

Strategi Pemulihan Bisnis Angkutan Jalan dan Perkeretaapian

- **Silvia Halim**



Responding to Covid-19

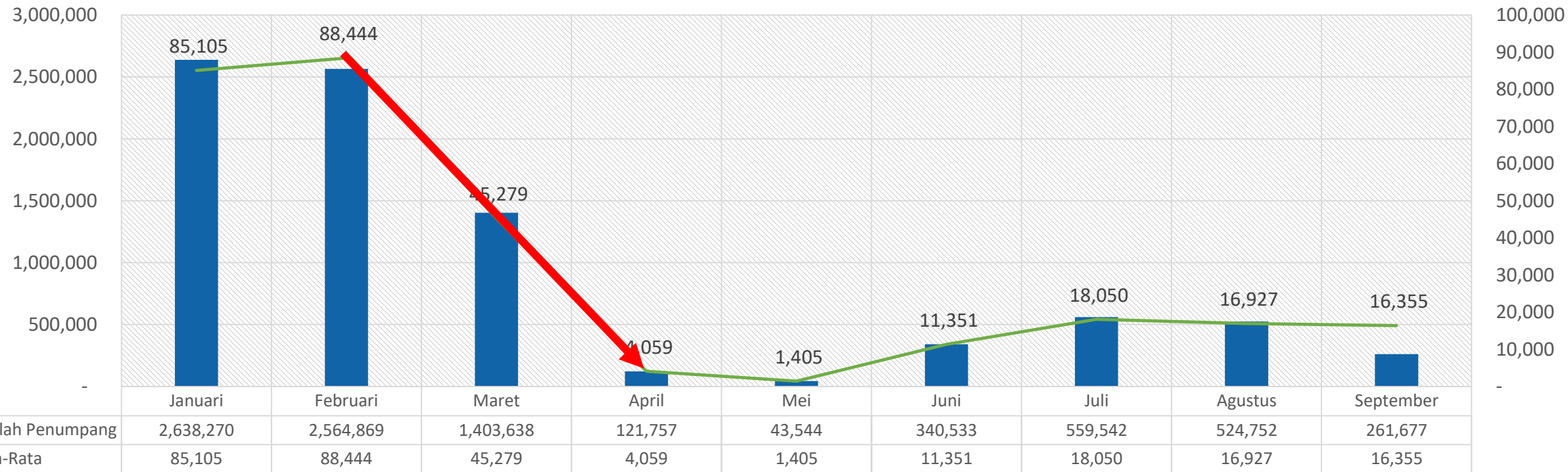
SEKTOR-SEKTOR YANG TERDAMPAK COVID-19

PROVINSI DKI JAKARTA TRIWULAN 2-2020



Jumlah Penumpang MRT Jakarta Januari - September 2020...

Penumpang Operasional Januari-September 2020



Total Penumpang sejak 01 Januari – 16 September 2020 **8.458.582 Pnp**
 dengan Rata rata harian sebesar **32.533 Pnp/Hari**

