



Leading Indonesia's Tech and Energy with Cutting-Edge Solutions



**PT PURNAMA MANGGALA
PRIMA**

COMPANY PROFILE

About the Company

Established in 2000

PT Purnama Manggala Prima (Purnama) has been a prominent figure in the Telecommunications, Energy & Power Solutions sectors for over 20 years.

Discovering PT Purnama: Telecom Services and Reliable Power Solutions

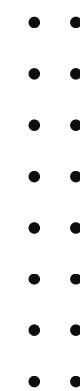
We have over 25 professionals providing sales and support across the country. Led by Director Ibu DJ Wanti, we serves many clients. Our main office is in Kebon Jeruk Business Park, with a warehouse/workshop in Taman Tekno BSD and regional offices in Sumatra, Java, and Sulawesi.

Diverse Service Portfolio

We offer various services and products for technology, telecommunications, power management, and energy solutions. Our strengths are in designing, providing solutions, system integration, site engineering, and project management.

Strong Industry Presence

PT Purnama leads Indonesia's tech and energy sectors with cutting-edge solutions in telecommunications, energy, and power systems.





Crafting a Mission and Vision for excellence

Empowering Excellence in
Regional Technology Services.

Innovative Solutions

Providing cutting-edge solutions in Telecommunications, energy, power solutions, and system integration technology.

Sustainability Drive

Committed to offering sustainable services for a better future.

Customer Centric Approach

Aiming to be the top choice for customers seeking reliable services.

Skilled Excellence

Our team of trained professionals ensures reliability and maintains our reputation.



PT Purnama's Market Presence, delivering innovative, efficient solutions

PT Purnama is a private company engaged in providing Telecommunications, Energy, Power Solutions, and System Integration technology to drive progress and enhance efficiency.

Transforms customer needs into innovative solutions, leveraging our extensive experience to deliver quality, timely, and efficient results.

Leverages local expertise to provide hands-on support, fostering collaboration and brainstorming to meet and exceed customer expectations.



Customers & Presence

We collaborate with leading players in telecommunications, power utilities, satellite technology, and aviation, all of which have a significant market share and national presence.



Product Offerings

Include comprehensive project management and supply a range of essential products, including ACDC power systems, mechanical and electrical solutions, and various IT technology products.



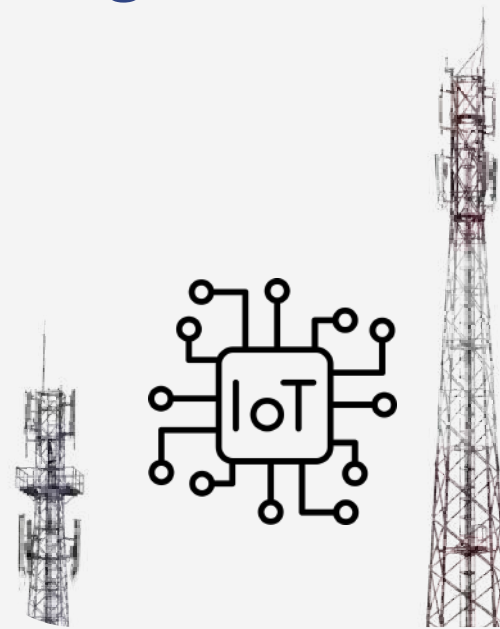
Industry Partnership

Our industry partnerships include collaborations with Enersys and Hoppecke for battery solutions, Consnant for rectifiers, and Rotork for pumps and valves. As a system integrator, liaises with product owners for DWDM, IT security, IoT gateways, and wireless solutions.

