SRKK

S1.7 Indonesia Engagement
Handover document

Add a brief explanation of the presentation's purpose

Star Energy

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<Insert Customer's logo>

- **Project Background:**
  - Key Pain Points :
    - The company required AI solution to get a better insight for their data in their system.
  - Objectives :
    - To implement AI initiative for the company using Microsoft Fabric
  - Initiatives/solutions:
    - Update SEG's MEA to add Copilot SKU for M365 and Copilot Studio
    - Running Fabric POC to test out Copilot's capability for future development before adding Fabric SKU into their MEA

- **Engagement Summary:**
  - What have we discussed so far?
    - POC – started at 28 Nov. 2025 – 21 Jan. 2026
    - POV Proposal
    - POV Report
    - POV Knowledge Transfer

  - POV ongoing? Results?

- POV details: 21 Jan 2026
- Next steps: Sign off document – need to convince SEG (Atur) related to POC Scope

- **Additional information:**
  - Potential roadblocks?
    - Technical expectation to deploy to Production Site.
    - Lack of knowledge of Msft Fabric
    - Management expectation to AI solution
  - Competitors?
  - Folders:
    - 1. Sales Document – ID – Star Energy
    - POV Submission folder -

Customer or Lead	Star Energy Geothermal
Sales Stage	POC Closure
Estimated Deal Size	$50k (services)
Lead Source	(Partner/MSFT/Event) MSFT
Partner PIC	Name: Fitria
Authority (who can approve?)	Name: Rufus (CTO) Contact: email:
Timeline	
Champion Key Liaison/project PIC	Name: Suratno Wahidin, B. Luthfi Contact: +62 21 5306711 email: wahi@starenergy.co.id ; BadruzL@starenergy.co.id
SRKK Engagement Team	Shawn Soh, Lai Yuen Seng
Documents Folder	- Sales Document – ID – Star Energy - POV Submission folder -
Immediate Next step	Wednesday, 28 Jan 2026 >> Tech Sharing Session and chance for discovery

Star Energy – Milestone related
Kindly provide relevant information to the engagement

Include the chronological information such as discovery meeting date, NDA sign off date, Kick off date, Sales document, Etc.
Kindly provide the link to the relevant files.

No	Activity/Milestone	Date Completed/Engaged	File URL	Outcome
	Discovery meeting	4 – 7 Nov 2025		POC SOW
	POC Proposal	28-11-2025	Proposal	POC Proposal document
	POV Report approval	23-01-2026	Report	

Next steps/Pending Items

No	Items	PIC	Due Date	File URL	Status

Bank Permata

- **Project Background:**
  - Key Pain Points
    - Requirement for analytic platform since on premise big data platform (Cloudera) has reach peak capacity
    - SAS ML platform outdated and needs to be replace for future ready challenges in Banking use cases
  - Objectives:
    - Explore multi cloud solution for data analytic requirements (Data Engineering, BI, ML)
  - Initiatives/solutions
    - Running POC to test out Fabric Performance

- **Engagement Summary:**
  - What have we discussed so far?
    - Permata Bank decide to go for multi cloud solution, they will combine the solution for DE, ML, BI which suit for them
  - POV ongoing? Results? POV Done, Result was acceptable
    - POV details: when was it completed? Dec 2025
  - Next steps? Follow up regularly

- **Additional information:**
  - Potential roadblocks?
    - Budget: targeted at $150k/year included subscription & services
    - Data size way too big, Azure calculator recommendation was at F2048, but Permata's team request at F64 & F128 (split processing cluster)
  - Competitors? AWS, GCP

Customer or Lead	Permata Bank
Sales Stage	POV
Estimated Deal Size	Fabric Subs +/- $240K; Services +/- $90K
Lead Source	Event
Partner PIC	Name: Andra Jayanthi (MSFT)
Authority (who can approve?)	Name: Tri Priadhi Ashari Contact: +62 812-1000-069 email: tri.ashari@permatabank.co.id
Timeline	Jan: • decision to go for Multi Cloud Solution (C level) • IT Infra, Security, Data analyst start puzzling for proper combination Mar-Jun: • Project bidding – Proposals – Negotiation – Winner announcement Jul-Dec: • Project delivery
Champion Key Liaison/project PIC	Name: Muhammad Iqbal Pratama Contact: +62 815-1401-1292 email: muhammad.ipratama@permatabank.co.id
SRKK Engagement Team	Ardian, Jackson, Gilbert, Azari
Documents Folder	POV Submission :Bank Permata POV 3355389 Sales folder: Bank Permata - Indonesia
Immediate Next step	Follow up Tri or Iqbal for upcoming information

Bank Permata– Milestone related
Kindly provide relevant information to the engagement

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Kindly provide the link to the relevant files.