Bangkit Bersama

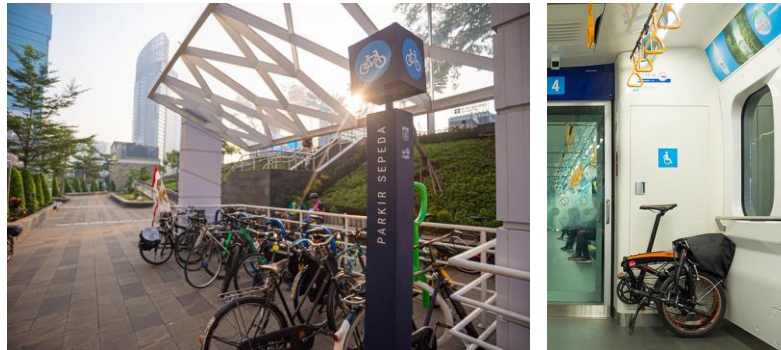


Bersih Aman Nyaman *Go-Green* Kolaborasi Inovasi Tata kelola

PROTOKOL KESEHATAN



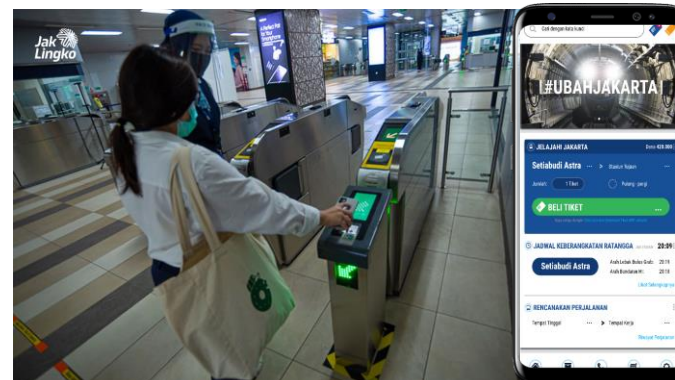
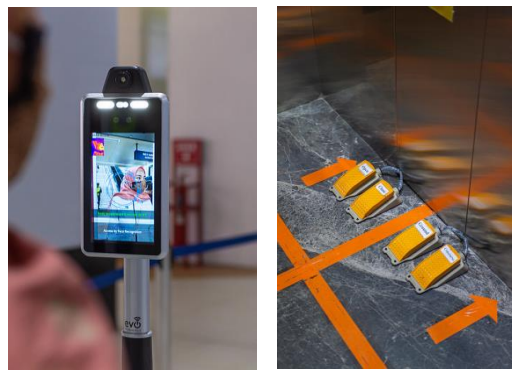
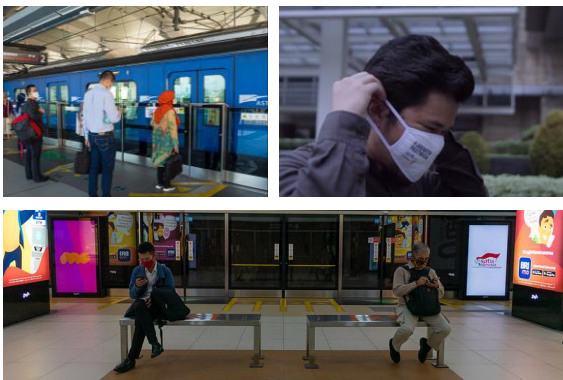
GO GREEN: PENYEDIAAN SARANA UNTUK PESEPEDA



KOLABORASI DAN INOVASI



INOVASI: CONTACTLESS JOURNEY AND TRANSACTION



MRT Accelerator Program

MRT Incubator Program

Maintaining Service Excellence - Protocol 'BANGKIT'