Our Offered Services

Exploring Primary Offering in two industries

Telecommunications Services
Offering network infrastructure, services deployment, and digital solutions



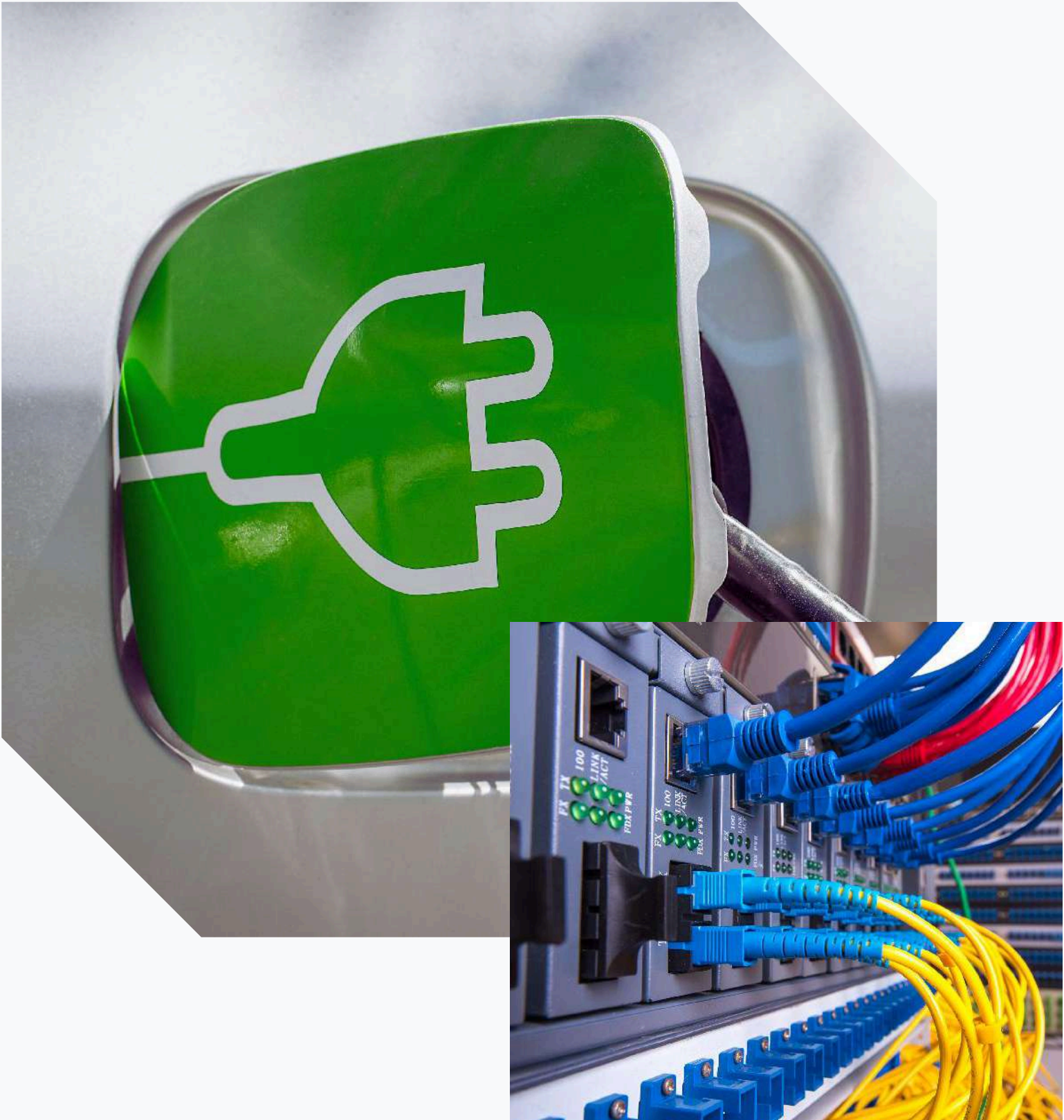
- ◆ **Services Deployment & Network Optimization (RAN, MW, Inbuding, Fiber)**
- ◆ **End-to-end project Management & Material Management**
- ◆ **Supply BTS cabinets & Services Deploymenet**
- ◆ **Quality audit & Managed Services**
- ◆ **Digital Solutions (IOT,DWDM, Cyber Security, wireless solutions & other digital technology solutions)**

Powering Communication Solutions - Energy Management Services



- ◆ **Energy Efficiency Solutions**
- ◆ **Renewable Energy Systems**
- ◆ **Material management & Supply**
ACDC Power System: Battery, UPS, Rectifier, PLTS, generator & electric components
- ◆ **Mechanical & Electrical: Valve, Mounting bracket & Panel**

PT PURNAMA’S PRODUCT PORTFOLIO



PT Purnama specializes in ACDC power systems, mechanical and electrical solutions, and IT solutions to meet diverse customer needs. We aim to innovate and implement efficient, reliable, and accessible renewable energy solutions. Our product portfolio continues to expand over time, ensuring we keep up with technological advancements and market demands.



