

# Hubungan regulatory charges terhadap pendapatan operator Telekomunikasi Indonesia menggunakan pemodelan sistem dinamik = The Relationship between regulatory charges and revenue of Indonesian Telecommunications Operator Using system dynamics modeling

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## Abstrak

Di tengah penurunan pertumbuhan pendapatan industri telekomunikasi, operator telekomunikasi harus berusaha meningkatkan revenue usahanya dan menekan cost operational agar mampu bertahan dan bersaing dimasa mendatang. Banyaknya operator telekomunikasi yang mengembangkan bisnis pada market yang sama membuat ruang gerak operator telekomunikasi semakin terbatas. Permasalahan utama yang diangkat dalam penelitian ini adalah menurunnya pendapatan operator telekomunikasi dimana salah satunya diindikasikan karena besarnya biaya regulatory charges yang membebani cost operational operator telekomunikasi. Penelitian ini bertujuan untuk melakukan analisis terhadap regulatory charges operator selular yang berlaku saat ini dan hubungannya terhadap pendapatan operator, dengan menggunakan pemodelan sistem dinamik dan statisik.

Dari hasil penelitian diperoleh bahwa regulatory charges bukan penyebab utama terjadinya penurunan pendapatan operator telekomunikasi. Menurunnya pertumbuhan industri telekomunikasi saat ini lebih disebabkan karena keputusan atau kebijakan pertumbuhan investasi jaringan selular dengan tingkat pertumbuhan (growth rate) yang tinggi dimasa lalu, dengan melakukan kegiatan eksploitasi oleh banyak perusahaan telekomunikasi sehingga mengakibatkan pangsa pasar telekomunikasi di Indonesia mencapai saturasi dalam waktu yang singkat.

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Along with declining revenue growth in the telecommunications industry, the telecommunication operators must continue in adopting new technologies and utilize its network to accommodate future telecommunication services. Therefore, the operator forced to increase their business revenue and reduce operational cost. As the Indonesian telecommunication industry is crowded with many operators fighting over limited market and resources, indicates that the telecommunication market is heading towards saturation. The main issues raised in this research is the declining in revenues of telecommunications operators, one of which is indicated of the regulatory charges that impacting to operational cost. This research is focusing to analyze current operator regulatory charges and its relation to operator revenues, using the dynamic system modeling approach and statistic.

The result showed that the regulatory charges is not the main cause of declining in revenues of telecommunications operators. A dramatic celular telecommunication investment growth in the past with high exploitation activities, however, has contributed fierce competition of market shares among many mobile operators. As the result, Indonesia's telecommunication market has lost some of its glory and become saturated within a relatively short period of time.