**Provision
Hand Sanitizer**



**Routine Cleaning
Facilities**



**Intensive Cleaning
Ratangga Railway
Coaches**



**Checking Body
Temperature**



Contactless Lift



**Mandatory Mask
Usage For All
Passengers**

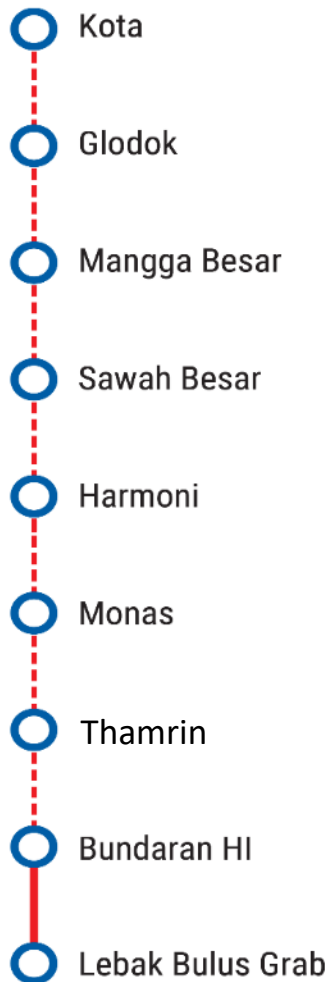


**Routine
Disinfectant**



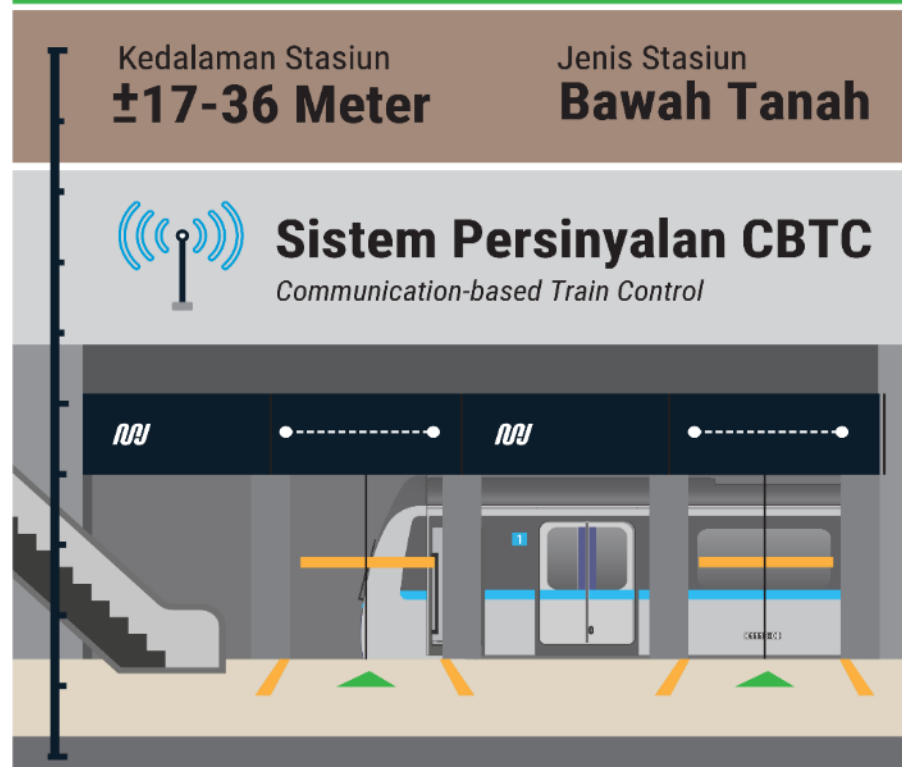
MRT Jakarta Phase 2

Continue Construction with Optimism



Estimasi Jumlah Penumpang
Lebak Bulus Grab → Kota
551.200 / hari pada tahun 2025

(berdasarkan kajian Basic Engineering Design Fase 2 pada 2012)



Karakter Terowongan

- Sejajar (St. BHI - St. Harmoni)
- Bertingkat (stacked tunnel St. Harmoni - St. Glodok)
- Empat lantai di bawah tanah (St. Sawah Besar dan St. Mangga Besar)

Aliran Listrik

150 kV **60 mV**
 Dua Gardu Induk PLN Total Daya (power)



Spesifikasi Jalur

Panjang Jalur 5,8 Km	Jarak Antar Stasiun 0,6-1 Km
Lebar Jalur 1067 Mm	Jenis Rel R54

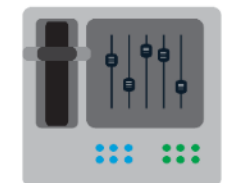


Sistem Operasi

ATO
 Automatic Train Operation



GoA2
 Grade of Automation



Be Part of National Economic Recovery

Plan budget absorption for project MRT phase 2

TOTAL DEVELOPMENT COSTS PHASE 2

22,5 Triliun

2020
1,55 Triliun



2021
3,59 Triliun

356 Manpower	Material Purchase
Contractor Down Payment	D-Wall Construction
Down Payment <i>Tunnel Boring Machine</i>	Relocation of Tower Clock Thamrin
Consultant Payments	Demolition of BI bridge
<i>Traffic Decking Manpower</i>	Development shelters Bus temporary for TransJakarta
	<i>King Post Construction</i>

- 1.295 Manpower**
- Archaeological excavation
- Guide Wall Construction*
- D-Wall Construction
- Soil Investigation Construction*
- Soil Improvement Construction*
- The Excavation MRT Station
- Launching TBM

With High Standard of Protocol COVID-19 & Digitalization

Covid-19 Banner

1. Entry (Medical Check – No Corona Symptom) => Check Sheet 1

3. Keep Social Distance / Sanitization

- Social Distance Min 1.5m
- Hand Sanitization
- Hand Washing
- Small Room – 2 Person / 10m²

2. Entry (PPE Check) => SCIPL Protocol => Check Sheet 1

Mandatory:

- Helmet
- Safety Shoes
- Vest
- Safety gloves
- Mask
- Goggles

4. Regulation for Worker

- Follow Group Leader
- Follow Regulation below

- Only Toolbox Meeting (No Morning Assemble)
- Gate entry – Symptom check * once go out, again check at gate
- PPE
- Social Distance
- Hand Stabilization
- Lunch Area / Rest Area : only Designated area
- Group cannot contact with other group

Kolaborasi penggunaan BIM (*Building Information Modelling*) dan CDE (*Common Data Environment*) mendukung penerapan “*new normal* di bidang konstruksi” dengan digitalisasi:



Satu *platform* kolaborasi berbasis website untuk desain dan komunikasi



Model 3D yang akurat mengurangi konflik desain dan meningkatkan *efficiency*



Virtual meeting



Penyimpanan berbasis *cloud*

Pengecekan suhu di lokasi proyek



Tool box meeting



Station Facilities Design Technology Features & Behavior Shaping



Substitute buttons with alternatives: **Voice-control, holographic, sensor, face recognition features**

Improve hygiene by **minimizing the amount of exposure** to potentially infected surfaces and boost public confidence in the cleanliness of public conveniences.

Dispersing the Crowd

Queuing Distancing



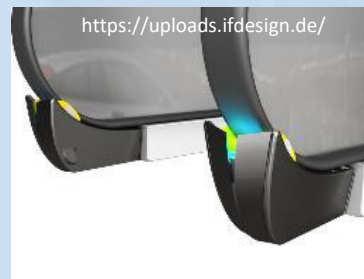
Limit the distance for passenger queue line

Public Facility

Escalator Handrail UV Sanitizer



<https://www.weclean.com.hk/>



<https://uploads.ifdesign.de/>

UV Sanitizer equipped on each handrail, for automatic disinfect purpose

Security System

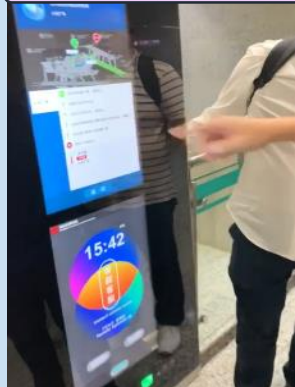
CCTV Thermal Camera



<https://www.pnewsire.com/>

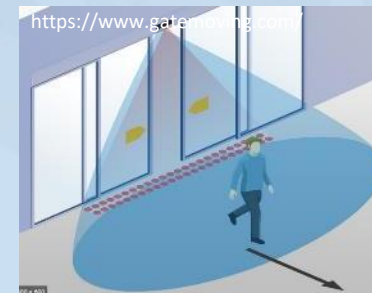
Thermal CCTV to automatically detect passenger's body temperature and notify/warns the Station Staff if the passenger's temperature exceeding 37,5°C.

Intelligent Customer Service



Intelligent Customer Service to minimize face-to-face communication between passenger and operational staff. Equipped with emergency call feature.

Sensor automated Doors & Bathroom taps



<https://www.gatecityinc.com/>



<https://www.theguardian.com/>

Environmental-friendly Design & Construction



- Green Building standards for designing MRT Jakarta's Project. Example: By increasing the Green Base Coefficient/*Koefisien Dasar Hijau (KDH)*.
- Environmentally friendly technology for buildings and stations. Example: 1. Solar Panels usage. 2. Sustainable material 3. etc.

<https://www.worldgbc.org/news-media/contribution-green-buildings-fight-against-covid-19>

<https://sdg.iisd.org/commentary/guest-articles/covid-19-stimulus-spending-for-green-construction-means-building-back-better/>

Business Beyond Normal

Introducing Business Beyond Normal

Beyond Ridership

Beyond Physical Mobility

Beyond Transport Network



Beyond Ridership: Non Farebox Business

Some ideas of the new business to see the possibility of implementation In the effort to searching other non-farebox source of income



Utilization Website & Social Media

Memanfaatkan media social MRT untuk media promosi mitra sponsor

Utilization Mobile Application

Menggunakan Aplikasi MRT di smartphone untuk media iklan

Online Training & Sharing

Memberikan pelatihan dan pengembangan secara online kepada UMKM dan start-up

Out of home (OOH) advertising

Aset fisik MRT dimanfaatkan sebagai Out of Home Media dengan menggandeng mitra

Smart Vending Machine

Penyediaan Vending Machine berbasis IT untuk menjual berbagai hal

Smart Locker

Menyediakan locker penitipan untuk jual beli dan lainnya

Co Working Space

Coworking space yang dilengkapi ruang video conference

Beyond Physical Mobility: MRTJ Accel

Collaboration between Start Up and Corporation

Why Both Start ups and Corporate Needs to Collaborate?

