				12.00	12.00	12.00	12.00	13.00	13.00	14.00	14.00	14.00	15.00	15.00	15.00	15.00
f. # MAU - User EOS	%	55.00	55.00	57.00	55.00				64.00	61.00	61.00	64.00	61.00	63.00	63.00	75.00	70.00	66.00	75.00	75.00	75.00
2	MyDiGiBiz [17]																				
a. # Bundling Digital Product	%	15.00	5.00	10.00	15.00				0.00	0.00	5.00	6.00	6.00	10.00	10.00	10.00	13.00	15.00	15.00	15.00	15.00
b. # Added Main Feature	Feature	3.00	1.00	2.00	3.00				0.00	0.00	1.00	1.00	1.00	2.00	2.00	2.00	3.00	3.00	3.00	3.00	3.00
c. # Digital Product on Website	Digital Product	10.00	3.00	7.00	10.00				0.00	0.00	5.00	6.00	6.00	7.00	8.00	9.					

No	KPI	UNIT	Target Q2 2020 [1]	Target Apr 2020	Target May 2020	Target Jun 2020	Mar 2020			Apr 2020				May 2020			Jun 2020			Jul 2020					
							Per 17 Mar REAL	Per 24 Mar REAL	Per 31 Mar REAL	Per 7 Apr REAL	Per 14 Apr REAL	Per 21 Apr REAL	Per 28 Apr REAL	Per 5 May REAL	Per 12 May REAL	Per 19 May REAL	Per 26 May REAL	Per 2 Jun REAL	Per 5 Jun REAL	Per 12 Jun REAL	Per 19 Jun REAL				
CONSUMER																									
A	PRODUK PRIORITAS																								
3	d. # Lora Availability	%	99.90	99.74	99.74	99.90				99.74	99.74	99.74	99.74	100.00	100.00	99.90	84.27	99.90	99.90	99.90	84.27	100.00			
	e. # IoT Monetizing	IDR (Bn)	4.00	4.00	0.00	0.00				0.00	0.00	0.00	4.99	4.99	4.99	4.99	4.99	4.99	4.99	4.99	4.99	4.99			
	Cloud Service & Partnership (MV) [30]																								
	a. # Playcourt Availability	%	99.90	99.90	99.90	99.90				99.90	99.90	99.90	99.98	99.99	99.93	99.98	99.98	99.99	99.99	99.99	99.99	99.99			
	b. # Cloud Partnership Launch	%	100.00	50.18	81.65	100.00				22.42	24.57	30.57	48.50	58.05	62.55	71.72	65.36	65.36	66.53	66.53	69.69	71.28			
PROGRAM INNOVATION																									
1	Support Tribe Ecosystem & Covid-19 Initiatives [31]																								
	a. # Indigo startup prioritized	Startup	22.00	5.00	11.00	22.00				0.00	1.00	2.00	2.00	3.00	3.00	3.00	9.00	12.00	12.00	27.00	32.00	34.00		OL	
	b. # Amoeba prioritized	Produk	5.00	5.00	0.00	0.00						5.00	5.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		2	
	c. # Security assessment for Pedulilindungi.id (versioning)	Testing	11.00	8.00	3.00	0.00				1.00	15.00	30.00	8.00	0.00	2.00	3.00	2.00	0.00	2.00	0.00	1.00		3		
	d. # Pendampingan Technology Expert Umeetma (product versioning)	%	100.00	100.00	100.00	100.00				25.00	50.00	70.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00	102.50	102.50				
2	CFU & Subsidiaries Product Support [32]																								
	# STEL for CFUE and CFU CONS	STEL	3.00	1.00	2.00	1.00						NA	1.00		0.00	2.00	NA	NA	NA	NA	1.00		2		
3	Prototype Product [33]																								
	# Prototype Blockchain	%	100.00	20.00	30.00	40.00					18	25.00	20.00	30.00	40.00	50.00	60.00	75.00	85.00	100.00	100.00				
PROGRAM ORGANIZATION, CULTURE & TALENT																									
1	Digital Talent Readiness [34]																					YTD	OL YTD		
	a. # Leading Supply Talent	Talent	100.00	40.00	70.00	100.00				0.00	5.00	18.00	42.00	54.00	62.00	76.00	82.00	94.00	115.00	117.00	126.00		62		
	b. # DiLo Talent Pro	Talent	50.00	0.00	0.00	50.00				0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	11.00	24.00	24.00	24.00		77	
	c. # Amoeba for Digital Talent	Talent	100.00	0.00	30.00	70.00				0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	50.00	112.00	112.00				









