



# THE 30<sup>th</sup> IAPH WORLD PORTS CONFERENCE

7 - 12 May 2017

Bali Nusa Dua Convention Center, Bali - Indonesia

## IPC TRANSFORMATION

## INDONESIA INTEGRATED PORT NETWORK

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Session 6

Enabling Trade. Energizing The World

# What is transformation

“Transformation literally means going beyond our form”

- Wayne Dyer -

# What are transformation ingredients..

“Progress is impossible without change,  
and those who can't change their minds  
cannot change anything”

-George Bernard Shaw-



Set long-term  
goals



Committed and  
consistent in achieving  
goals and results



Keep innovating

# IPC Journey Towards World Class Operator



2012

- Launched new identity and re-branded IPC with visions to be a world class port operator



1960

- Government established state owned enterprise of **Pelabuhan I to VIII** (“Perum Pelabuhan”) to manage sea port activities across Indonesia



2016

- Redefine new strategy and corporate roadmap
- New Priok Port's **first container terminal (CT1)** commenced operation on Aug 19, 2016



2019

- Initial Operation of **strategic project**
- Expected **completion of Phase I** of New Priok Port by 2019

2013

- Commenced **Phase I** of the **development of New Priok Port** to further expand the total handling capacity of Tanjung Priok Port to 4.5 million TEUs per year and 10 million mt per year for product terminal



2020

- World class port operator
- Implementation of **integrated port network**



## CORPORATE **Vision**

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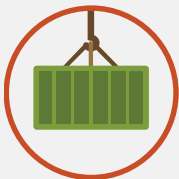
“To Become a World Class  
Port, Excellent in  
Operation and Services”



# Corporate Roadmap

1

2016



## FIT IN INFRASTRUCTURE

Fine tuning in every area

- ✓ Governance : Business Process, SOP, Structure
- ✓ Culture
- ✓ Corporate & Sub Business Model/ Restructuring
- ✓ Re-define Business

2

2017



## ENHANCEMENT

strengthening/  
enhancing business

- ✓ Operational & Service improvement
- ✓ Expansion of Subsidiaries
- ✓ Infrastructure Development (Greenfield Project and brownfield project)
- ✓ Optimize IT Utilization

3

2018



## ESTABLISHMENT

Establishment of performance

- ✓ Volume Growth
- ✓ Profitability Growth
- ✓ Holding Establishment (Synergize among BUMN)

4

2019



## SUSTAINABLE

Sustainable superior performance

- ✓ First Operation of 4 Strategic project
- ✓ Implementation of Integrated port Network
- ✓ Implementation National Connectivity Program
- ✓ Initiation of global foot print