- | | |
|---|--|
| <p>Corporation</p> <ul style="list-style-type: none"> • Access to Market • Market Knowledge • Resources & Power • Viability | <p>Startups</p> <ul style="list-style-type: none"> • Difficulties in Accessing new market • New to Market • Need of Extra Resources to scale • Lack of Visibility |
| <p>Startups</p> <ul style="list-style-type: none"> • Organizational Agility • Continuous New Ideas • Potentially Rapid Growth • Willingness to take risk | <p>Corporation</p> <ul style="list-style-type: none"> • Slowness • Lack of Creativity • Slow Paced Growth • Risk Aversion |

Collaboration Benefits

- Benefit for Startups**
- Increase Valuation and Revenue Source
 - Increase Use Case
 - Branding
 - Access to MRTJ Ecosystem

- Benefit for Corporation**
- New Revenue streams and business line
 - External Innovation and disruption
 - Staying on top of market development
 - Promote CSR

Collaboration Challenges

- Challenges for Startups**
- Managing Company expectation - Gap between proof of concept and real project.
 - Start up often treated in top down way instead of at eye level from company.

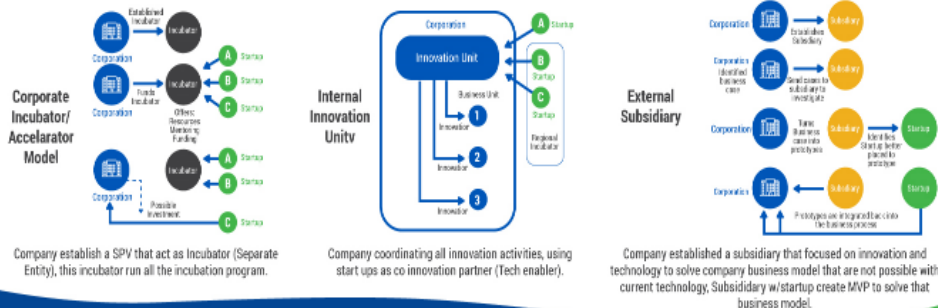
- Challenges for Corporation**
- Understanding disruptive change that may come from start up.
 - Not invented here problem - company tend to value idea or improvement from internal higher than idea from external.

Example of Collaboration

- Incubator**
- Incubator Programme**
 Typical duration: 3-12 months with several phases
 Target: Develop an idea into a venture financing-ready MVP and business plan. An incubator usually takes 5-15% shares and sometimes provides first financing, typically a five-figure amount.

- Accelerator**
- Accelerator Programme**
 Typical duration till collaboration starts: 3 to 6 month programme
 Target of the collaboration: Become venture-ready. Typically a team is needed, as single-founder companies are less likely to be accepted.

Collaboration and Organization Model for Corporates



Program Definition

Start up program by MRT Jakarta accelerator is collaborated with start up to create innovation products and services, With output to commercialize mutually beneficial between MRTJ and the Start Up.

Objective

Produce solutions to improve services, new income and branding.

