

# Penentuan kemampuan baru rantai pasok untuk perusahaan penyedia jasa hulu minyak dan gas (studi kasus PT Pageo Utama) = The new supply chain capabilities determination for upstream oil and gas service company (case study of PT Pageo Utama) / Agus Belfrid P. Sihombing

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## Abstrak

### [<b>ABSTRAK</b><br>

Penelitian ini dilakukan untuk untuk menentukan kemampuan baru rantai pasok di Pageo berdasarkan evaluasi faktor-faktor internal dan eksternal yang mempengaruhi strategi rantai pasok, dengan menggunakan kerangka pikir rantai pasok Dittmann (2013). Pageo, salah satu perusahaan jasa di industri hulu minyak dan gas menghadapi tantangan internal dan eksternal yang dapat menghambat pertumbuhan bisnisnya.

Penentuan kemampuan baru rantai pasok diawali dengan menganalisa masukan dari pelanggan Pageo, kemudian dilanjutkan dengan penilaian internal terhadap sistem rantai pasok yang ada di Pageo saat ini, lalu dilanjutkan dengan evaluasi terhadap external megatrends yang mempengaruhi rantai pasok Pageo, dilanjutkan dengan analisis situasi kompetisi yang dihadapi Pageo, kemudian evaluasi teknologi yang digunakan Pageo dan evaluasi teknologi yang ada di pasar, dan kemudian dilanjutkan dengan analisa resiko yang dapat mempengaruhi bisnis Pageo. Dengan mempertimbangkan dan menganalisa faktor-faktor yang disebutkan diatas, Pageo perlu menentukan kemampuan baru rantai pasok yang diperlukan untuk mengelola sumber daya dan aktivitas perusahaan secara terintegrasi untuk memastikan keberhasilan pemenuhan order dari pelanggan melalui implementasi berbasis proyek sesuai dengan waktu, biaya yang optimal dan kebutuhan spesifikasi yang ditetapkan, dan fleksibel (one stop services) dengan dukungan pemasok dan rekanan yang handal. Pageo juga memerlukan aplikasi sumber daya manusia yang terintegrasi secara kesisteman, termasuk sistem pengembangan karyawan, sistem penilaian karyawan dan sistem kompensasi karyawan untuk mengembangkan dan mempertahankan karyawan terbaik dalam perusahaan Pageo.

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### <b>ABSTRACT</b><br>

This thesis discusses about the determination of the new supply chain capability in Pageo by evaluating the internal and external factors that influence the supply chain strategy using the supply chain framework introduced by Dittmann (2013). Pageo, as one of the upstream oil and gas service company, faced internal and external challenges that may defer and inhibit its growth. The step for determining the new supply chain capability is initiated by analyzing the inputs from Pageo customers, then assessing internal supply chain system, progress to evaluating the external megatrends that influence the supply chain, assessing the competition environment, evaluating the technology used within the company and the technology available in the market then followed by appraising the risks that may impact the business. Taking into consideration all the above foundation elements and analyzing them, Pageo needs to determine the new capability to manage and track the company resources and activities with integrative way to ensure the successful order fulfillment through project based implementation that meet the required time, the optimized cost and the specification required, and flexible (one stop services) with the support of the reliable supplier/partner. Integrated with the system, Pageo also requires an HR application that incorporate the employee

development system, employee appraisal system and compensation system to develop and retain the best personnel within Pageo; This thesis discusses about the determination of the new supply chain capability in Pageo by evaluating the internal and external factors that influence the supply chain strategy using the supply chain framework introduced by Dittmann (2013). Pageo, as one of the upstream oil and gas service company, faced internal and external challenges that may defer and inhibit its growth. The step for determining the new supply chain capability is initiated by analyzing the inputs from Pageo customers, then assessing internal supply chain system, progress to evaluating the external megatrends that influence the supply chain, assessing the competition environment, evaluating the technology used within the company and the technology available in the market then followed by appraising the risks that may impact the business. Taking into consideration all the above foundation elements and analyzing them, Pageo needs to determine the new capability to manage and track the company resources and activities with integrative way to ensure the successful order fulfillment through project based implementation that meet the required time, the optimized cost and the specification required, and flexible (one stop services) with the support of the reliable supplier/partner. Integrated with the system, Pageo also requires an HR application that incorporate the employee development system, employee appraisal system and compensation system to develop and retain the best personnel within Pageo, This thesis discusses about the determination of the new supply chain capability in Pageo by evaluating the internal and external factors that influence the supply chain strategy using the supply chain framework introduced by Dittmann (2013). Pageo, as one of the upstream oil and gas service company, faced internal and external challenges that may defer and inhibit its growth. The step for determining the new supply chain capability is initiated by analyzing the inputs from Pageo customers, then assessing internal supply chain system, progress to evaluating the external megatrends that influence the supply chain, assessing the competition environment, evaluating the technology used within the company and the technology available in the market then followed by appraising the risks that may impact the business. Taking into consideration all the above foundation elements and analyzing them, Pageo needs to determine the new capability to manage and track the company resources and activities with integrative way to ensure the successful order fulfillment through project based implementation that meet the required time, the optimized cost and the specification required, and flexible (one stop services) with the support of the reliable supplier/partner. Integrated with the system, Pageo also requires an HR application that incorporate the employee development system, employee appraisal system and compensation system to develop and retain the best personnel within Pageo]