5

2020

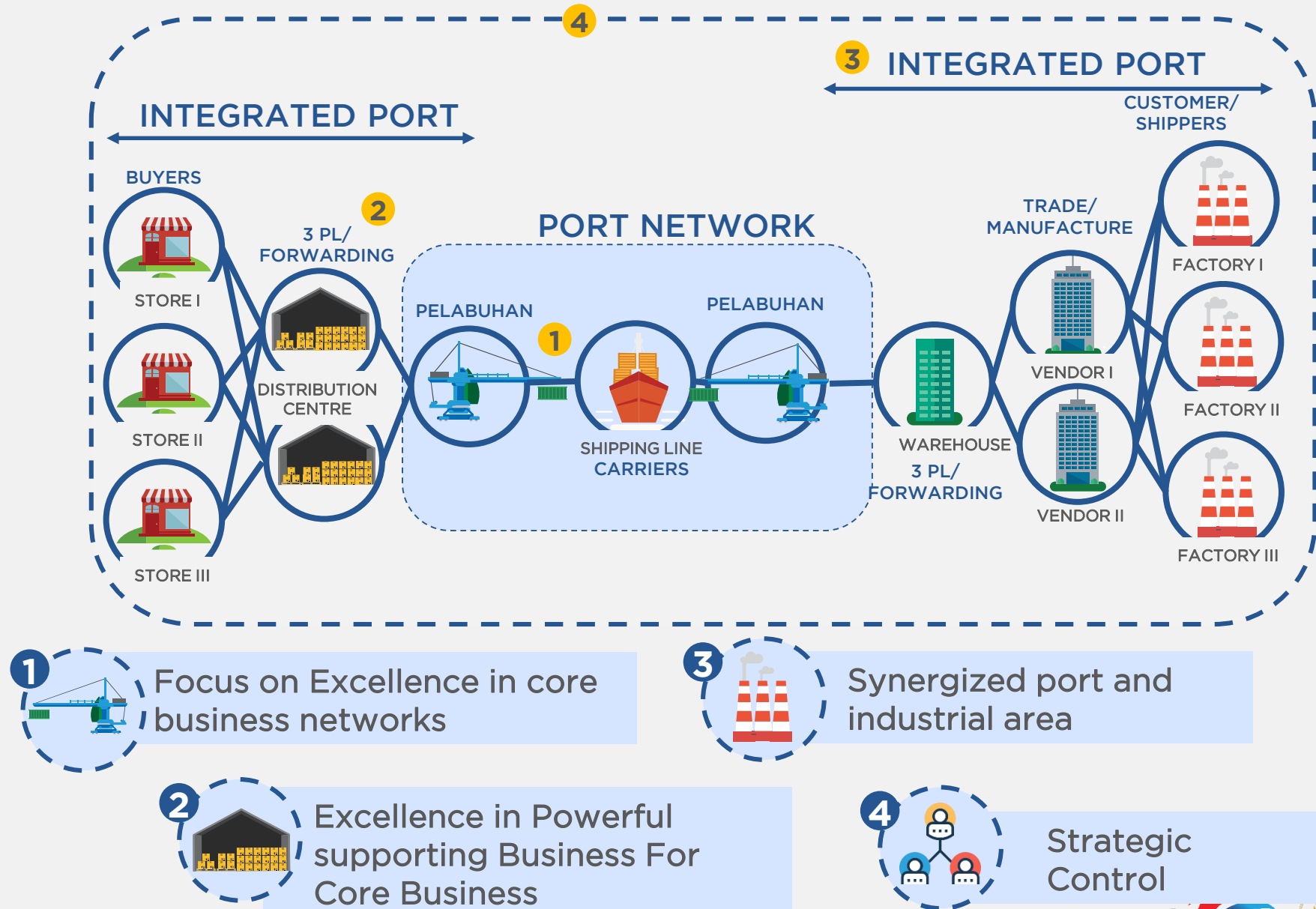


## WORLD CLASS

World class performance

- ✓ Establishment of Global foot print.
- ✓ Establishment of world class terminal operator
- ✓ Implementation of green port & smart port
- ✓ Excellence competing subsidiaries in their respective industry & world class standard

# Corporate Strategy : Integrated Port Network



# IPC Transformation Sector



## HARD INFRASTRUCTURE

- ✓ **INDONESIA 7 HUBS** : Establishing intra-island and intra-country connectivity
- ✓ **IPC BRANCHES INFRASTRUCTURE TRANSFORMATION** : IPC has transformed 12 branches to provide more efficient services for customers
- ✓ **STRATEGIC PROJECT** : IPC has planned to develop 3 ports and 1 canal in the next 3 years



## SOFT INFRASTRUCTURE

- ✓ **TOS OPUS** : Increasing the level of planning accuracy and operational performance
- ✓ **INAPORTNET** : Implementation of the integrated system of cargo and ships clearance involving various stakeholders
- ✓ **E-SERVICE PORTAL** : Electronic web portal designed for IPC customers
- ✓ **BRANCHES AND SUBSIDIARIES RESTRUCTURING** : Restructure branches and subsidiaries of IPC to increase IPC performance



## Advantage:

- ✓ Planning & Control implementation
- ✓ Increasing terminal productivity
- ✓ As a requirement to establish connectivity between terminal

## IPC has done the following actions:

- ✓ Installing OPUS system
- ✓ Improving infrastructure
- ✓ Enhancing business process to support OPUS
- ✓ Implementing integration with billing
- ✓ Implementing HSSE



*OPUS has been implemented in TO1 009 & TO3 Tanjung Priok, Palembang, Panjang, & Pontianak port*

# SOFT INFRASTRUCTURE TRANSFORMATION - INAPORTNET

Indonesia Port Net is a **single service** system with internet basis to facilitate **data exchange** and provide **port service information** faster, safer, and easier to **integrate with stakeholder** related within port industry

*The Pilot Project is implementation within 4 main ports and will be followed by other 12 ports.*