[illegible]

No	KPI	UNIT	TARGET Q3 2020	Prev. Month	Target Monthly	Sep 2020					MOM	% Q3 2020
						Week-3		OUTLOOK				
						REAL	ACH.	AMOUNT	ACH.			
CONSUMER												
A PRODUK PRIORITAS												
1	IndiBOX											
	a. # LIS	Thousand	22.00	16.62	22.00	16.50	75.01%	22.00	100.00%	32.35%		75.01%
	b. # Revenue	IDR (Mn)	5800.00	4864.68		5963.06	NA	5963.06	NA	22.58%		102.81%
	c. # New Content Partner	Content Partner	2	2	2	4	200.00%	4.00	200.00%	100.00%		200.00%
	d. # New Cities Added for CDN Deployment	Cities	3	1	1	2	200.00%	2.00	200.00%	200.00%		100.00%
2	Gamego											
DXP	a. # Active User	User	3500	2040	3500	2811	80.31%	3500	100.00%	NA		80.31%
	b. # New Game Titles	Game Titles	10	7	10	7.00	70.00%	10	100.00%	42.86%		70.00%
3	Indihome Gamers											
DXP	# Revenue	IDR (Mn)	25000.00	18576.00	25000.00	21692.00	86.77%	25000.00	100.00%	34.58%		86.77%
4	Indihome Study											
	a. # LIS	Thousand	900	897	900	889.95	98.88%	900.00	100.00%	0.37%		98.88%
	b. # Video Learning Content	Content	750	600	750	600	80.00%	750.00	100.00%	25.00%		80.00%
	c. # Exercise Package	Package	20	13	20	21	105.00%	21	105.00%	61.54%		105.00%
B PRODUK STRATEGIS												
1	ChatAja (BMV)											
DXP	# Registered User	Thousand	500	366.00	750.00	402.00	53.60%	750	100.00%	104.92%		80.40%
C PROGRAM STRATEGIS												
1	MyIndihome X (PV)											
	MyIndihome X - Use case development	# Features	68	58	68	62	91.00%	68	100.00%	17.24%		91.00%
2	Consumer Digitalization											
	Consumer Digitalization - Program Development	Use Case	2	1		2.00	NA	2	NA	100.00%		100.00%
	- % Survey Micro Demand Mobile	IDR (Bn)	100.00	95		98.00	NA	98	NA	3.16%		98.00%
	- % Mobile Web ODP Normal dan Underspec	IDR (Bn)	100.00	90		100.00	NA	100	NA	11.11%		100.00%
	- % Prototype OCR dan Verifikasi KTP	IDR (Bn)	100.00	70		93.00	NA	93	NA	32.86%		93.00%

Rule of Thumb Ach. Monthly Sep 2020 56.67% Cut-off Date 17 Sep 2020 Last date of prior quarter 30 Jun 2020  
Rule of Thumb Ach. Q3 2020 85.67% Last date of prior month 31 Aug 2020 Last date of curr. quarter 30 Sep 2020  
Last date of curr. month 30 Sep 2020