ACDC POWER SYSTEM

- Product:
- Lithium and VRLA Batteries
 - Rectifier
 - UPS
 - Inverters
 - Solar Power Systems (PLTS)
 - Locally Fabricated Panels
 - Generators

- Services Covering:
- Installation, Testing, and Commissioning of BTS Equipment
 - AC and DC Power Systems Design
 - Project Management
 - Product Installation
 - Product Training
 - Maintenance Service
 - Repair Service



MECHANICAL & ELECTRICAL

- Product:
- Mounting Brackets: Locally Fabricated
 - Panels: Locally Fabricated
 - Valves

- Services Covering:
- Design and Fabrication
 - Installation and Setup
 - Testing and Commissioning
 - Maintenance and Repair
 - Project Management
 - Product Training



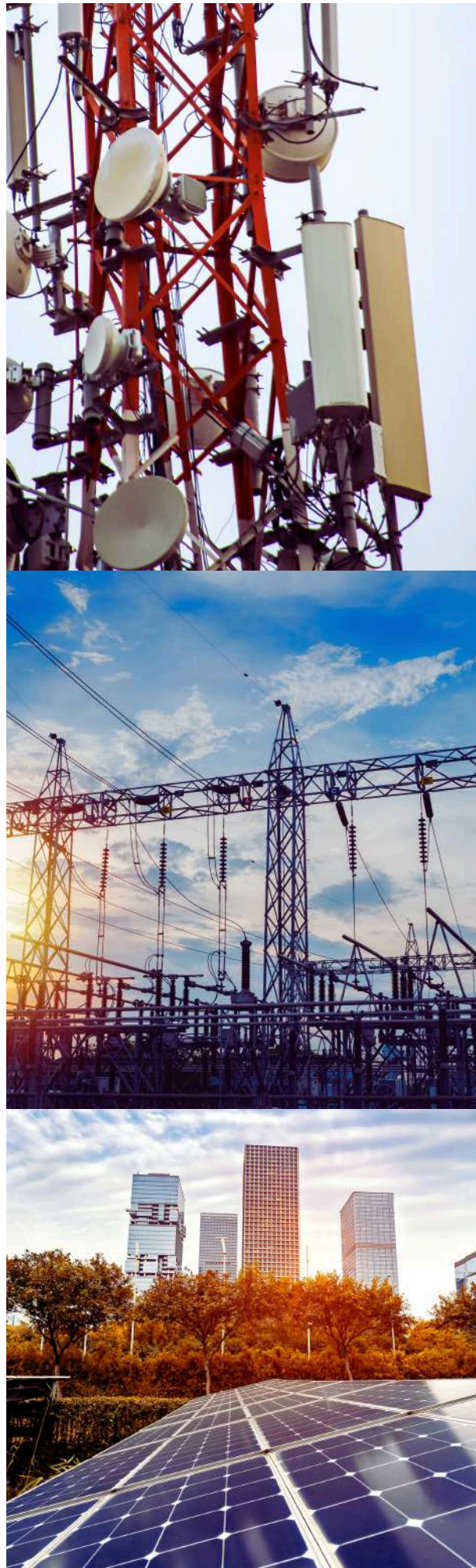
TECHNOLOGY SOLUTIONS

- Product:
- DWDM
 - Smart SFP: Double capacity without additional fibre, 50% cost savings
 - Ethernet Access Devices (EADs)
 - IoT Gateways
 - Unlicensed Wireless PTP, PTMP Solutions & Laser

- Services Covering:
- Solutions and System Integration
 - Installation and Configuration
 - Network Design and Optimization
 - Testing and Commissioning
 - Maintenance and Support
 - Project Management
 - Product Training

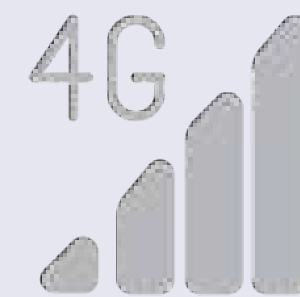
Our Key Colloborations

Delivering holistic solutions to customers through strategic collaborations, we focus on building partnerships that drive growth and innovation.



