

| Opportunity Name | PO/SPK Value | Close Date | Stage | Fiscal Period | Age | Created Date | Opportunity Owner | Type | Business Unit |
|--------------------------|--|-----------------|------------|---------------|---------|--------------|-------------------|-------------------------------|--------------------------------|
| <input type="checkbox"/> | Account Name: Aneka Spring Telekomindo (ASTEL) PT (1 record) | | | | | | | | |
| | | Rp36.500.000 | | | | | | | |
| | ASTEL - VMware - New License | Rp36.500.000 | 1/3/2018 | WinPO | Q1-2018 | 0 | 12/3/2018 | Winardi Halim | Existing Business EBU-IT Infra |
| <input type="checkbox"/> | Account Name: Artajasa Pembayaran Elektronik PT (5 records) | | | | | | | | |
| | | Rp2.444.310.000 | | | | | | | |
| | Instalasi Cable Tray | Rp9.000.000 | 6/2/2018 | WinPO | Q1-2018 | 0 | 7/2/2018 | Winardi Halim | Existing Business EBU-Network |
| | ATS Oracle CSI 20661948 | Rp100.000.000 | 24/05/2018 | WinPO | Q2-2018 | 0 | 24/07/2018 | Winardi Halim | Existing Business EBU-IT Infra |
| | Maintenance Cisco Artajasa | Rp50.000.000 | 29/08/2018 | WinPO | Q3-2018 | 0 | 29/08/2018 | Winardi Halim | Existing Business EBU-Network |
| | ATS Oracle Weblogic CSI 20445600 | Rp34.010.000 | 5/9/2018 | WinPO | Q3-2018 | 0 | 5/9/2018 | Winardi Halim | Existing Business EBU-IT Infra |
| | Resilience 2017 - Oracle RAC | Rp2.251.300.000 | 16/01/2018 | WinPO | Q1-2018 | 125 | 13/09/2017 | Winardi Halim | Existing Business EBU-IT Infra |
| <input type="checkbox"/> | Account Name: Badak Natural Gas Liquefaction PT (1 record) | | | | | | | | |
| | | Rp4.625.502.000 | | | | | | | |
| | ATS Oracle PT BADAK periode 2018-2020 | Rp4.625.502.000 | 20/04/2018 | WinPO | Q2-2018 | 35 | 16/03/2018 | Winardi Halim | Existing Business EBU-IT Infra |
| <input type="checkbox"/> | Account Name: BUT Husky-CNOOC Madura Limited (1 record) | | | | | | | | |
| | | Rp6.384.000.000 | | | | | | | |
| | Infrastructure Services for Enterprise Application | Rp6.384.000.000 | 3/7/2018 | WinPO | Q3-2018 | 210 | 5/12/2017 | Winardi Halim | Existing Business EBU-IT Infra |
| <input type="checkbox"/> | Account Name: Dunkindo Lestari PT (1 record) | | | | | | | | |
| | | Rp40.500.000 | | | | | | | |
| | renewal license Cisco ASA | Rp40.500.000 | 6/6/2018 | WinPO | Q2-2018 | 0 | 24/07/2018 | Winardi Halim | Existing Business EBU-Network |
| <input type="checkbox"/> | Account Name: ENI Indonesia PT (1 record) | | | | | | | | |
| | | Rp346.080.000 | | | | | | | |
| | ENI Boardroom Devices | Rp346.080.000 | 22/05/2018 | WinPO | Q2-2018 | 0 | 24/07/2018 | Winardi Halim | Existing Business EBU-Network |
| <input type="checkbox"/> | Account Name: Kangar Consolidated Industries PT (2 records) | | | | | | | | |
| | | Rp2.554.375.340 | | | | | | | |
| | Tech Refresh Network PT Kangar | Rp1.154.375.340 | 11/12/2018 | WinPO | Q4-2018 | 40 | 1/11/2018 | Winardi Halim | Existing Business EBU-Network |
| | Tech Refresh Network Distribution Switch | Rp1.400.000.000 | 13/11/2018 | WinPO | Q4-2018 | 0 | 13/11/2018 | Winardi Halim | Existing Business EBU-Network |
| <input type="checkbox"/> | Account Name: Kangar PT (1 record) | | | | | | | | |
| | | Rp2.004.031.624 | | | | | | | |
| | Cisco Switch AP & Cabling for warehouse | Rp2.004.031.624 | 24/09/2018 | WinPO | Q3-2018 | 194 | 14/03/2018 | Winardi Halim | Existing Business EBU-Network |
| <input type="checkbox"/> | Account Name: Media Indonusa PT (3 records) | | | | | | | | |
| | | Rp151.400.000 | | | | | | | |
| | ATS Oracle contract No 6249034 & 6312166 | Rp72.951.000 | 26/11/2018 | WinPO | Q4-2018 | 356 | 5/12/2017 | Winardi Halim | Existing Business EBU-IT Infra |
| | ATS Oracle Hardware | Rp44.500.000 | 24/04/2018 | WinPO | Q2-2018 | 140 | 5/12/2017 | Winardi Halim | Existing Business EBU-IT Infra |

