Jakarta, 20 March 2017

PRESENTATION TO:

Australian Development Services Mission

Jakarta, 20 March 2017
COMPANY BACKGROUND:
- More than 35 years in Consultancy Services
- Multi Disciplines Consulting Firm
- 300 Employees, ± 180 Sub-Cons (under our SCM/CoP), ± 12 active Multiple Non-exclusive Strategic Alliances (MNSA)
- Operating Entities:
  - PT BITA Enarcon Engineering (Natural Resource and Industrial Infrastructure Development)
  - PT BITA Bina Semesta (Environmental, Planning and Studies)
  - PT Bamko Karsa Mandiri (Architecture – Urban and Hospitality)

COMMERCIAL FACTS:
- Overseas/International Revenue: Between 20% to 55%
- Professional Indemnity Insurance: AUD 10,000,000
- Employee Superannuation Fund: fully maintained and self-managed

COMPANY INFRASTRUCTURE:
- 3 Operating Offices in Indonesia (Bandung, Jakarta, Yogyakarta)
- 100% certified softwares
  - BBS: Planning, Environmental & Study
  - BEE: Engineering & Architecture, Procurement, Construction, Management
- Other Licences: SKK Migas (Oil & Gas), IUJP (Mining)
- Founding and active members of: IMSA (Indonesian Mining Services Association), GBCI (Green Building Council Indonesia), INKINDO, IMA
Colaboration with International Partners:

- Hatfield International – CANADA
- GAP - ITALY
- WorleyParsons Services Pty. Limited - AUSTRALIA
- AECOM – HONG KONG
- Hawkins – NEW ZEALAND
- URS - AUSTRALIA
- COX Architecture - AUSTRALIA
- ES Global – UK
- Nippon Koei - JAPAN
- TAUW - NETHERLANDS
- JACOBS - USA
ADVANTAGES
• Improvement/Enhancement of knowledge and work method of related discipline
• Working with international/global perspective and environment
• Getting experience on International, i.e. the FIDIC system, since most of projects apply FIDIC standard for contractual agreement
• Gaining experience of project handling/management from collaborative partner

CHALLENGES
• Technique of Proposal writing to the Bank Requirements
• Company profile is required to be very detailed in many aspects (technical, legal, administrative and financial)
• High qualification for required personnel
• Personnel are also required to have specific related project experience with information/description in detail
• Foreign language proficiency can sometimes be a barrier in communication
• Miscommunication/misunderstanding due to cultural differences
THANK YOU