No	Activity/Milestone	Date Completed/Engaged	File URL	Outcome
1	NDA sent to SEG	6 -11-2025	NDA Template to SRKK v1.docx	Signed NDA (not yet received from SEG)
2	POC Proposal approval	28-11-2025	C4 - Star Energy - Data Platform Evaluation POC - Nov2025-Approval.pdf	Signed POC proposal
3	POC Report approval	23-01-2026	C4.1 – [Star Energy Geothermal] Fabric Data Platform POV Report.pdf	Signed POC Report
4	Knowledge transfer session	23-01-2026	SEG-KT-final.pdf	KT document

EON Chemical

- Project Background:
  - Key Pain Points:
    - Sales team currently spends too much time consulting with marketing and product teams.
    - Consolidating scattered product knowledge and delivery information into a single, easily accessible location.
    - Enhancing a mobile app used for boiler monitoring at PTPN with more complex sensor data and AI-driven recommendations.
  - Objectives
    - POC: to get AI initiatives for sales team to better opportunity identification
    - PTPN: to open new business collaboration between EON Chemicals x SRKK regarding Boilers data processing.
  - Initiatives/solutions
    - POC: running POC to build model AI chatbot using Fabric, but not yet integrated to Teams.
    - PTPN: will need technical meeting to discover the specific requirement and discuss the RFP (if any) to

properly set up SoW and commercial proposal.

- Engagement Summary:
  - What have we discussed so far?
    - POC – Sales Analyst Agent for Opportunity Identification
  - POV ongoing? Results? POV Done, result was acceptable by IT Team, but not so impactful from Management point of view.
    - POV details: when was it completed? 8 Aug 2025
  - Next steps?
    - To discuss upcoming opportunity for join taskforce for PTPN Boiler's project

- Additional information:
  - Potential roadblocks?
    - Managing expectation from PTN & EON Chemicals
  - Competitors?

Customer or Lead	EON Chemicals Putra
Sales Stage	L0
Estimated Deal Size	
Lead Source	(Partner/MSFT/Event) Event
Partner PIC	Name: -
Authority (who can approve?)	Name: Budiman Adi Wibawa Contact: +628118400310 email: budiman.wibawa@eonchemical.com
Timeline	April
Champion Key Liaison/project PIC	Name: Budiman Adi Wibawa Contact: +628118400310 email: budiman.wibawa@eonchemical.com
SRKK Engagement Team	Ardian, Azari
Documents Folder	EON Chemicals POV 3336836 ID - EON Chemicals Putra
Immediate Next step	To discuss upcoming opportunity for join taskforce for PTPN Boiler's project

Bank Permata– Milestone related
Kindly provide relevant information to the engagement

<Insert Customer's logo>

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Kindly provide the link to the relevant files.

Next steps/Pending Items

No	Items	PIC	Due Date	File URL	Status
1	DTI Invoicing	Siu Chon (DTI)	Feb 2026		Pending payment from Msft
2	Regular call to pak Tri / Iqbal	SRKK	Biweekly call		

EON Chemical– Milestone related
Kindly provide relevant information to the engagement

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No	Activity/Milestone	Date Completed/Engaged	File URL	Outcome
	POC Engagement		ID - EON Chemicals Putra	POC Proposal

Next steps/Pending Items

No	Items	PIC	Due Date	File URL	Status

MAP

SRKK

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- Project Background:
  - Key Pain Points :
    - Struggling to migrate their existing data sources (SQL Serve, SAP) from AWS to fabric, need to convert macro enabled files to proper data pipeline
    - Lack of Microsoft Fabric knowledge
    - Too much data to be processed and reported
    - MAP Holding propose Databricks on AWS for data processing layer
  - Objectives
    - Building fundamental knowledge of Microsoft Fabric for MAA Data analyst team to increase Fabric utilization
  - Initiatives/solutions
    - Provide series of enablement & ad-hoc session to MAA team every 2 week for 10 topics covered.

- Engagement Summary:
  - What have we discussed so far?
    - Fabric utilization

- Databricks intervention from MAP holding to MAA
- Fabric enablement & ad hoc session still has 12.5 hrs to consumed.

- Additional information:
  - Potential roadblocks?
    - Databricks intervention from MAP holding to MAA
  - Competitors? Databricks, AWS

Customer or Lead	MAP Active
Sales Stage	L0
Estimated Deal Size	
Lead Source	(Partner/MSFT/Event) MSFT
Partner PIC	Name: Fitria, Alpha Irawan
Authority (who can approve?)	Name: Dwi Aji Mardiyanto Contact: email: dwi.ajimardiyanto@mapactive.id
Timeline	
Champion Key Liaison/project PIC	Name: Yosefin Donny Kurniawan Contact: +62 857-8217-6850 email: yosefin.kurniawan@map.co.id
SRKK Engagement Team	Ardian, Gilbert, Azari, Jackson
Documents Folder	ID – MAP MAP Active (Indonesia)
Immediate Next step	Databricks deck development

MAP– Milestone related
Kindly provide relevant information to the engagement

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No	Activity/Milestone	Date Completed/Engaged	File URL	Outcome
	Microsoft Fabric Engagement		C2 – MAP - Microsoft Fabric Engagement [Microsoft Funded Initiative Plan].pdf	Fabric enablement plan proposal

Next steps/Pending Items

No	Items	PIC	Due Date	File URL	Status
	Fabric x Databricks		MAA - Fabric s Databricks.pptx	Fabric x Databricks comparison document	Fabric x Databricks