

PT. Securindo Packatama Indonesia
Comprehensive Parking Service Provider
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Surabaya, 18 Mei 2021

Kepada Yth.
Bapak/Ibu Pimpinan
Rumah Sakit Mata Undaan
Jl. Undaan Kulon No.19, Peneleh, Kec. Genteng
Surabaya

Hal : Penawaran Jasa Pengelolaan Perparkiran (Secure Parking –RS Mata Undaan)

Dengan hormat,

Pertama-tama kami ucapkan terima kasih atas kesediaan Bapak/Ibu karena telah menerima dan membaca surat penawaran dari perusahaan kami.

Kami, **PT. Securindo Packatama Indonesia (Secure Parking)**, merupakan perusahaan terbesar di dunia, termasuk di Indonesia, yang bergerak di bidang konsultan dan penyedia jasa pengelolaan perparkiran. Pengelolaan perparkiran yang kami maksud dimulai dari menyediakan SDM, menyediakan *software* dan *hardware*, membuat dan mengimplementasikan arus kendaraan, rambu, hingga *problem solving* area parkir, sehingga baik pihak pengelola gedung dan pengunjung akan merasa aman dan nyaman. Di Indonesia, perusahaan kami telah beroperasi sejak tahun 1992 di berbagai kota besar antara lain Jabodetabek, Surabaya, Bandung, Yogyakarta, Medan, Malang, Jambi, Solo, Manado, Palembang, dll. Untuk di wilayah Jawa Timur, sampai saat ini kami telah menangani 92 lokasi dengan total karyawan sekitar 1.600 orang dan terus bertambah hingga saat ini.

Kami menyadari bahwa lahan parkir merupakan fasilitas yang dapat mendukung bisnis utama Bapak/Ibu. Apabila lahan parkir tidak dikelola oleh pihak-pihak yang kompeten di bidangnya, akan muncul banyak celah yang dapat mengurangi manfaat dari lahan parkir yang tersedia. Maka dari itu, apabila Bapak/Ibu berkenan, kami siap untuk mengelola lahan parkir yang ada dan melengkapi lahan parkir yang ada dengan system komputerisasi yang mengikuti perkembangan teknologi. Untuk itu, langkah awal yang harus kami lakukan adalah mengumpulkan data melalui kuesioner dan/atau survei, sehingga kami dapat memberikan penawaran yang spesifik untuk Bapak/Ibu. Tujuan dari penawaran pengelolaan parkir yang kami ajukan tentu untuk mengusahakan terciptanya kenyamanan dan kepuasan, baik pengunjung maupun *management building*.

Demikian pengenalan perusahaan dan penawaran pengelolaan parkir yang dapat kami sampaikan. Jika ada yang ingin ditanyakan, baik undangan presentasi ataupun pertanyaan-pertanyaan mengenai perparkiran, mohon hubungi kami di 031-5357793 atau 085236139658 (Fanny-Business Development). Kami tunggu kabar baik dari Bapak/Ibu. Terima kasih atas perhatian dan kerjasamanya.

"Memastikan Anda dengan perhatian dan pelayanan profesional kami setiap waktu"

