

Surakarta, 30 January 2024

No : 030/E/Corp/LNK-SLO/I/2024  
 To : ALANA HOTEL SOLO  
 Attn : Bpk Theodorus Ady Nugroho – IT Manager  
 Ref : Quotation Letter

Dear Customer,

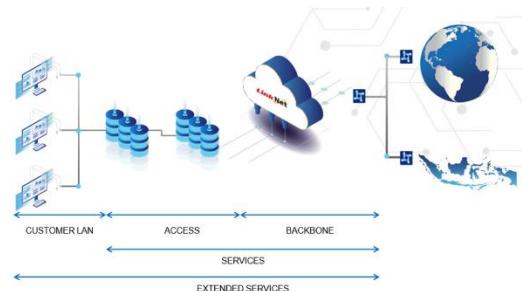
**PT. Link Net Tbk.** would like to offer our services and presentation needs in your company. Our experience as an ICT service provider in Indonesia recognizes customer needs. Dedicated high-speed Internet, HD TV channels, low telephone costs, high-tech devices, applications for education and other technologies that can benefit customers.

Our long journey of more than 21 years, experience serving more than 2000 companies in Indonesia. Responsible for providing excellent service in government, hospitality, energy resources, financial services, manufacturing, education. Certificate of "*Platinum Customer Experience in Internet Service for Corporate Customers*" 3 years in a row, proves that we are committed to implementing the corporate value of "**Customer as Priority**"

**PT. Link Net Tbk** is committed to providing the best, fastest, and unlimited internet. Our 2 submarine cable system with multiple paths from Singapore through Sumatra connected to Bali and integrated with the ultimate java backbone network that has reached more than 45 cities in Indonesia. We believe that the resources we have can provide service satisfaction to customers.

#### PT. Link Net Main Services:

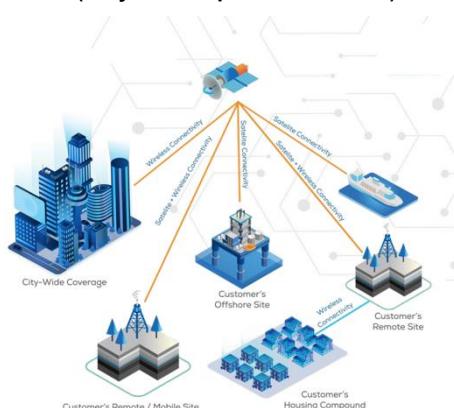
##### 1. HDIPA (High Dedicated Internet Protocol Access)



Dedicated Internet Service Guaranteed High speed 1:1 ratio and uninterrupted internet connectivity, Scalable up to 10 Gbps and bandwidth transparency.

Reliability enhances and strengthens every aspect of the business, and provides high-quality internet access to process business transactions, implement mobility, and handle sensitive data

##### 2. VSAT (Very Small Aperture Terminal)



Specific high density areas or providing global coverage, our VSAT services are especially useful for optimizing access to, from and within remote areas located in limited or non-existent terrestrial connectivity.

###### Specification:

- 4.5m, 7m & 9.3m C-Band Hub antenna
- 4.5m & 7.2m Ku-Band Hub antenna
- Redundant HPA
- Redundant HUB elements
- Integrated NMS
- Interconnectivity to Cyber Building Jakarta
- VSAT IP and VSAT SCPC available throughout Indonesia
- Experienced resources in Satellite Communications

### 3. Channel TV



### 4. Telephone Cost Reduction (Voice Solution)

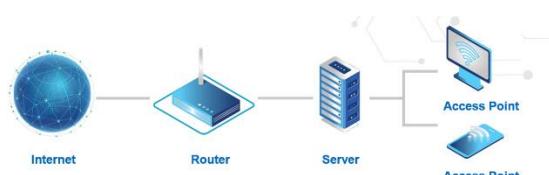


First Media as a product of PT. Link Net Tbk, is the best Broadband TV Channel provider in Indonesia.

Winning many awards proves we provide the best service with Premium HD displays adapting to environments with high noise and interference levels, producing a very strong signal.