No	KPI	UNIT	TARGET Q3 2020	Prev. Month	Target Monthly	Sep 2020					MOM	% Q3 2020
						Week-3		OUTLOOK				
						REAL	ACH.	AMOUNT	ACH.			
ENTERPRISE & WBS												
A PRODUK PRIORITAS												
1	Sakoo (BMV)											
DXP	a. # User Register	User	3500	3928.00	3500.00	4823.00	137.80%	4823	137.80%	22.79%		137.80%
DXP	b. # GTV	IDR (Mn)	6000	6120.37	6000.00	7033.78	117.23%	7034	117.23%	14.92%		117.23%
2 BONUM (BMV)												
DXP	a. # User	User	7500	6168.00	7500.00	7910.00	105.47%	7910	105.47%	28.24%		105.47%
DXP	b. # GTV	IDR (Mn)	7500.00	7928.00	7500.00	8756.00	116.75%	8756.00	116.75%	10.44%		116.75%
3 GREEN (MV)												
DXP	a. # GMV	IDR (Bn)	19.00	18.68	19.00	19.36	101.90%	19	101.90%	3.63%		101.90%
	b. # UKM Merchant	Merchant	5500	3663.00	5500.00	4786.00	87.02%	5500	100.00%	50.15%		87.02%
4 MPS (Merchant Payment System) (PV)												
DXP	a. # Use Case	Use Case	5	4	5	5	100.00%	5	100.00%	25.00%		100.00%
	b. # Merchant	Merchant	11	10	11	11	100.00%	11	100.00%	10.00%		100.00%
	c. # API	API	5	5	5	5	100.00%	5	100.00%	0.00%		100.00%
	d. # SOF	SOF	13	12	13	12	92.31%	13	100.00%	8.33%		92.31%
	e. # New Partner	Partner	2	1	2	2	100.00%	2	100.00%	100.00%		100.00%
	f. # GTV	IDR (Bn)	350.00	331	350.00	396	113.14%	396	113.14%	19.79%		113.14%
	g. # Transaction	Thousand	5500	3906	5500	5103	92.78%	5500	100.00%	40.81%		92.78%
5 Pesantren Go Digital (BMV)												
DXP	# Pesantren	Pesantren	5	3.00	5.00	4.00	80.00%	5	100.00%	66.67%		80.00%
	# Pesantren Go Digital Product Development/Improvement	%	50	35.00	50.00	50.00	100.00%	50	100.00%	42.86%		100.00%
6 MyPertamins (MV)												
DXP	a. # Revenue	IDR (Mn)	5000.00	2100.00	5000.00	2800.00	56.00%	5000	100.00%	138.10%		56.00%
	b. # User	User (Thousand)	3300.00	3285.91	3300.00	3690.35	111.89%	3690	111.89%	18.40%		111.89%
	d. # New Module / Program integration	Module	2	1.00	2.00	2.00	200.00%	2	200.00%	200.00%		200.00%
	e. # Sprint Design & Dev	Sprint Design & Dev	13	3.00	7.00	13.00	185.71%	13	185.71%	433.33%		185.71%
	f. # Response Time	Hour	1.00	1.00	1.00	1.00	100.00%	1	100.00%	100.00%		100.00%
B PRODUK STRATEGIS												
1 UmetMe (PV)												
DXP	a. # Revenue	IDR (Mn)	1000.00	666.00	333.33	891.00	267.30%	891	267.30%	33.78%		89.10%
	b. # Conference Room Added	Conference	7500	7455.00	2500.00	8983.00	359.32%	8983	359.32%	20.50%		119.77%
C PROGRAM STRATEGIS												
1 MyTDS												
DXP	a. # Stream Revenue Opportunity	IDR (Bn)	1000	790.00	1000.00	1233.00	123.30%	1233	123.30%	56.08%		123.30%
	b. # Monthly Active User (MAU) AM	User	450	370.00	450.00	413.00	91.78%	450	100.00%	21.62%		91.78%
	c. # Weekly Active User (WAU) AM	User		361.00	441.00	441.00	122.16%	441	122.16%	NA		NA
2 MyDigiBiz												
DXP	a. % Service Blueprint MyDigiBiz	%	100	10.00	100.00	15.00	15.00%					15.00%
	b. % Enhancement MydigiBiz Platform	%	100	75.00	100.00	90.00	90.00%					90.00%
	c. % Development Supporting MydigiBiz	%	100	75.00	100.00	90.00	90.00%					90.00%
	% BMV	%	100	10.00	100.00	10.00	10.00%	100	100.00%	900.00%		10.00%
	# UMKM User	User	10000	886.00	10000.00	886.00	8.86%	10000	100.00%	1028.67%		8.86%
	# Revenue	IDR (Mn)	1000	0.00	1000.00	0.00	0.00%	1000	100.00%	NA		0.00%
3 MyCarrier												
DXP	a. # A2P Revenue per Quarter	IDR (Bn)	540	498.00	540.00	579.00	107.22%	579	107.22%	16.27%		107.22%
	b. # Build	Use Case	12	8.00	12.00	11.00	91.67%	12	100.00%	50.00%		91.67%