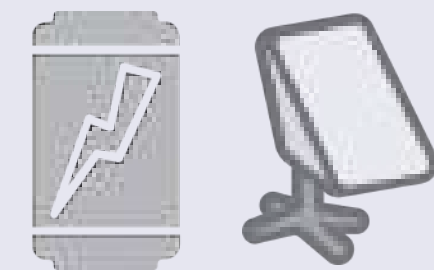
NOKIA

- **Partnered with NOKIA:** Managed material and services supply for NOKIA's customers from 2014 to 2022.
- **Supplied Outdoor & Indoor Cabinets and Batteries:** Delivered over 32,000 units to HCPT and Smartfren.
- **Site Implementation & Project Management:** Successfully managed over 1,300 sites for HCPT, Smartfren, and IOH.



SMARTFREN

- **Expanding Service Offerings & Reach:** Through in-house partnerships for various project activities nationwide since 2017.
- **Site Implementation:** Managed new sites, relocations, RAN upgrades, in-building, dismantling, and modernization for over 1,920 sites.
- **Supply & Services for Power Units:** Delivered and serviced over 530 power units.
- **Supply & Installation of Solar Panels:** Installed solar panels in Sumatra, Java and Kalimantan.



PLN & OTHERS

- **Strong Collaboration with PLN & Subsidiaries:** We have a strong collaboration with PLN and its subsidiaries. Since 2019, we have been providing material and installation services for batteries, transmitters, control valves, and APD. Our notable projects include PLTU Kendari, PLTU Bolok, PLTU NII Tanasa Kendari, and PT Pembangkitan Jawa Bali UBJLJ.
- Additionally, we have been **actively working on enhancing Starlink's power supply system** across Java and outer area.

Our Traction Future Prospects of PT Purnama in Telecommunications, Energy, Power Solutions, and Technology System Integration

Forecasting Growth and Strategic Direction of PT Purnama

PT Purnama leads in telecommunication s and energy with integrated services and power solutions.

Commitment to Innovation

PT Purnama has strong financial performance, providing a solid foundation for future growth and expansion.

Focus on Sustainability

By using technology, PT Purnama aims to improve efficiency and customer satisfaction.

Strong Market Presence

The company focuses on innovation to stay competitive.

Solid Financial Performance

Focusing on sustainability will drive success and benefit the environment and society.

Embracing Technology

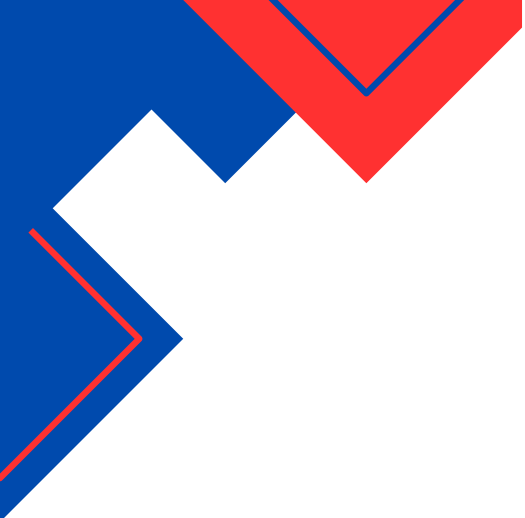
Corporate Social Responsibility

Corporate Responsibility Initiatives at PT Purnama

Demonstrating Commitment to Social and Environmental Causes



- 01 **Community Development Focus**
Engages actively in projects that uplift local communities.
- 02 **Environmental Sustainability**
Commits to eco-friendly practices and initiatives to protect the environment.
- 03 **Employee Well-being Programs**
Prioritizes the health and happiness of its workforce through various initiatives.



Competitive Analysis

PT Purnama Manggala Prima: Competitive Positioning

Analyzing PT Purnama's competitive stance in the Telecommunications and Energy markets

Strong Customer base

PT Purnama has a good history, strong customer base, and solid infrastructure. The company also has skilled staff and expertise in power generation, distribution, and maintenance.

