

Win Win Solution

Logistic Provider

Loyal Customer

Riza Iskandar Bandung, April 1st 2017

Context

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

Why Win Win?

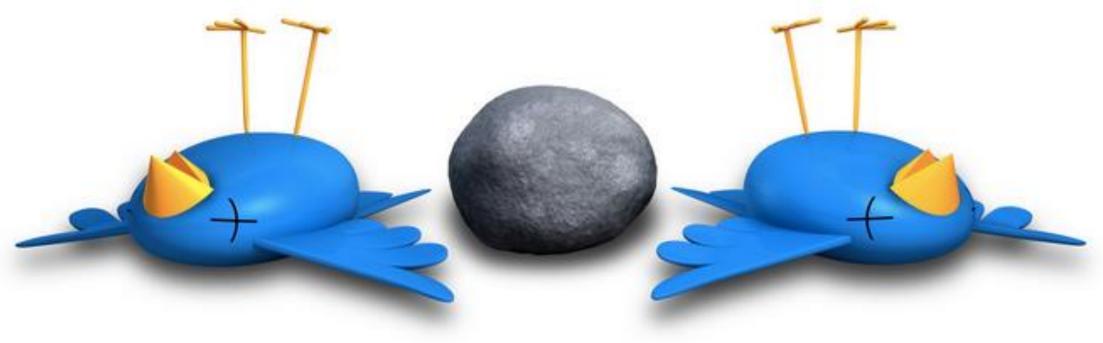
- No one want to lose
- To sustain for both living

Any Win Win Solution?

- 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