Makassar



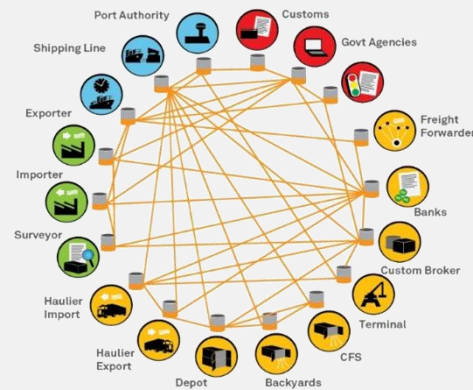
Tanjung Perak



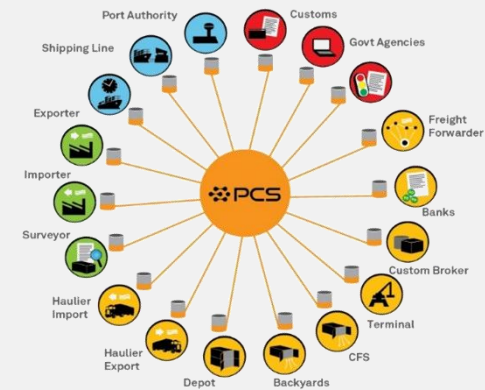
Belawan



Tanjung Priok



BEFORE  
INAPORTNET



AFTER  
INAPORTNET

1. Single online database system
2. Service request and planning are integrated between operator and regulator
3. Real-time tracking and tracing
4. Online operational report
5. Real time tax calculation



The screenshot displays the Indra Cargo E-Service Portal Dashboard. The interface includes a top navigation bar with the IPC logo, a language selector set to English, the user name ANUGRAH FIRDAUS MANDIRI, and a power icon. A left sidebar contains a user profile for 'indra cargo' and a navigation menu with options: Home, My Profile, Booking, Track & Trace, Billing Management, Payment, and Customer Care. The main dashboard area shows a breadcrumb trail 'HOME > Dashboard' and a 'Dashboard' title. A summary card indicates '112 Orders' for ANUGRAH FIRDAUS MANDIRI. Below this, five colored boxes represent order statuses: Draft (11), Reject (2), Waiting Approve (0), Approved/Not Paid (29), and Complete Order (70). A dark banner at the bottom of the screenshot states: *Implementation Scope: Tanjung Priok, Panjang, Palembang, and Pontianak Port*

