



# APAC Sales Meeting

Dec 2022  
PT.PENGSULINDO  
Yohanes Kho

# Project overview



<b>Project</b>	RSUPT Vertikal Hospital Kupang	<b>Start</b>	August 2021
<b>Customer</b>	Ministry of Health Care	<b>Value</b>	70.900 EUR
<b>Project Phase</b>	Currently in construction – Delivery of panels and components		
<b>Project Description</b>	<p>The Central General Hospital (RSUP) or Vertical Hospital of the Ministry of Health which was built in Kupang City will become an Integrated Heart Service Center and will serve the entire community of East Nusa Tenggara. RSUP is one of the biggest and most modern hospital projects in Kupang City with its 18 hectares area and 448 beds in total.</p> <ul style="list-style-type: none"> <li>• November 2021 – Design &amp; Approval</li> <li>• Dec 2021 – Delivery Panel</li> <li>• Menunggu lapangan siap – Testing &amp; Commissioning</li> <li>• Menunggu – Theory and Onsite Training</li> </ul>		

Final Product Pictures



Application (Picture)



# At a glance



## Customer problem

Expected to provide good and professional service, comfortable, and responsible with complete facilities and infrastructure as well as modern and adequate medical equipment. The physical construction of the RSUPT is carried out on a contract basis and is planned to be completed within 20 months, from begin until July 2022

## Solution

The availability of stock of goods is also very important, because sometimes the project must be completed at the end of the year according to the budget provided by the central government. We always save stock for project plans that close at the end of the year.

## Benefit for the customer

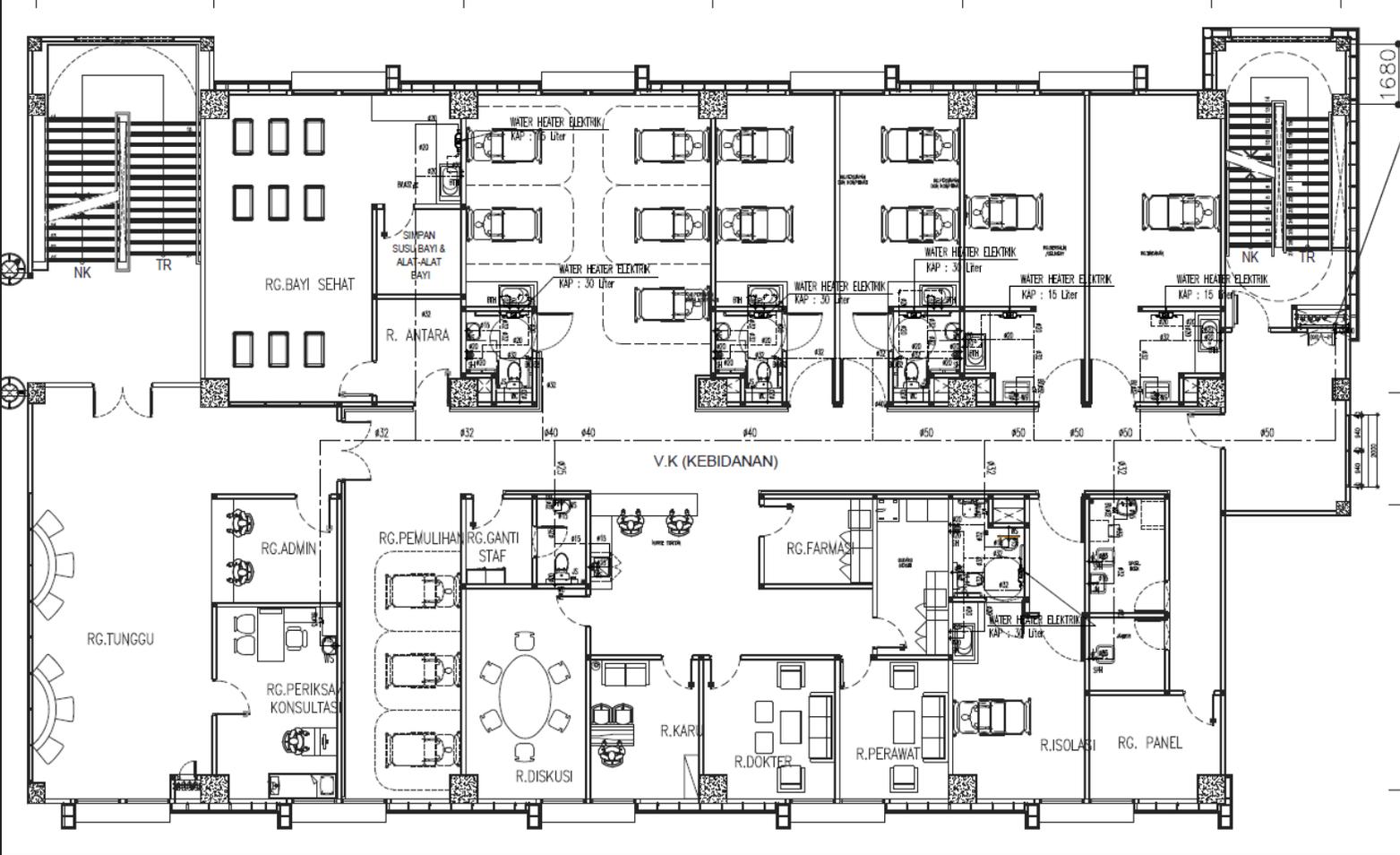
- Product reliability and credibility that had been recognized by most health department.
- The decision to use our products because we always have stock for some standard products and panel work locally can be completed within a month's time.



