BUSINESS RISK MANAGEMENT IN THE TENDER OF LOCOMOTIVE IN PT. INKA (PERSEO)

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ABSTRACT

In any business, a business entity always has risks that must be responded. So also happens to companies that contractors must follow the bidding process to get the job done. From various sources, the company's contractors obtain data to determine business opportunities and business objectives are further realized in the company's efforts for the achievement by following a tender process. Business risks will be even greater if the type of work tendered requires experience and resources with special qualifications.

In this study makes the company's business risk management plan in PT. Industrii Kereta Api (Persero) on the business opportunities for the procurement of 2 (two) units of the locomotive. With experience, the number of experts (engineers) and limited production facilities, the opportunity is likely to bring major business risks. Risk management activities include: identification of risks (risk register) using the method of Risk Breakdown Structure (RBS), followed by quantitative analysis (quantitative risk analysis) to determine the possibility (likelihood), the impact of risk (risk impact value), the evaluation of the risk ranking and determine the treatment of risk (risk respond). To obtain more accurate information, against the risks of more quantitative analysis is performed by calculating the Risk Reduction Leverage (RRL), by comparing the effects of risk reduction compared with the costs required to reduce the impact of those risks.

From data collection and analysis of the results obtained that the number, skills, and experience engineer to internal factors that cause the occurrence of risk. Then from the external factor the technical specification in the tender documents are not clear.

Key words: risk registers, risk analysis, likelihood, risk impact value, respond risk, leverage risk reduction.