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Navigating Regulatory challenges

PT Purnama must follow government rules for products supplied to telecom operators and power companies. These rules include licensing, cybersecurity, network reliability, and updating old power plants and distribution systems.

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Innovation, Customer-Centric Approach, Sustainable Practices

PT Purnama stands out by being innovative, putting customers first, and using eco-friendly methods.

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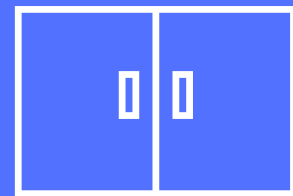
Navigating Industry Challenges

PT Purnama deals with tough competition, tech changes, and price pressure in telecom. In power solutions, they face risks from changing fuel prices, environmental rules, and unstable grids.

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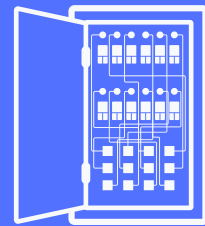
PT PURNAMA'S PRODUCT PORTFOLIO

MECHANICAL & ELECTRICAL



INDOOR/OUTDOOR
CABINET

Local fabrications, Customizable sizes, corrosion-resistant materials, multiple door options. Weatherproof, durable materials, customizable designs



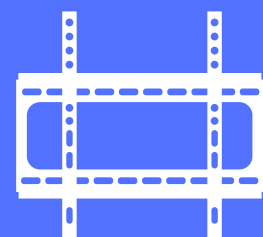
ELECTRICAL PANEL

Local fabrications, Custom configurations, high-quality materials, safety compliant



VALVE

Rotork Electric Actuators Multi-turn and quarter-turn actuators, watertight and hazardous area approvals, predictive maintenance capabilities



MOUNTING
BRACKETS

Local fabrications, Made-to-order designs, adjustable angles, durable materials

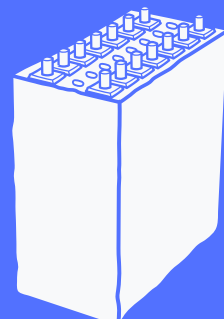


rotork



PT PURNAMA'S PRODUCT PORTFOLIO

POWER MANAGEMENT SOLUTIONS (AC-DC POWER SYSTEMS)



Energys (VRLA): Reliable, compact, and flame-retardant VRLA batteries designed for standby use with safe gas release

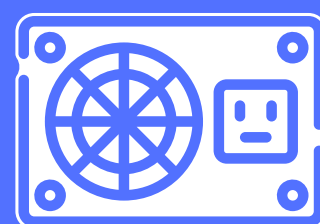


Trex Energy (VRLA): Trex Energy specializes in both lithium-ion and sodium-ion batteries, focusing on creating affordable and scalable energy storage solutions. Affordable, flexible VRLA batteries for telecom power solutions.



BATTERIES

Exicom & Amaron (Lithium): High energy density lithium batteries for EVs, renewable energy, and backup power, with advanced battery management systems (BMS)



RECTIFIER

Rectifiers convert AC to DC, ensuring stable voltage. Essential for signal and communication systems (Constant, Exicom).