## FEATURES

1



E-REGISTRATION

2



E-BOOKING

3



E-TRACKING

4



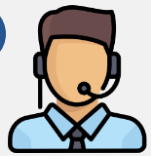
E-PAYMENT

5



E-BILLING

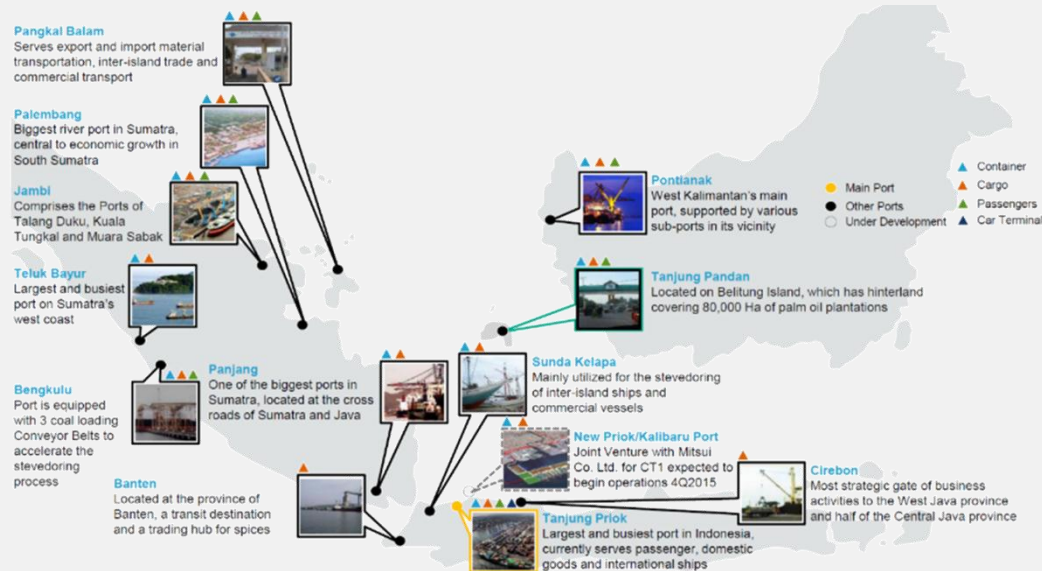
6



E-CARE

# SOFT INFRASTRUCTURE TRANSFORMATION - BRANCHES AND SUBSIDIARIES RESTRUCTURING

## IPC manages 12 branches and 16 subsidiaries



- 2 types Branches
  1. Autonomous branches
  2. Joint operation branches
- 16 subsidiaries are established to expand IPC business
- IPC's strategic function is to manage the role/function of branches and subsidiaries in order to be more focus and to increase corporate value

### CORE BUSINESS: CARGO HANDLING

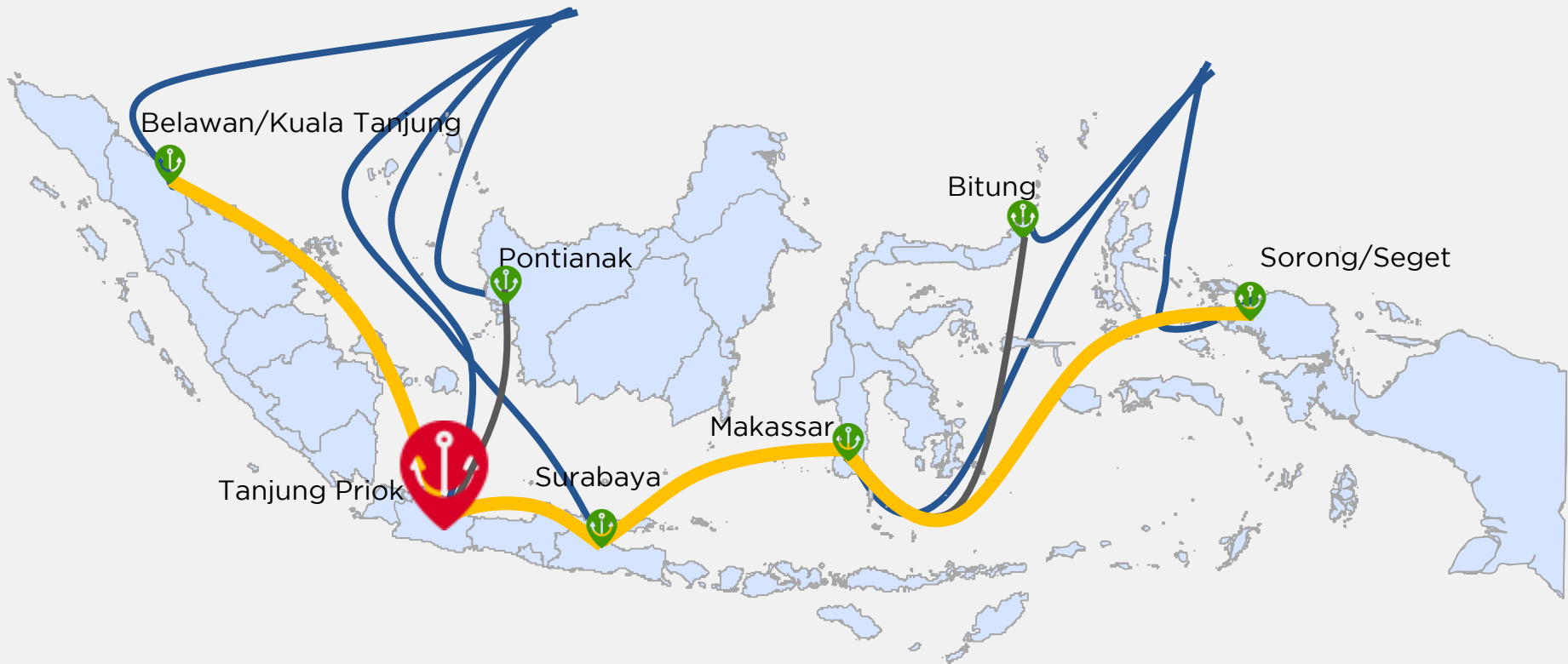
- |   |  |  |
|---|--|--|
| 1 |  | International container                    |
| 2 |  |  |
| 3 |  | International & Domestic container         |
| 4 |  |  |
| 5 |  | Focus on domestic container and break bulk |
| 6 |  | Car/heavy eqp. handling                    |