No	KPI	UNIT	TARGET Q3 2020	Prev. Month	Target Monthly	Sep 2020					% Q3 2020	
						Week-3		OUTLOOK		MOM		
						REAL	ACH.	AMOUNT	ACH.			
VERTICAL ECOSYSTEM												
A PRODUK PRIORITAS												
1	Agree Suite (PV)											
DXP	a. # Perusahaan	Perusahaan	7	3.24	7.00	5.00	71.43%	7	100.00%	116.05%		71.43%
	b. # Petani	Petani	230	170.00	300.00	218	72.67%	300	100.00%	76.47%		94.78%
2 eHealth												
DXP	a. # New Hospital Agreement	Agreement	3	2.00	2.00	2.60	130.00%	3	130.00%	30.00%		86.67%
	b. % Homecare Service Readiness	%	100.00	70.00	40.00	87.00	217.50%	87	217.50%	24.29%		87.00%
B PRODUK STRATEGIS												
1	Pijar Mahir (MV)											
	a. # MAU	User (Thousand)	119	1084	100	1732.51	1732.51%	1733	1732.51%	59.87%		1451.86%
	b. # Revenue	IDR (Bn)	17.90	11.16	17.90	27.83	155.47%	27.83	155.47%	149.37%		155.47%
2	Pijar Sekolah (MV)											
	a. # Paying School	School	1923	1923.00	380	1923	506.05%	1923	506.05%	0.00%		100.00%
	b. # Revenue	IDR (Mn)	6600.00	3462.40	3033.00	6779.40	223.52%	6779	223.52%	95.80%		102.72%
3	Pijar Corp (PV)											
	# Revenue	IDR (Mn)	5700	4726.91	3500.00	4726.91	135.05%	4727	135.05%	0.00%		82.93%
4	Arkademy (MV)											
	a. # Online Class	Online Class	9	9.00	2.00	9.00	450.00%	9	450.00%	0.00%		100.00%
	b. # Talent Hired Monthly	Talent	60	24.00	20.00	32.00	160.00%	32	160.00%	133.33%		110.00%
C PROGRAM STRATEGIS												
1	Smart City Navigator											
	# Ready to Launching	%	100.00		100.00		0.00%	100	100.00%	NA		0.00%
2	Smart Village											
	# Smart Villages (Kick Off Piloting 2 Desa Q3)	%	100.00	90.00	100.00	95.10	95.10%	100	100.00%	11.11%		95.10%

No	KPI	UNIT	TARGET Q3 2020	Prev. Month	Target Monthly	Sep 2020					% Q3 2020
						Week-3		OUTLOOK		MOM	
						REAL	ACH.	AMOUNT	ACH.		
	HORIZONTAL ECOSYSTEM										
A	PRODUK PRIORITAS										
1	Qeios Infrastructure - Cloud										

No	KPI	UNIT	TARGET Q3 2020	Prev. Month	Target Monthly	Sep 2020					% Q3 2020	
						Week-3		OUTLOOK				
						REAL	ACH.	AMOUNT	ACH.	MOM		
a. # Revenue	IDR (Bn)		30.00	38.00	10.00	9.60	96.00%	10	100.00%	26.32%	205.67%	Net add
b. # Playcourt Availability	%		99.00	99.90	99.00	99.90	100.91%	100	100.91%	0.00%	100.91%	
c. # Cloud Partnership Launch	%		80.00	79.04	80.00	86.25	107.81%	86	107.81%	9.12%	107.81%	
2	IoT (BMV)											
a. # Revenue	IDR (Bn)		454.00	-18.30	153.23	172.88	112.82%	173	112.82%	-944.70%	87.57%	Net add
b. # Antares Availability	%		99.90	98.00	99.90	98.00	98.10%	100	100.00%	1.94%	98.10%	
c. # Lora Gateway Deployment	Gateway		300	39.00	100.00	66.00	66.00%	100	100.00%	256.41%	43.33%	Net add
3	Big Data											
a. # Support Pencapaian Revenue	IDR (Bn)		90.00	15.10	30.00	30.60	101.99%	31	101.99%	202.64%	71.00%	Net add
b. # Internal Productivity & Efficiency	IDR (Bn)		300.00	114.14	100.00	114.14	114.14%	114	114.14%	100.00%	125.72%	Net add
4	Cybersecurity											
% Solution Model for 1 Customer	%		100.00	72.00	100.00	86.00	86.00%	100.00	100.00%	38.89%	86.00%	