Power safe OPzV
VRLA Gel Battery
2V/215Ah - 3170Ah



SuperSafe TM
VRLA AGM Battery
2v/200Ah -5000Ah



Genesis VRLA
AGM Battery
12V / 50Ah - 150 Ah



EverExceed®
power your applications



LFP Battery
48V/50Ah - 100Ah



Amaron AR Li-Ion Battery
48V - 4.8Kwh 100AH



Subrack Power System
48V/6kW, 48V/8kW, 48V/12kW
48V/16kW, 48V/24kW
Hybrid Solar

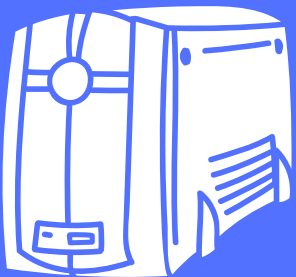


Controller Rectifier



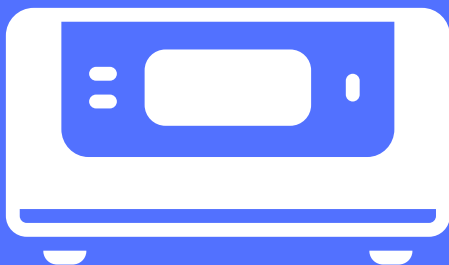
PT PURNAMA'S PRODUCT PORTFOLIO

ADVANCED NETWORK SOLUTIONS



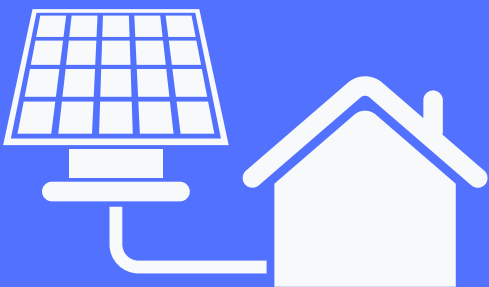
UPS

Constant UPS systems provide backup power during outages, including rectifiers, batteries, and inverters to ensure reliable power



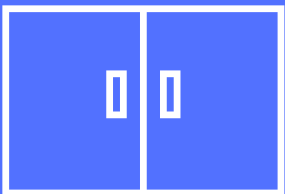
INVERTERS

Converts DC power to AC power for various applications



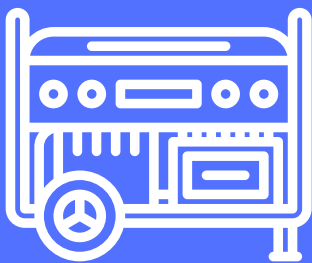
PLTS

Harnesses solar energy for clean, renewable power. Jinko, Trina, and Leso Solar offer efficient solar panels and energy storage for residential, commercial, and industrial projects



LOCALLY
FABRICATED
PANELS

These panels are manufactured locally, often using regional materials and labor. They are designed to meet specific local requirements and standards, providing a sustainable and cost-effective solution for solar energy projects.



GENERATORS

Converts mechanical energy into electrical energy for backup/emergency power



CONSNANT



LESSO



Jinko Solar
Trina Solar
LESSO



CONSNANT

PT PURNAMA'S PRODUCT PORTFOLIO (ADVANCED NETWORK SOLUTIONS)



DWDM

DWDM System - High-Capacity Fiber System, Increases bandwidth of fiber-optic networks, scalable, protocol and bit-rate agnostic. Supports data rates up to 100G, multi-rate transponders from 2 Mbps to 200 Gbps, Layer-1 encryption for various data rates. Complete Solutions for WDM/OTN and Dark Fiber Applications Layer 1 Encryption.



SMART SFP

Smart SFP - Compact Network Enhancer - Intuitive evaporator control technology, adaptive technology, electronic expansion valve. Enables TDM over Packet, migration and integration of Transport Networks into Packet Switching Networks, supports E1/T1, E3/T3 traffic. Double capacity without additional fiber, 50% cost savings.



Ethernet Access Devices (EADs)

Ethernet Access Devices (EADs) - Network edge devices, MEF CE 3.0 certified Provides advanced demarcation for SLA-based business services, high-speed rates up to 100 GbE and addresses the increasing demand for high bandwidth access to data centers, while maintaining MEF 3.0 SLAs, service monitoring, flexibility and traffic management.



IoT

Smart Connectivity Hub - IoT Gateways, Industrial IoT backhaul, secure connectivity- RAD's 3-time IoT Evolution Award Winner, the SecFlow industrial IoT gateway is a highly-secure, programmable IoT edge computing platform. As an all-in-one solution, it offers powerful capabilities to enable fast IIoT deployments. Supports LoRaWAN, PLC, Edge Computing, dual modem, dual SIM, LTE



Wireless Network Solutions

Wireless Network Solutions - Unlicensed Wireless PTP, PTMP Solutions - A leader in wireless broadband, transforms global connectivity with cutting-edge tech. We offer high-performance products for fast, reliable, scalable internet, even in tough environments. Our range includes advanced PTP and PTMP solutions, plus antennas and radios for rural and urban use. Delivers up to 1.5 Gbps, modular design, GPS Sync mode, low latency



Excellence in Action: Delivering Certified Quality and Trusted Performance



Connect with us.



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