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|--------------------------|---|------------------|------------|-------|---------|-----|------------|-------------------------------|-------------------|--------------|
| | Renewal Con PSRT periode 2018 | Rp33.949.000 | 26/11/2018 | WinPO | Q4-2018 | 0 | 27/11/2018 | Winardi Halim | Existing Business | EBU-Network |
| <input type="checkbox"/> | Account Name: Pearloli (Sebuku) Ltd (1 record) | | | | | | | | | |
| | | Rp5.698.421.600 | | | | | | | | |
| | Provision of Network Telco EU Mubadala/Pear Oil | Rp5.698.421.600 | 14/05/2018 | WinPO | Q2-2018 | 0 | 24/07/2018 | Winardi Halim | Existing Business | EBU-Network |
| <input type="checkbox"/> | Account Name: Pertamina Hulu Energi, PT (PHE OSES) (2 records) | | | | | | | | | |
| | | Rp8.266.251.333 | | | | | | | | |
| | PHE OSES - Provek Integrated Backup | Rp444.570.000 | 3/9/2018 | WinPO | Q3-2018 | 0 | 4/9/2018 | Winardi Halim | Existing Business | EBU-IT Infra |
| | Mirroring ITMS ex-Cnooc | Rp7.821.681.333 | 5/9/2018 | WinPO | Q3-2018 | 0 | 5/9/2018 | Winardi Halim | Existing Business | EBU-IT Infra |
| <input type="checkbox"/> | Account Name: Premier Oil Natuna Sea BV (1 record) | | | | | | | | | |
| | | Rp16.896.790.000 | | | | | | | | |
| | Premier Oil - Tender Server & Storage for Data Center (HCI) | Rp16.896.790.000 | 22/10/2018 | WinPO | Q4-2018 | 153 | 22/05/2018 | Winardi Halim | New Business | EBU-IT Infra |
| <input type="checkbox"/> | Account Name: Samudera Pasific Maiu PT (1 record) | | | | | | | | | |
| | | Rp5.000.000 | | | | | | | | |
| | Professional Services - VLAN for IPPhone | Rp5.000.000 | 29/01/2018 | WinPO | Q1-2018 | 0 | 29/01/2018 | Winardi Halim | New Business | EBU-Network |
| <input type="checkbox"/> | Account Name: SGMW Motor Indonesia PT (3 records) | | | | | | | | | |
| | | Rp1.190.810.600 | | | | | | | | |
| | Renewal ATS VMWare | Rp65.577.000 | 30/08/2018 | WinPO | Q3-2018 | 0 | 4/9/2018 | Winardi Halim | Existing Business | EBU-IT Infra |
| | PoE Power Injector | Rp24.000.000 | 12/4/2018 | WinPO | Q2-2018 | 231 | 24/08/2017 | Winardi Halim | Existing Business | EBU-Network |
| | Renewal Services Network Devices | Rp1.101.233.600 | 13/11/2018 | WinPO | Q4-2018 | 396 | 13/10/2017 | Winardi Halim | Existing Business | EBU-Network |
| <input type="checkbox"/> | Account Name: Snet Indonesia, PT (1 record) | | | | | | | | | |
| | | Rp728.535.000 | | | | | | | | |
| | ATS Oracle EU PPA TK 21092041, 20496456 via SNet | Rp728.535.000 | 29/01/2018 | WinPO | Q1-2018 | 0 | 5/2/2018 | Winardi Halim | New Business | EBU-IT Infra |
| <input type="checkbox"/> | Account Name: South Pacific Viscose PT (4 records) | | | | | | | | | |
| | | Rp218.251.000 | | | | | | | | |
| | SPV CP 7841 | Rp30.770.000 | 8/1/2018 | WinPO | Q1-2018 | 62 | 7/11/2017 | Winardi Halim | Existing Business | EBU-Network |
| | CON SNT - Core Switch | Rp88.200.000 | 11/5/2018 | WinPO | Q2-2018 | 0 | 22/05/2018 | Winardi Halim | Existing Business | EBU-Network |
| | Cisco AP 3800 | Rp81.156.000 | 14/09/2018 | WinPO | Q3-2018 | 0 | 14/09/2018 | Winardi Halim | Existing Business | EBU-Network |
| | Cisco CP 7841 | Rp18.125.000 | 9/10/2018 | WinPO | Q4-2018 | 0 | 11/10/2018 | Winardi Halim | Existing Business | EBU-Network |
| <input type="checkbox"/> | Account Name: Terminal Peti Kemas Koja PT (1 record) | | | | | | | | | |
| | | Rp141.750.000 | | | | | | | | |
| | Sisindokom Maintenance Service | Rp141.750.000 | 29/01/2018 | WinPO | Q1-2018 | 55 | 5/12/2017 | Winardi Halim | Existing Business | EBU-IT Infra |
| <input type="checkbox"/> | Account Name: Trimitra Data Teknologi, PT (3 records) | | | | | | | | | |
| | | Rp109.846.000 | | | | | | | | |
| | Cisco Maintenance Eu Senayan Trikarya | Rp93.280.000 | 12/6/2018 | WinPO | Q2-2018 | 0 | 24/07/2018 | Winardi Halim | New Business | EBU-Network |
| | Maintenance Oracle Fairmont Hotel | Rp14.066.000 | 29/08/2018 | WinPO | Q3-2018 | 0 | 29/08/2018 | Winardi Halim | Existing Business | EBU-Network |
| | Additional Con PSRT end user STS | Rp2.500.000 | 27/09/2018 | WinPO | Q3-2018 | 0 | 27/09/2018 | Winardi Halim | Existing Business | EBU-Network |
| <input type="checkbox"/> | Account Name: Yasulor Indonesia PT (1 record) | | | | | | | | | |
| | | Rp10.948.008 | | | | | | | | |

[Loreal CON PSRT](#)

Rp10.948.008

28/08/2018 WinPO

Q3-2018

0 29/08/2018

[Winardi Halim](#)

Existing Business EBU-Network

Grand Totals (34 records)

Rp51.853.302.505