Rule of Thumb Ach. Monthly Sep 2020  
Rule of Thumb Ach. Q3 2020

56.67%  
85.67%

Cut-off Date  
Last date of prior month: 31 Aug 2020  
Last date of curr. month: 30 Sep 2020

17 Sep 2020  
Last date of prior quarter: 30 Jun 2020  
Last date of curr. quarter: 30 Sep 2020

No	KPI	UNIT	TARGET Q3 2020	Prev. Month	Target Monthly	Sep 2020					% Q3 2020
						Week-3		OUTLOOK		MOM	
						REAL	ACH.	AMOUNT	ACH.		
PROGRAM VIRTUALIZATION, ORGANIZATION, CULTURE & TALENT											
1	Enterprise Architecture Readiness										
	% Support System Standardization of Network Virtualization and PoC	%	100	67.00	100.00	90.00	90.00%	100	100.00%	49.25%	90.00%
2	Digital Talent Readiness										
	# Digital Talent	Talent	100	55.00	100.00	85.00	85.00%	100	100.00%	81.82%	160.00%

Net Add

CONSUMER											
IndiBOX											
# Hours of Content	Hour		480	507.00	480.00	593.00	123.54%	593	123.54%	16.96%	123.54%
Gamego											
# Revenue (YTD)	IDR (Mn)		526.41		678.00		NA	678	NA	28.80%	NA
# 30 Day Play Time	Minute		90	110.00		49.00	54.44%				54.44%
Indihome Study											
# Revenue	IDR (Mn)		7068.06	7725.25	8048.24		104.18%	8048	104.18%	13.87%	NA
Game Publishing											
# Download User (Lokapala, Arena Master 2)	Download		1000000		913686.00		91.37%	1000000	100.00%	NA	91.37%
Game Ecosystem (Code Atma)											
# ARPU (Q3)	IDR		3000	1182.10		2376.80	79.23%	2377	NA	201.07%	79.23%
# New Users (Q3)	User		580000	61048.00		71474.00	12.32%	71474	NA	117.08%	12.32%
# Retention D7: 50% D1 (last 5 weeks)	%		20	10.10		10.90	54.50%	11	NA	107.92%	54.50%
# Retention D28: 25% D1 (last 5 weeks)	%		10	4.90		5.50	55.00%	6	NA	112.24%	55.00%
UseTV GO											
# MAU	User (Thousand)		245		245.00	243.00	99.18%	245	100.00%	NA	99.18%
MyIndihome X (PV)											
# Application (R1 Release Pilot)	%		100	97.00	100.00	97.00	97.00%	100	100.00%	3.09%	97.00%

ENTERPRISE & WBS											
GREEN (MV)											
# Merchant	Thousand		45	44.83	45.00	45384.00	100853.33%	45384	100853.33%	101129.01%	100853.33%
# Transaction	Thousand		460	439.55	460.00	457.14	99.38%	460	100.00%	4.65%	99.38%
Bisnis.Bianjal B2B Commerce (BMV)											
a. # Revenue	IDR (Mn)		5400	4319.00		NA	NA	NA	NA	NA	NA
b. # Corporate Customer	Client		32	40.00		NA	NA	NA	NA	NA	NA
SmartEye (MV)											
a. # Potential Leads	LoP		70	78.00	25.00	107.00	428.00%	107	428.00%	37.18%	152.86%
b. # Revenue	IDR (Bn)		5	0.41	2.00	0.41	26.55%	2	100.00%	386.62%	8.22%
NetMonk (MV)											
a. # Cost saving/Efficiency	IDR (Bn)		6	4.00	2.00	4.00	200.00%	4	200.00%	0.00%	66.67%
b. # Revenue (external)	IDR (Bn)		0.64	0.45	0.25	0.45	173.83%	0	173.83%	0.00%	69.33%
c. #Capability (support Internal)	use case		5	5.00	2.00	6.00	300.00%	6	300.00%	20.00%	120.00%
OCA (MV)											
a. # Revenue	IDR (Bn)		2.3	1.00	0.80	0.93	116.25%	1	116.25%	93.00%	103.48%
b. # New Registration User via DTP	Subscribers		500	147.00	200.00	134.00	67.00%	200	100.00%	136.05%	83.80%
c. # Internal Project from Telkom Group	Projects		5	2.00	2.00	2.00	100.00%	2	100.00%	100.00%	80.00%
TITAN Stay (Hoomee)											
# Room RFS	Room		1650	1736.00	1650.00	1831.00	110.97%	1831	110.97%	5.47%	110.97%