## Project scope

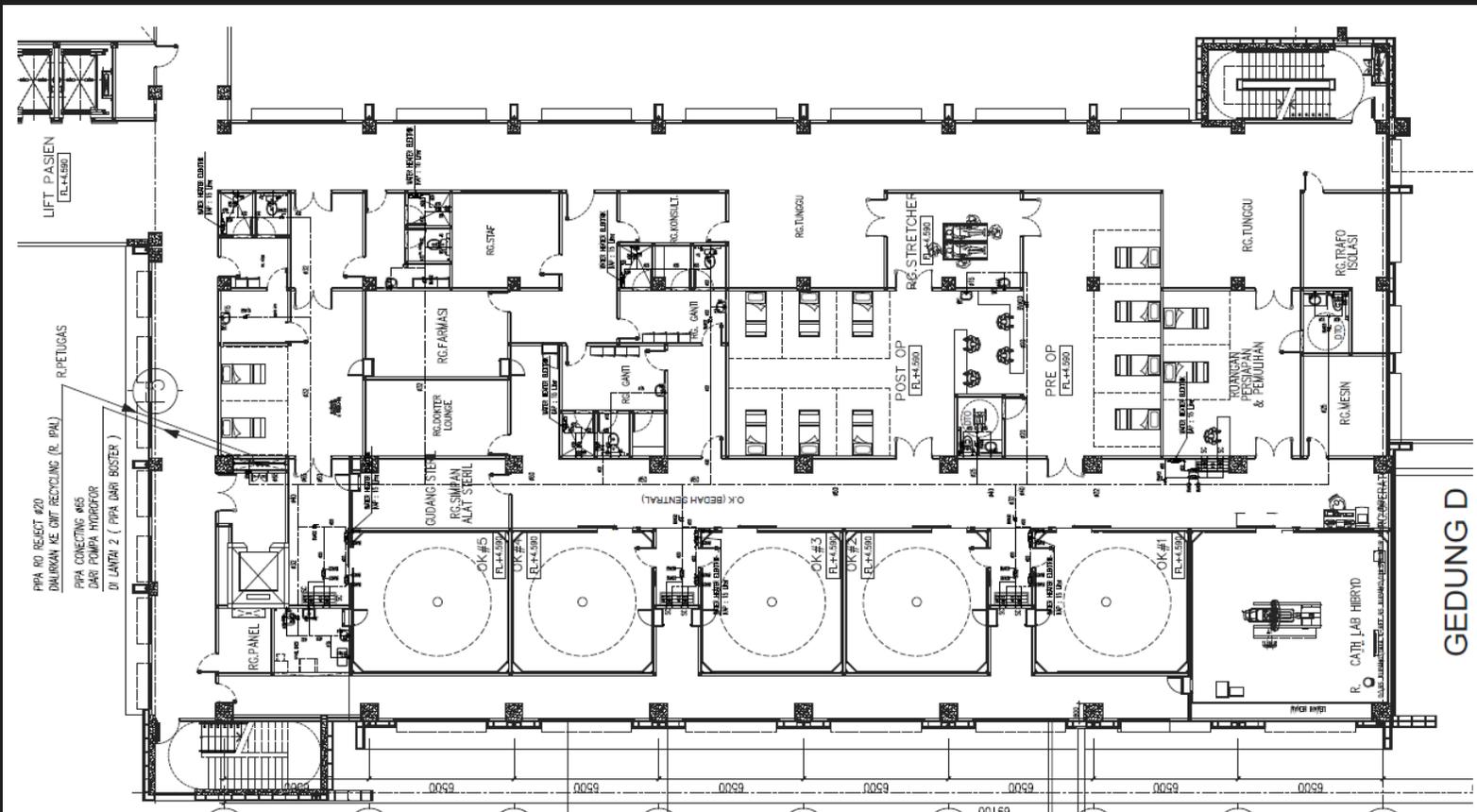
- 2 Pcs. ES107/5000, 8 Pcs. ES107/6300,
  - 2 Pcs. ES107/8000, 6 Pcs. ES107/10.000
  - 18 Pcs isoMED427
  - 18 Pcs. AN450
  - 18 Pcs. STW2
  - 40 Pcs. EDS151
  - 6 Pcs. MK2007
  - 7 Pcs. MK2430
- Total: EUR.70.900**