### LOGISTIC AND PORT SERVICES

- |    |  |  |
|----|--|--|
| 7  |  | Logistics                                |
| 8  |  | Logistics ICT                            |
| 9  |  | New port developer                       |
| 10 |  | Dredging                                 |
| 11 |  | Equipment maintenance                    |
| 12 |  | Vessel services throughout all IPC ports |

### SUPPORTING BUSINESSES AND UTILITIES

- |    |  |                                 |
|----|--|---------------------------------|
| 13 |  | Hospital management             |
| 14 |  | Energy supply within the port   |
| 15 |  | Education and training center   |
| 16 |  | E-business solutions nationwide |



🚢 Pelabuhan Tj. Priok : SUPER HUB – As the main gateway of international cargo

🚢 6 Pelabuhan Lain: As the international gateway of certain cargo

— Main route of National Connectivity

— Supporting route of National Connectivity

— Main route of international Connectivity



### PONTIANAK PORT

- Construction of quay
- Procurement of Modern Equipment (QCC Twin Lift, RMGC, & Gantry Jib Crane)



### PALEMBANG PORT

- Quay retrofitting
- Procurement of Modern Equipment (QCC Twin Lift, RMGC, & Gantry Jib Crane)



### PANJANG PORT

- Quay retrofitting
- Procurement of Modern Equipment (QCC, RMGC, & Gantry Jib Crane)

### TELUK BAYUR PORT

- Construction of warehouse, yard, and CPO tank
- Procurement of Modern Equipment (Gantry Luffing Crane and RTGC)

### JAMBI PORT

- Quay and yard retrofitting
- Procurement of Jib Crane and RTGC



### PREVIOUS CONDITIONS

- 1 Limited CY Area
- 2 Dominated by Manual Process
- 3 Inefficient stripping/stuffing and unclear operational policy



### CONSEQUENCES

- Ship Waiting time ( $\geq 7$  days)
- Bad indicator Performance of Pontianak Port
- High cost for customer caused by cargo handling delay