VERTICAL ECOSYSTEM											
Logee Transport - Truck Marketplace (PV)											
a. # Transaction	Transaction		300	20.00	100.00	56.00	56.00%	100	100.00%	500.00%	71.00%
b. # Revenue	IDR (Mn)		0	50.90	0.00	89.70	NA	90	NA	76.23%	NA
Logee Transport - Port Collab Portal (Prod.Dev)											
# Application (MVP)	%		40		40.00	75.00	187.50%	75	187.50%	NA	187.50%
Logee Distribution - Order B2B (PV)											
a. # Transaction	Transaction		300	46.00	300.00	108.00	36.00%	300	100.00%	552.17%	36.00%
b. # Revenue	IDR (Mn)		0	1143.00	1000.00	2153.00	215.30%	2153	215.30%	88.36%	NA
Logee Distribution - Sales Force Management (PV)											
# Partners	Mitra		2	2.00	2.00	2.00	100.00%	2	100.00%	0.00%	100.00%
Logee Distribution - Fulfillment (Prod.Dev)											
# Application (MVP)	%		20	0.00	20.00	0.00	0.00%	20	100.00%	NA	0.00%
Pijar Mahir (MV)											
# Registered User	Thousand		90	406.95	120.00	598.50	498.75%	599	498.75%	47.07%	665.00%
Pijar Sekolah (MV)											
# Registered School	School			18192.00	900.00		0.00%	900	100.00%	-95.05%	NA
SprintThink (MV)											
a. # Revenue	IDR (Bn)		4	0.99	2.00	0.99	49.50%	2	100.00%	203.05%	55.38%
b. # PV Respondents (E-learning)	Respondents		100	75.00	40.00	75.00	187.50%	75	187.50%	100.00%	175.00%
c. # Deal of CIL project	Deal		1	1.00	1.00	1.00	100.00%	1	100.00%	100.00%	200.00%

Net Add

Net Add

Net Add

No	KPI	UNIT	TARGET Q3 2020	Prev. Month	Target Monthly	Sep 2020					% Q3 2020
						Week-3		OUTLOOK		MOM	
						REAL	ACH.	AMOUNT	ACH.		

Rule of Thumb Ach. Monthly Sep 2020
Rule of Thumb Ach. Q3 2020

56.67%
85.67%

Cut-off Date
Last date of prior month
Last date of curr. month

17 Sep 2020
31 Aug 2020
30 Sep 2020

Last date of prior quarter
Last date of curr. quarter

30 Jun 2020
30 Sep 2020

[1] Berdasarkan hasil Sprint Meeting TW II 2020

[2] Komitmen Sprint Meeting TW II 2020

[3] Komitmen Sprint Meeting TW II 2020

[4] Komitmen Sprint Meeting TW II 2020

[5] Komitmen Sprint Meeting TW II 2020

[6] Komitmen Sprint Meeting TW II 2020

[7] Komitmen Sprint Meeting TW II 2020

[8] Komitmen Sprint Meeting TW II 2020

[9] Komitmen Sprint Meeting TW II 2020

[10] Komitmen Sprint Meeting TW II 2020

[11] Komitmen Sprint Meeting TW II 2020

[12] Komitmen Sprint Meeting TW II 2020

[13] Komitmen Sprint Meeting TW II 2020

[14] Proyek Infokom 95 juta  
proyek infokom samarinda 80 juta

[15] Komitmen Sprint Meeting TW II 2020

[16] Komitmen Sprint Meeting TW II 2020

[17] Komitmen Sprint Meeting TW II 2020

[18] Komitmen Sprint Meeting TW II 2020

[19] Komitmen Sprint Meeting TW II 2020

[20] Komitmen Sprint Meeting TW II 2020

[21] Komitmen Sprint Meeting TW II 2020

[22] Komitmen Sprint Meeting TW II 2020

[23] Komitmen Sprint Meeting TW II 2020

[24] Managed Service Innovation Award Taspen : 15 juta

Sudah kontrak untuk Capability Building di BRI 2 project, untuk Suspim Kepala cabang dan ToT sebesar ~ 120 juta