Hormat Kami,

PT. SECURINDO PACKATAMA INDONESIA

Fanny Rosalinda

Business Development Executive

CC: *Bapak Eddy Soegeng Poerwoto – Head of Representative (East Java)*

Secure Parking The parking professionals



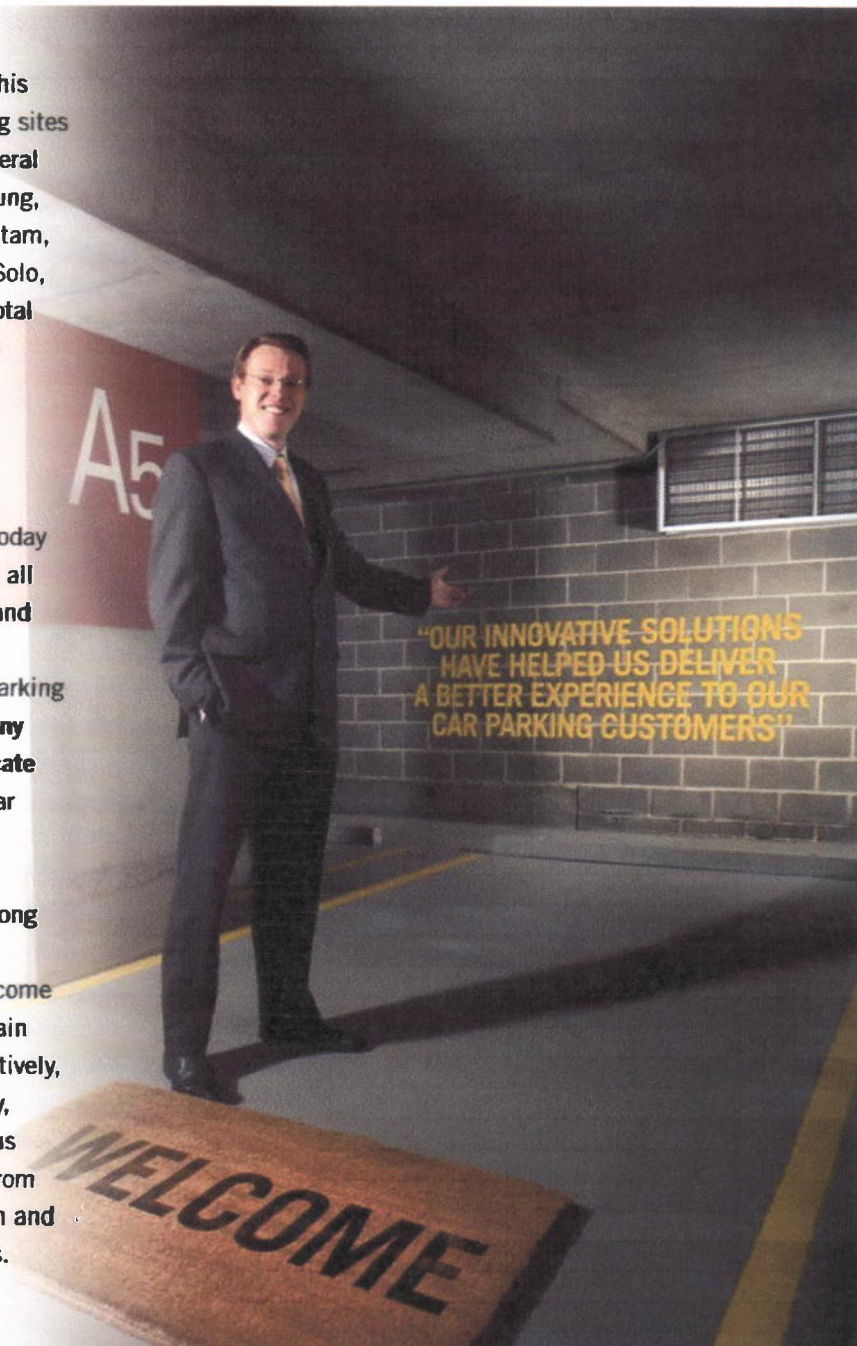
with a secure partnership, there are no worries.

Secure Parking was established in 1979 at Sydney, Australia by 2 (two) brothers Garth Mathews and Brett Mathews. Now, Secure Parking has developed and became the biggest parking management service provider company in Australia and also Indonesia. Secure Parking has experienced such development because of the desire to always maintain and strengthen partnership relationship through every our operational service aspect..

In Indonesia, Secure Parking has served this country since 1992 and possessed parking sites operating in 300 locations throughout several Indonesian big cities: Jabodetabek, Bandung, Yogyakarta, Surabaya, Malang, Medan, Batam, Pekanbaru, Palembang, Manado, Jambi, Solo, Binjai, Gorontalo dan Semarang with its total management number more than **410.000 parking sites** and supported by more than **10.000 selected and trained Indonesian people**.