Access MRT Jakarta ecosystem & guidance mentors



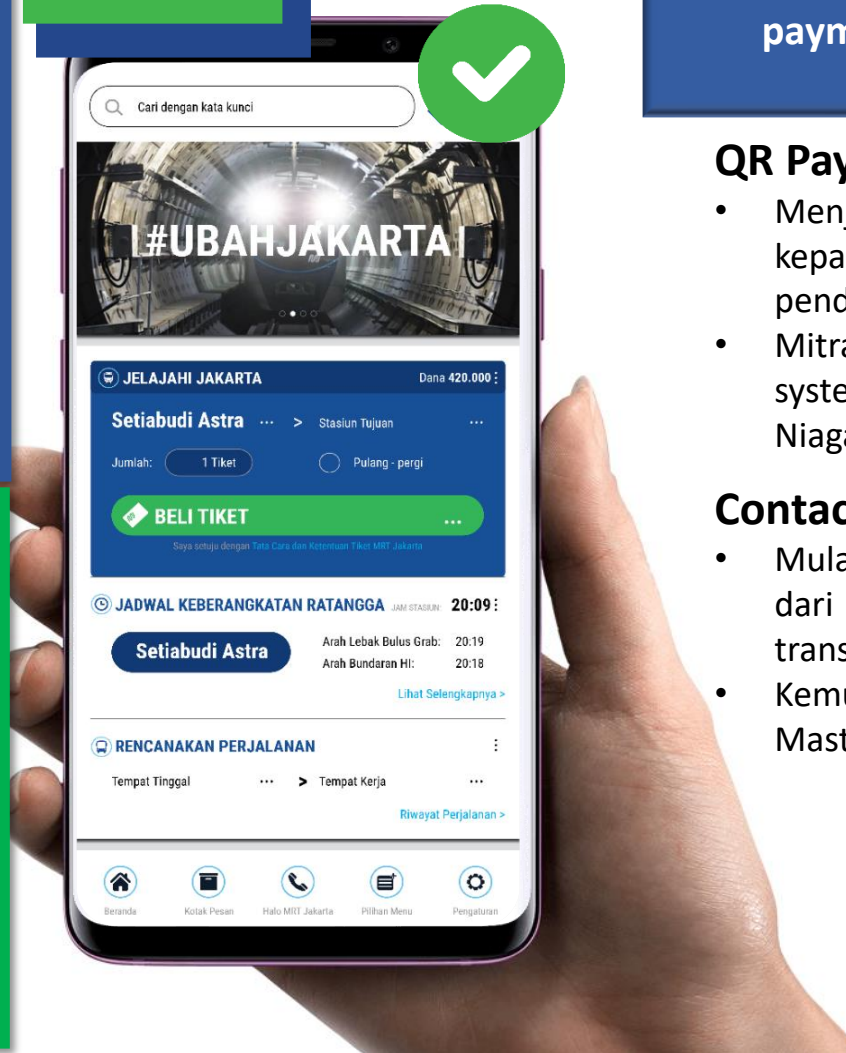
Participants received guidance from famous start up founder such as Cermati, Bukalapak, and BeliMobilGue

Beyond Physical Mobility: Digital Payment Collaboration

QR Code



Apps MRT



Began offering potential banking partner Into digital payment system MRT Jakarta Through mobile application MRT Jakarta

