THE DETERMINATION OF NEGOTIATION SCHEMES OF LPG PLANT BUSINESS WITH A THIRD PARTY

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ABSTRACT

Energy conservation program aims to optimize energy use due to the high levels of energy consumption and the depletion of energy reserves. For instance, Indonesia applies gas energy as one of the energy conservation programs. There are two business in gas sector, namely upstream and downstream. The upstream business activities include exploration and exploitation. Whereas, downstream business activities include processing, carting, storing, and trading. Case study for this research is PT. X that become one of the potential areas for exploitation of natural gas activities. In the business development of downstream activities, there are two options chosen by PT. X. However, the consideration of the risks that may occur on second option, then it evokes a new option where PT. X will involve a third party (partnership) for its business activities. In the partnership activities, there are certainly consideration of partnership business negotiation that will be advantageous both for PT. X and a third party. Therefore, the research would help PT. X and a third party to determine the business negotiation schemes by economic feasibility study perspective from both sides.

Keywords : Gas Downstream, Feasibility Study, Business Negotiation Scheme, Partnership