[25] 6 juta untuk mengisi Innovation Class Angkasa Pura 2

[26] Termin 3 Elnusa seluruh deliverables sudah selesai, proses invoicing ke Elnusa (via Metranet dan

Telkom) namun menurut hemat kami sudah bisa diakui sebagai revenue

[27] ToT BRI - sudah dideliver, BAST on progress 132.3 jt

MyDigibiz 9,09jt

[28] Komitmen Sprint Meeting TW II 2020

[29] Komitmen Sprint Meeting TW II 2020

[30] Komitmen Sprint Meeting TW II 2020

[31] Komitmen Sprint Meeting TW II 2020

[32] Komitmen Sprint Meeting TW II 2020

[33] Komitmen Sprint Meeting TW II 2020

[34] Komitmen Sprint Meeting TW II 2020

[35] KPI diambil dari Key Result yang dihasilkan saat Sprint Meeting TW III 2020

[36] Berdasarkan hasil Sprint Meeting TW III 2020

[37] Mohon sebutkan dari mana Anda memperoleh data ini, misal:

- Google Analytics
- Firebase
- Database XYZ
- Spreadsheet operasional ABC
- dsb.

Ini dapat membantu kami dalam melihat mana data yang ke depannya bisa diotomasi dalam proses feeding datanya. Terima kasih.

[38] Expected Monthly Ach. : 74.19%

[39] Expected Monthly Ach. : 100%

[40] Expected Monthly Ach. : 19.35%

[41] Expected Monthly Ach. : 41.94%

[42] Expected Monthly Ach. : 64.52%

[43] Expected Monthly Ach. : 87.1%  
Expected Quarterly Ach. : 63.04%

[44] Expected Monthly Ach. : 100%  
Expected Quarterly Ach. : 67.39%

[45] Expected Monthly Ach. : 10%  
Expected Quarterly Ach. 70.65%

[46] Expected Monthly Ach. : 33.33%  
Expected Quarterly Ach. 78.26%

[47] Expected Monthly Ach. : 56.67%

Expected Quarterly Ach. 85.87%

[48] Komitmen Sprint Meeting TW III 2020

[49] YTD

[50] YTD

[51] YTD

[52] Komitmen Sprint Meeting TW III 2020

[53] User yang :  
Aktivasi Free Trial + Free to Paid + Paid to Paid

[54] YTD

[55] Komitmen Sprint Meeting TW III 2020

[56] YTD

Target berubah dari IDR 20000 Mn menjadi IDR 25000 Mn

[57] Komitmen Sprint Meeting TW III 2020

[58] YTD

Target berubah dari 694K LIS menjadi 900K LIS

[59] Target berubah dari 100 content menjadi 750 content

[60] Target berubah dari 10 package menjadi 20 package

[61] YTD

[62] Komitmen Sprint Meeting TW III 2020

[63] YTD

Adjusted as directed by DEVP DXP

[64] Komitmen Sprint Meeting TW III 2020

[65] YTD

[66] YTD

[67] Komitmen Sprint Meeting TW III 2020

[68] YTD

[69] Komitmen Sprint Meeting TW III 2020

[70] YTD

Target berubah dari 5000 User menjadi 3500 User



[71] YTD

Target berubah dari IDR 5000 Mn menjadi IDR 6000 Mn

[72] Komitmen Sprint Meeting TW III 2020

[73] YTD

Target berubah dari 5000 User menjadi 7500 User

[74] YTD

Target berubah dari 5000 User menjadi 7500 User

[75] Komitmen Sprint Meeting TW III 2020

[76] Komitmen Sprint Meeting TW III 2020

[77] Komitmen Sprint Meeting TW III 2020

[78] YTD

[79] YTD

[80] Komitmen Sprint Meeting TW III 2020

[81] YTD

Target berubah dari IDR 4000 Mn menjadi IDR 5000 Mn

[82] YTD

[83] YTD

Target berubah dari 2 Jam menjadi 1 Jam

[84] Komitmen Sprint Meeting TW III 2020

[85] Target berubah dari IDR 500 Mn menjadi IDR 1000 Mn

[86] Target berubah dari 4000 Conferences menjadi 7500 Conference

[87] Komitmen Sprint Meeting TW III 2020

[88] YTD

[89] User AM yg melakukan activity di dalam app MyTDS (aktivitas apapun, dr mulai cek notif, dll)