# Room Plan – Building B 2nd Floor area VK



Panel VK  
- Trafo 6,3 kVA

# Room Plan – Building D 2nd Floor area IGD, OK, CATHLAB, PO



Panel IGD  
- Trafo 5 kVA

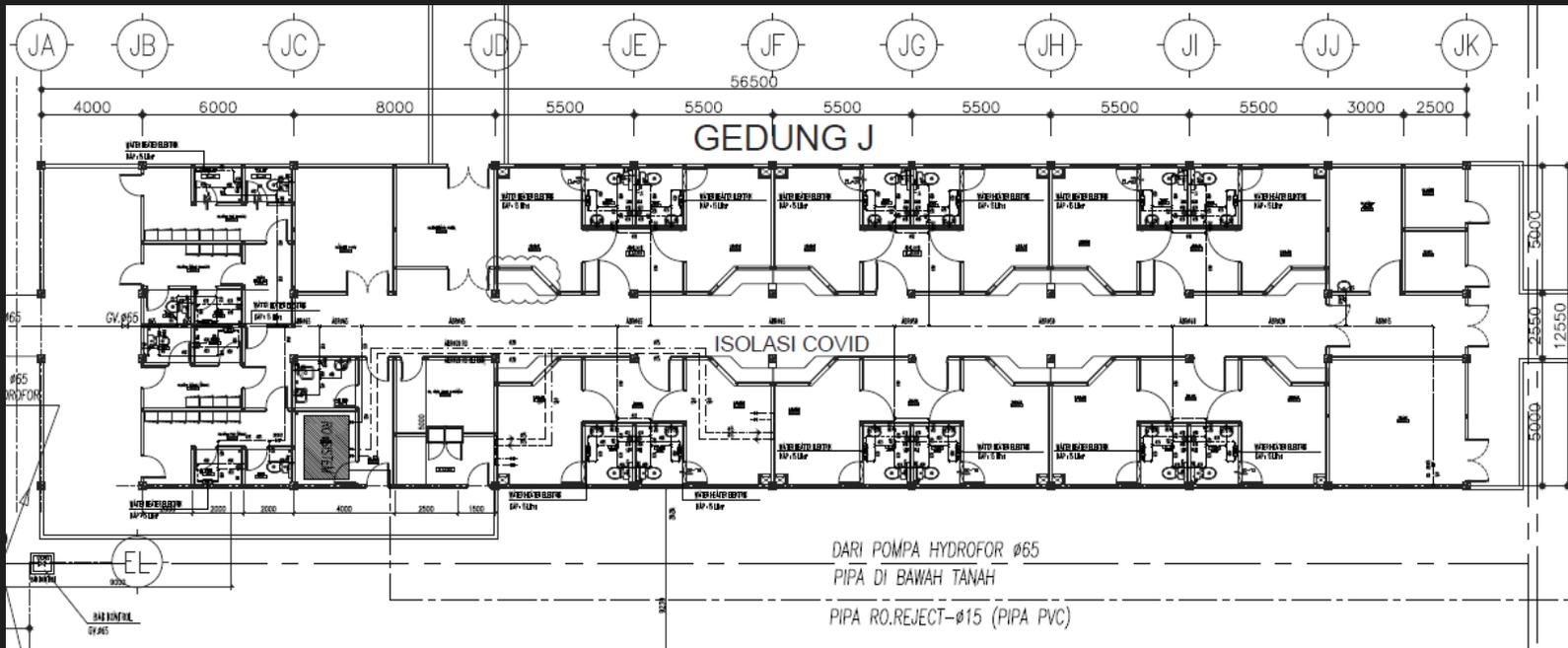