Cooperate with the world's leading broadband channel providers such as NHK, HBO, VIU, Cinemax, FOX, etc. There are 80 digital channels and 57 analog channels that can match customer demands.

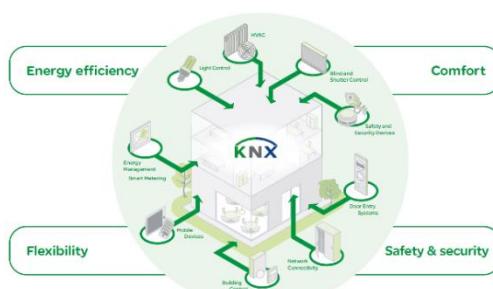
### 5. Equipment & Manage Service



Providing the latest, high-quality, guaranteed technology equipment that consumers need at affordable prices.

Providing ICT equipment installation services for maintenance to the end point at customer locations such as PC, CCTV, access points, PABX, desk phones, collocation data centers, etc.

### 6. Building Automation System (BAS)



BAS is an intelligent system of both hardware and software, connecting heating, venting and air conditioning system (HVAC), lighting, security, and other systems to communicate on a single platform. This way the automation system is delivering you crucial information on the operational performance of a building as well as enhancing the safety and comfort of the Occupants.



Following are the offers for our required commercial services :

OPTION 1	No	Service	Detail	Installation	Monthly Charge	Remarks
	1	IPTV	HD OPTIMA - 80 Channel	2,000,000	16,650,000	Exclude VAT 11%
	2	STB	252 pcs			
	3	Router	RG-EG2100-P v2			
	4	Switch	RG-CS83-24GT4XS			

OPTION 2	No	Service	Detail	Installation	Monthly Charge	Remarks
	1	IPTV	HD Premium - 53 Channel	2,000,000	26,107,747	Exclude VAT 11%
	2	Multicast	Multicast TV system			
	3	STB	252 pcs			
	4	Router	RG-EG2100-P v2			
	5	Switch	RG-CS83-24GT4XS			

#### Benefits :

- SLA 99,8%
- Last mile Fiber Optic
- 7 X 24 hours troubleshoot handling
- 7 X 24 hours corporate helpdesk
- Email : [corporate.helpdesk@linknet.co.id](mailto:corporate.helpdesk@linknet.co.id)

#### Terms & Conditions:

- Minimum Contract for 36 month
- Maximum installation time is 30 working days after the PO is received.
- Term of Payment 14 days after invoice received
- Device is a Linknet asset during the subscription period
- Price Exclude Maintenance and Insurance (RMA, SWAP and Replace if damage occurs)
- If Device damaged during Period, it doesn't reduce the monthly value
- Late payment leads to service termination
- If the contract is terminated early, a penalty will be imposed equal to the remaining value of the contract period
- Exclude device installation

We would like to thank you for the opportunity given, hopefully our submission can be useful for your company, and can accept our presence as a partner who can provide more value.

We are waiting "are you ready to discover more possibilities with us ?"

Thank you.



# Linknet

PT. Linknet Tbk

**Yoan Syafia Harnum**

AM Enterprise BU4

Central Java & DIY

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**W : www.linknet.co.id**



# Linknet

## Our customers:



## Award :



### Head Office :

Centennial Tower 26<sup>th</sup> Floor Unit D - F  
Jl. Jend Gatot Subroto Kav 24-25 Jakarta 12930  
+62 21 5577 7755

Regional IV (Central Java – DIY) Office :  
Jl. Sriwijaya No.70, Semarang, Central Java 50242  
+62 24 8600 3711



# Linknet

RELIABLE SERVICES INNOVATIVE SOLUTIONS EXTENSIVE EXPERIENCE

*Filled by CUSTOMER*

....., on ..... Jan 2024

Hereby on behalf of the company agree to all the terms and conditions stated in the quotation letter from PT. Link net Tbk.

**Company :** .....

**Name :** .....

**Position :** .....

Notes :

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