

**A STUDY ON TRANSITION PROJECT TO BECOMING MAIN PARTNER
AT PT FREEPORT INDONESIA**

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STATEMENT BY THE AUTHOR

I hereby declare that this submission is my own work and to the best of my knowledge, it contains no material previously published or written by another person, nor material which to a substantial extent has been accepted for the award of any other degree or diploma at any educational institution, except where due acknowledgement is made in the thesis.

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ABSTRACT

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This business improvement project research was carried out as an answer to the problems faced by UT Freeport regarding its business continuity which was threatened with closure due to the transition from open pit to underground mining at PT Freeport. This happens because UT Freeport does not have products that can be offered underground, while the business pattern at PT Freeport must have products that are associated with its business. By owning the product, UT will have a contract so that this contract becomes a means of maintaining business sustainability at PT Freeport. The purpose of this research is to formulate a strategy that can be a solution to the decline in UT Freeport's business as a result of this transition. The research method used is the DMAIC concept combined with the 3W approach in the improve stage. For the formulation of business strategy using 4C and SWOT Analysis in order to obtain 8 strategies covering aspects of product, product support, process, and people. And as a result, UT Freeport is currently able to have the main product operating in the Freeport area through a 1x trial of Scania Water Tank P410 4x4 in operation maintenance and trial by option to buy 5x Scania Dump Truck P360 6x4 in Putra Otomona Jaya which contributed revenue of 8,9 billion rupiah.

Keywords: Open Pit, Underground Mine, Business Improvement, Winning Concept, Winning Team, Winning System

ABSTRAK

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Penelitian *business improvement project* ini dilakukan sebagai jawaban atas masalah yang dihadapi UT Freeport terkait kelangsungan bisnisnya yang terancam akan tutup akibat transisi tambang dari *open pit* ke *underground* di PT Freeport. Ini terjadi karena UT Freeport tidak memiliki produk yang bisa ditawarkan di *underground*, sementara pola bisnis di PT Freeport harus memiliki produk yang dikaitkan di bisnisnya. Dengan memiliki produk maka UT akan memiliki *contract* sehingga *contract* ini menjadi sarana dalam menjaga *sustainability* bisnis di PT Freeport. Tujuan penelitian ini adalah untuk merumuskan strategi yang bisa menjadi solusi atas penurunan bisnis UT Freeport sebagai akibat transisi ini. Metode penelitian yang dipakai menggunakan DMAIC konsep yang dipadukan dengan pendekatan 3W di tahapan *improve*. Untuk perumusan strategi bisnis menggunakan 4C dan SWOT Analysis sehingga didapatkan 8 strategi yang meliputi aspek *product*, *product support*, *process*, dan *people*. Dan hasilnya UT Freeport saat ini bisa memiliki produk utama yang beroperasi di area Freeport melalui *trial* 1x Scania Water Tank P410 4x4 di operation maintenance dan *trial by option to buy* 5x Scania Dump Truck P360 6x4 di Putra Otomona Jaya yang memberikan kontribusi *revenue* 8,9 milyar rupiah.

Kata Kunci : *Open Pit, Underground Mine, Business Improvement, Winning Concept, Winning Team, Winning System*

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LEMBAR PERSEMBAHAN

Tesis ini didedikasikan untuk masa depan bisnis perusahaan tercinta PT. United Tractors khususnya UT Site Freeport agar kedepan bisnisnya bisa terus tumbuh dan menjadi pohon yang rindang bagi seluruh pemangku kepentingan.

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Selama ini saya mendapatkan pengalaman belajar yang bermanfaat dan bermakna melalui kurikulum dan program berkualitas yang disajikan. Hal ini memberikan bekal untuk terus mengeksplorasi ide-ide dan permasalahan di masa lalu dan masa yang akan datang yang tentunya ini akan mendukung di dalam pekerjaan saya di perusahaan United Tractors.

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