[90] YTD

[91] Komitmen Sprint Meeting TW III 2020

[92] Komitmen Sprint Meeting TW III 2020

[93] YTD

[94] YTD

[95] Komitmen Sprint Meeting TW III 2020

[96] Target berubah dari 300 menjadi 230 petani.

Alasan:

1. proses adm medium enterprise panjang,
2. literasi teknologi rendah

[97] Komitmen Sprint Meeting TW III 2020

[98] YTD

[99] YTD

[100] Komitmen Sprint Meeting TW III 2020

[101] YTD

Target berubah dari 100K User menjadi 119.33K User

[102] YTD

Target berubah dari IDR 25.21 Bn User menjadi IDR 17.9 Bn

[103] Komitmen Sprint Meeting TW III 2020

[104] YTD

Target berubah dari 500 Sekolah menjadi 1923 Sekolah

[105] YTD

Target berubah dari IDR 3300 Mn menjadi IDR 6600 Mn

[106] Komitmen Sprint Meeting TW III 2020

[107] YTD

Target berubah dari IDR 3500 Mn menjadi IDR 5700 Mn

[108] Komitmen Sprint Meeting TW III 2020

[109] YTD

Target berubah dari 6 Class menjadi 9 Class

[110] BRI BLDP, ToT, DTVV

[111] ptpn sebanyak 2 batch total 42 juta

[112] ptpn sebanyak 2 batch total 42 juta

[113] Indosat termin 1 semua sudah terdeliver, sekarang proses pengajuan dokumen untuk BAST 700 juta, dan Telkom AMC 5 juta

[114] Kemensetneg

[115] Komitmen Sprint Meeting TW III 2020

[116] adjusted based on agreement with pak KBA dan pak Dhinta

[117] Komitmen Sprint Meeting TW III 2020

[118] Komitmen Sprint Meeting TW III 2020

[119] Target berubah dari IDR 50 Bn menjadi IDR 90 Mn

[120] Komitmen Sprint Meeting TW III 2020

[121] YTD

[122] Komitmen Sprint Meeting TW III 2020

[123] YTD

[124] Komitmen Sprint Meeting TW III 2020

[125] Diganti sesuai arahan Dir DB saat PRM per 21 Sept 2020

[126] Dikembalikan ke 51 berhubung target 227 hanya mencakup talent 3D

[127] Berdasarkan hasil Sprint Meeting TW III 2020

[128] Komitmen Sprint Meeting TW II 2020

[129] Komitmen Sprint Meeting TW II 2020

[130] Komitmen Sprint Meeting TW II 2020

[131] Komitmen Sprint Meeting TW II 2020

[132] Komitmen Sprint Meeting TW II 2020

[133] Komitmen Sprint Meeting TW II 2020

[134] Komitmen Sprint Meeting TW II 2020

[135] Komitmen Sprint Meeting TW II 2020

[136] Komitmen Sprint Meeting TW II 2020

[137] Komitmen Sprint Meeting TW II 2020

[138] Komitmen Sprint Meeting TW II 2020

[139] Komitmen Sprint Meeting TW III 2020

[140] Komitmen Sprint Meeting TW II 2020

[141] Komitmen Sprint Meeting TW II 2020

[142] Komitmen Sprint Meeting TW II 2020

[143] Komitmen Sprint Meeting TW II 2020

[144] Komitmen Sprint Meeting TW II 2020

[145] Komitmen Sprint Meeting TW II 2020

[146] Komitmen Sprint Meeting TW II 2020

[147] Komitmen Sprint Meeting TW II 2020

[148] Komitmen Sprint Meeting TW II 2020

[149] Komitmen Sprint Meeting TW II 2020

[150] Komitmen Sprint Meeting TW II 2020

[151] Komitmen Sprint Meeting TW II 2020

[152] Komitmen Sprint Meeting TW II 2020