



Win Win Solution

Logistic Provider

Loyal Customer

Riza Iskandar
Bandung, April 1st 2017

Context

1

- You can't win when you're irrelevant
- Irrelevant can't win opportunity

Why Win Win?

2

- No one want to lose
- To sustain for both living

Any Win Win Solution?

3

- No Ideal Condition
- 3-O(u)t as Our Approach

We are **no longer** at
Bambu Runcing era
anymore!



Customer and Service Provider
shouldn't be like this



HOW to Win



Globalization Means Substitution
Technology Means Complementary