### PROGRAM & RESULTS



Container Yard

Increasing CY capacity from 4,500 TEUs to 6,000 TEUs



Control Tower

Planning and control is done by Control Tower



Traffic Sign and Gate

Adding terminal marking and traffic sign



Separation Terminal

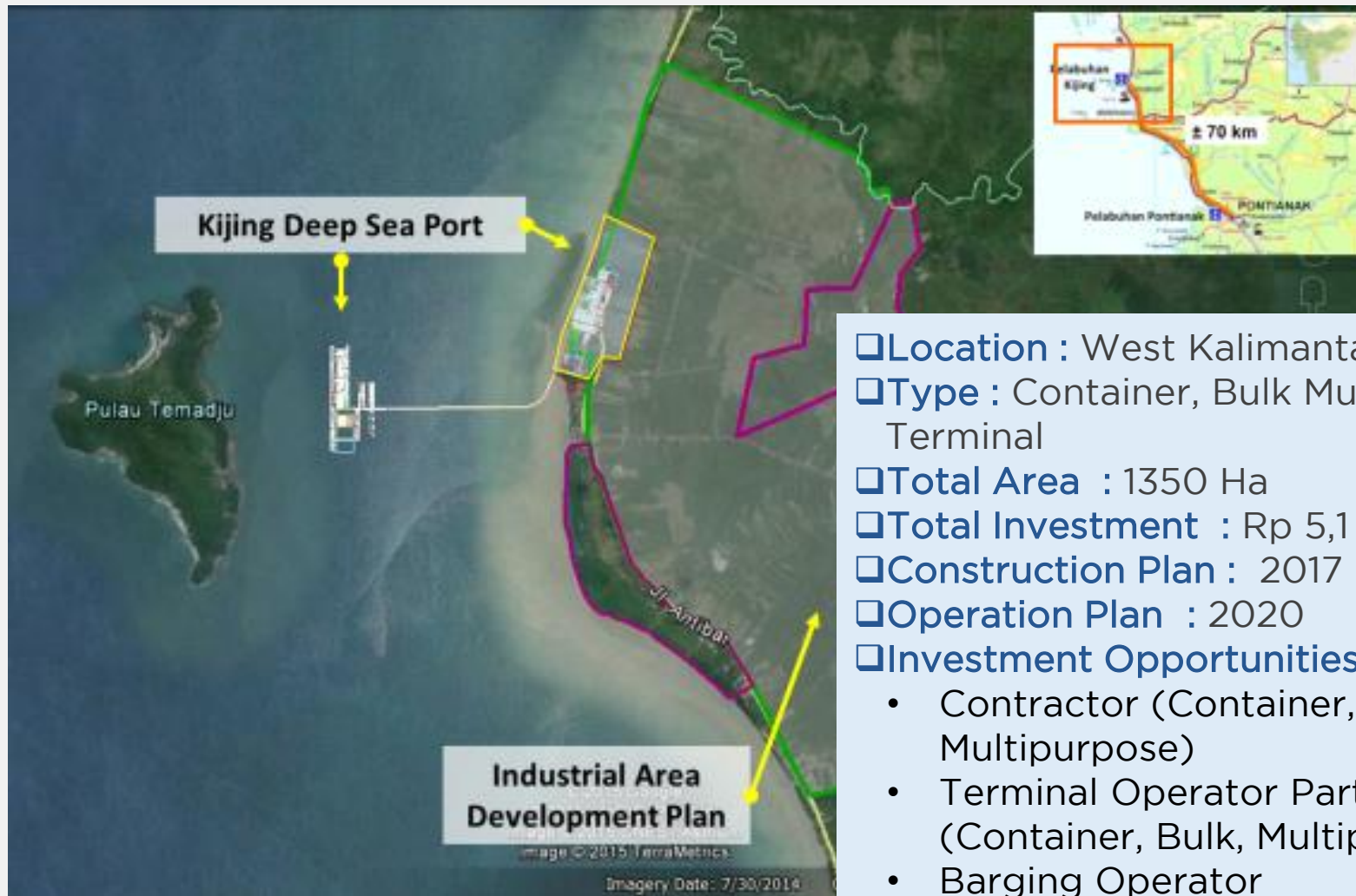
Separation between Container and Multipurpose Terminal activities

## NEW PRIOK CONTAINER TERMINAL



- ❑ **Location** : Tanjung Priok, Jakarta
- ❑ **Type** : Container and Liquid Bulk Terminal
- ❑ **Investment** : Rp 36 Trillion
- ❑ **Current Progress** :
  - Full Commercial operation for CT 1 on August 2016;
  - Development Phase 1 (CT 2; CT 3; PT 1; PT 2)
- ❑ **Development Period** : 2012 - 2027
- ❑ **Investment Opportunities**:
  - Terminal Operator Partner for CT2 & CT3
  - Terminal Operator Partner for PT1 & PT2

## KIJING PORT



- ❑ **Location** : West Kalimantan
- ❑ **Type** : Container, Bulk Multipurpose Terminal
- ❑ **Total Area** : 1350 Ha
- ❑ **Total Investment** : Rp 5,1 Trillion
- ❑ **Construction Plan** : 2017
- ❑ **Operation Plan** : 2020
- ❑ **Investment Opportunities**:
  - Contractor (Container, Bulk, Multipurpose)
  - Terminal Operator Partner (Container, Bulk, Multipurpose)
  - Barging Operator



## SORONG PORT



- ❑ Location : Seget District, West Papua
- ❑ Type : Container Terminal
- ❑ Total Investment : Rp 2,4 Trillion
- ❑ Construction Plan: 2017
- ❑ Operation Plan : 2020
- ❑ Investment Opportunities:
  - Contractor
  - Terminal Operator Partner
  - Development Company Partner
  - Investor for Industrial Zone (fishery, mining)

## CIKARANG BEKASI LAUT (CANAL)



- ❑ **Location** : Cikarang-Bekasi, West Java
- ❑ **Type** : Canal
- ❑ **Total Area** : 200 Ha
- ❑ **Capacity** : 1.6 Million TEUs/year
- ❑ **Total Investment** : Rp 5 Trillion
- ❑ **Investment Opportunities:**
  - Terminal Contractor
  - Capital & Maintenance Dredging Works
  - Barge Operator
  - Terminal Operator
  - Traffic/Navigational Equipment Provider

# *Thank You*

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