One of the Secure Parking's key success today has been to integrate new technologies on all parking management to bring our clients and their parking customers a seamless and integrated product offering. And Secure Parking is **the only parking service provider company that has achieved ISO 9001:2000 certificate (Systems and Services Certification) for Car Park Management Systems.**

Secure parking develops and preserves strong and dynamics cooperation with every management / property owner that has become a part of Secure Parking network to maintain and improve service quality at the sites actively, consistently, aggressively and continuously, creates added-value program of harmonious service with marketing / promotion team from every property in achieving the expectation and improving the satisfaction of parking users.



business development

Because no two car parking environments are the same, one of the key strengths behind the Secure System - our operational method - is that it provides us with flexibility to tailor site-specific solutions for each property.

Therefore we develop and preserve strong and dynamic partnership relationships with every property management, in seeking every chance of value and service quality improvement on the field, by:

1. Developing potency of parking area,
2. Designing effective and efficient traffic program,
3. Creating harmonious relationship with the surrounding society, mass media, either print or electronics
4. Maximizing overall return on investment as well as the expectations of property owner and;
5. Supporting complaint handling on situation and condition occurred on the field.

All such main and important activities are performed by Business Development Team with the ultimate objective: **to improve parking serving image that can be beneficiary as the support of operational success for all properties that has been a part of Secure Parking operational network.**



**"SECURE'S TAILORED SOLUTIONS
HAVE DRAMATICALLY INCREASED
OUR INCOME"**

operation



Strong and reliable machine is a beneficial machine. To maintain the machine, we ensure all operational procedure on the field implemented efficient and effectively.

Secure Parking's operational team is supported by reliable technology, also by our quality, experienced and high-dedicated member lines to ensure 'the

machine' (parking sites) progressed toward a maximal quality level according to the existing condition and situation by emphasizing the improvement of costumer's satisfaction.

Seeking perfection and costumer's satisfaction improvement has motivated Secure Parking to keep making some innovations and improvements

human resources

Secure Parking understands that quality of every staff is the expectation of property owners and parking service users. Every staff is very important asset for Secure Parking because they are as a front liner who is representing our corporate identity, culture, message, image and policy.

Therefore, Secure Parking has invested time, power and financial in organizing some development programs, such as:

- *Recruitment process through several tests i.e.: physical, sight (eye), EQ and IQ test.*
- *Management training program to create career steps of managerial level like Car Park Manager and Area Business Manager.*
- *Training programs is given to prepare every staff on the field, and consists of Basic Training, Customer Service, Training to Operate Control Access System and English Course Program.*
- *Industrial relation program that aimed to maintain harmonious work relationship on every level.*
- *Timely and efficient payroll system development.*

Secure parking is **the only** Indonesian parking service company that has signed a Collective Agreement and endorsed by Labor Ministry of Indonesian Republics.

Finally, you will be secure with the management of Secure Parking toward your operational.



finance accounting

We will always ensure that monthly volume and financial transaction reporting will be accurate, informative and sent timely.

High transaction volume and low income per vehicle in average, that is the nature of our parking business. Secure Parking has designed a special administration and accounting, by implementing check and balance integration pattern that ensure the integrity.

Monitoring fast moving business is an important task. The procedural system we've implemented gives transparent reporting/book system for every property owner that understandable and accessible every time.

And surely in the end, your income and investment will be secure and convenient with Secure Parking management on your business.

"OUR LEADING EDGE REVENUE VERIFICATION, TRACKING AND CONTROL SYSTEMS ENSURE FINANCIAL ACCURACY AND COMPLETE ACCOUNTABILITY"



research, development system & technology

Secure parking always and keeps making some innovations at every areas. We develop and use advanced technology to provide efficient and effective operation supported by our best IT team.

Secure Parking together with its IT team continuously organizing study and research on hardware and software to produce reliable and effective system. This technology development is performed to all departments in supporting all activities on every department, i.e.: operational, business development, human resources and finance accounting departments to ensure all work process progressed continuously, effectively and efficiently.

One objective from all innovations we performed has been to improve loyalty and to provide services at the highest level.