QR Payment

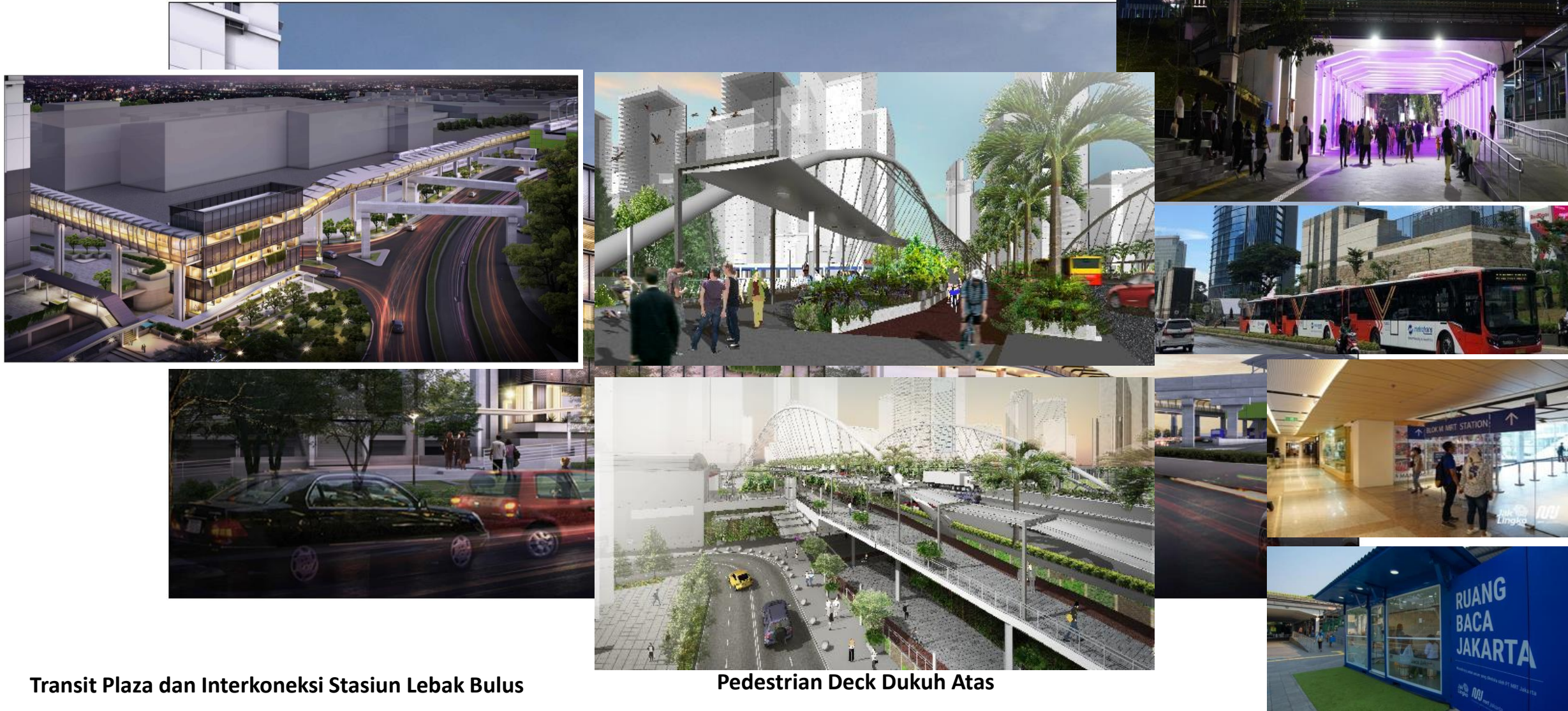
- Menjual paket Gold (15 Milyar) dan Silver (10 Milyar) kepada mitra baru dari kategori perbankan dengan proyeksi pendapatan 30M
- Mitra yang potensial adalah bank yang sudah memiliki system perbankan digital (mobile) yang baik, seperti BCA, Niaga, BTPN

Contactless Payment

- Mulai membuka diskusi dengan beberapa mitra potensial dari perbankan yang sudah menggunakan contactless transaction melalui kartu kredit
- Kemungkinan kerjasama dengan system pembayaran Visa, Master dan JCB juga sudah dimulai



Beyond Transport Network: TOD untuk Peningkatan Nilai Kawasan, Mobilitas, dan Kualitas Hidup



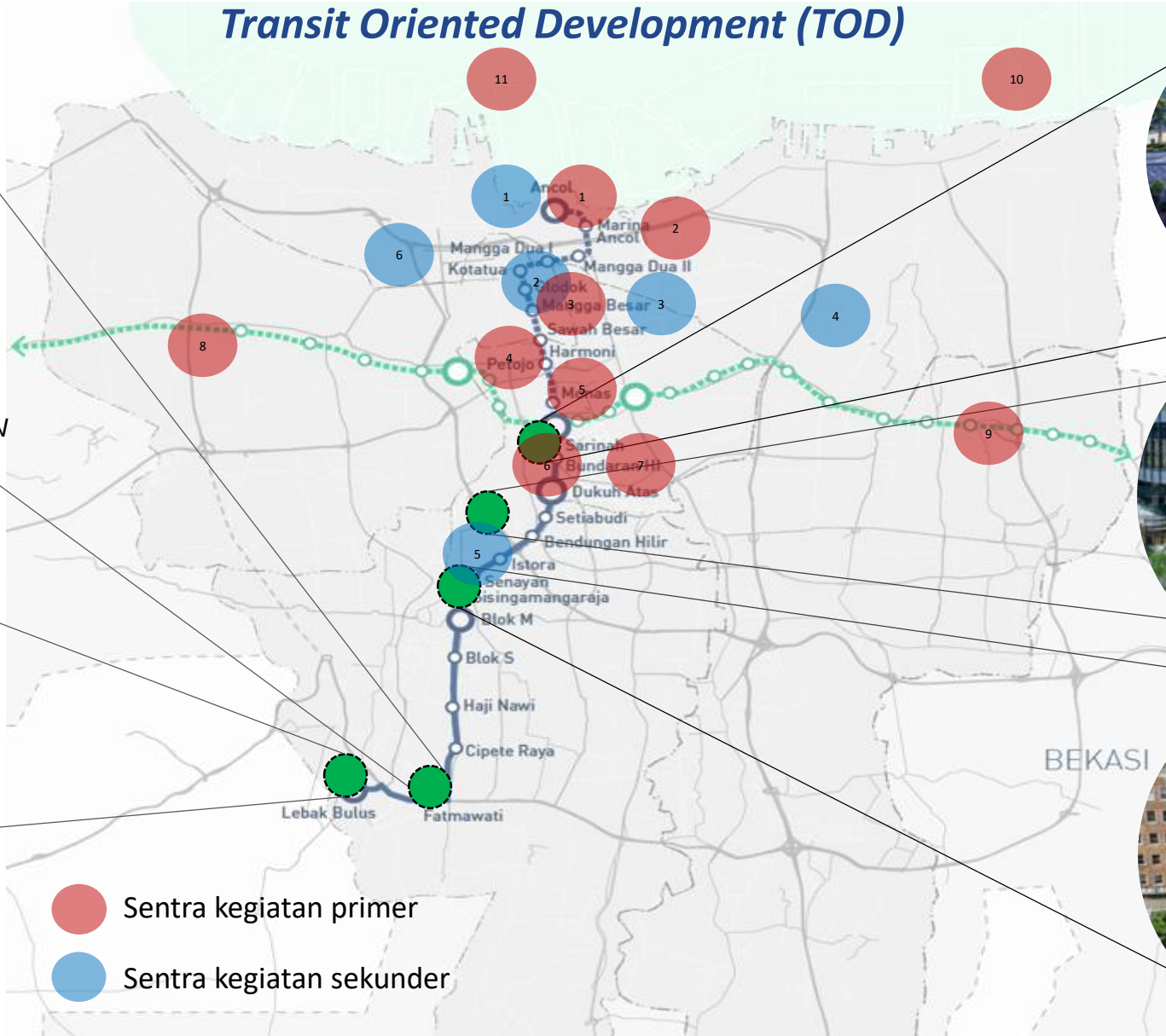
Transit Plaza dan Interkoneksi Stasiun Lebak Bulus

Pedestrian Deck Dukuh Atas



Beyond Transport Network: TOD untuk Peningkatan Nilai Kawasan, Mobilitas, dan Kualitas Hidup

Transit Oriented Development (TOD)



KAWASAN FATMAWATI
"SUB-PUSAT SELATAN KOTA JAKARTA YANG DINAMIS DAN PROGRESIF"



KAWASAN LEBAK BULUS
"GERBANG SELATAN JAKARTA"



KAWASAN DUKUH ATAS
"KOLABORASI GERAK"



KAWASAN ISTORA-SENAYAN
"BERANDA PELITA INDONESIA"



KAWASAN BLOK M
"KOTA TAMAN DI SELATAN JAKARTA"

- Sentra kegiatan primer
- Sentra kegiatan sekunder

Integrated Public Transportation



PT Moda Integrasi Transportasi Jabodetabek (MITJ)



Pembentukan Perusahaan Patungan
Sinergi Pemerintah Pusat dengan Pemerintah Daerah dalam bentuk Kepemilikan saham 51% PT MRT Jakarta (Perseroda) dan 49% PT Kereta Api Indonesia (Persero)



Tujuan Didirikan
Sebagai perusahaan bidang pengelolaan transportasi perkeretaapian terintegrasi dan TOD

The Signing of Head of Agreement (HOA) Penyelenggaraan Sistem Integrasi Pembayaran Antar Moda Transportasi

Pembentukan Perusahaan Patungan
Perusahaan Patungan PT MRT Jakarta (20%), PT Transportasi Jakarta (20%), PT Jakarta Propertindo (20%), dan PT Moda Integrasi Transportasi Jabodetabek (40%)

Tujuan Didirikan
Akan dilakukan Kajian Skema Bisnis Integrasi Sistem Pembayaran Antar Moda Transportasi dan tarif melalui metode *Electronic Fare Collection* ("EFC")





PT MRT JAKARTA

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