Panel OK-1 s/d OK-5  
- Trafo 6,3 kVA

Panel Cathlab  
- Trafo 6,3 kVA

Panel PO  
- Trafo 5 kVA

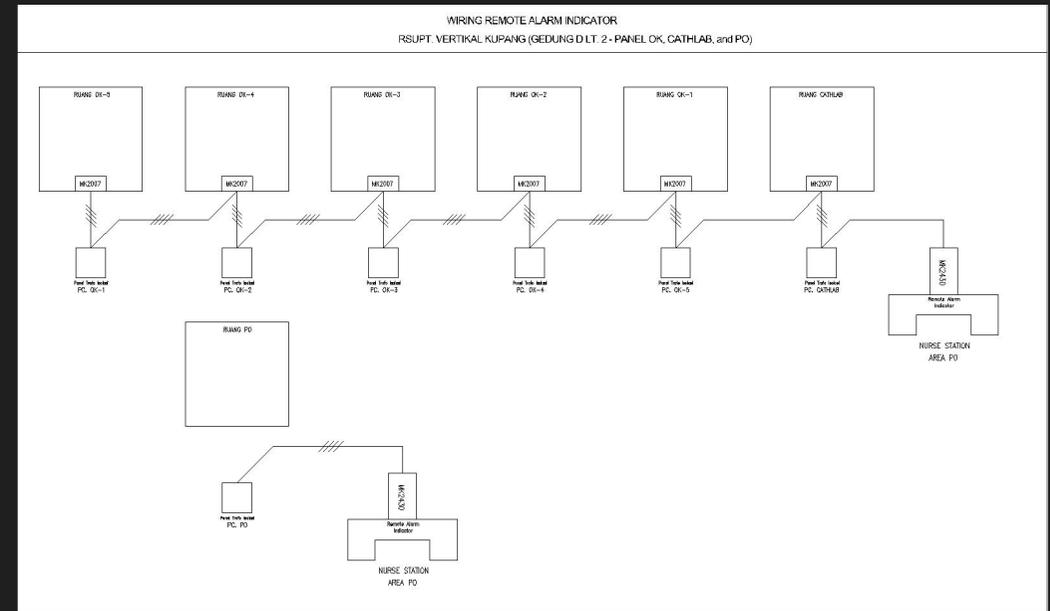
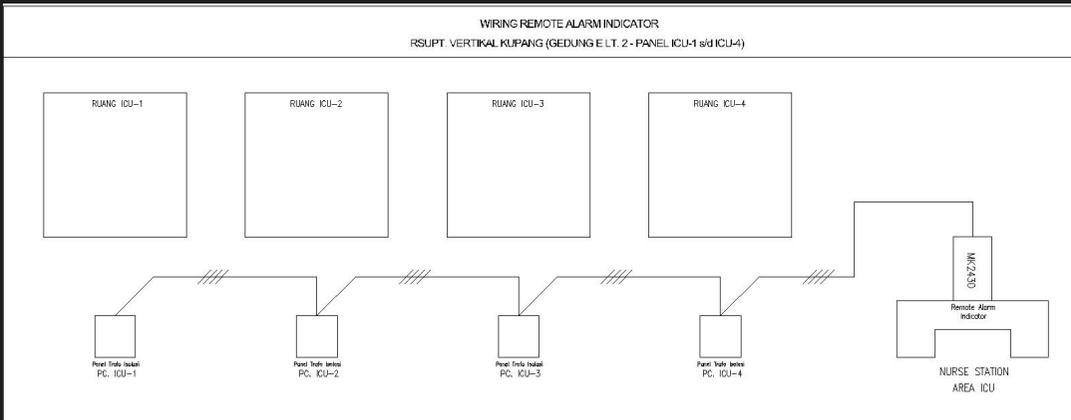
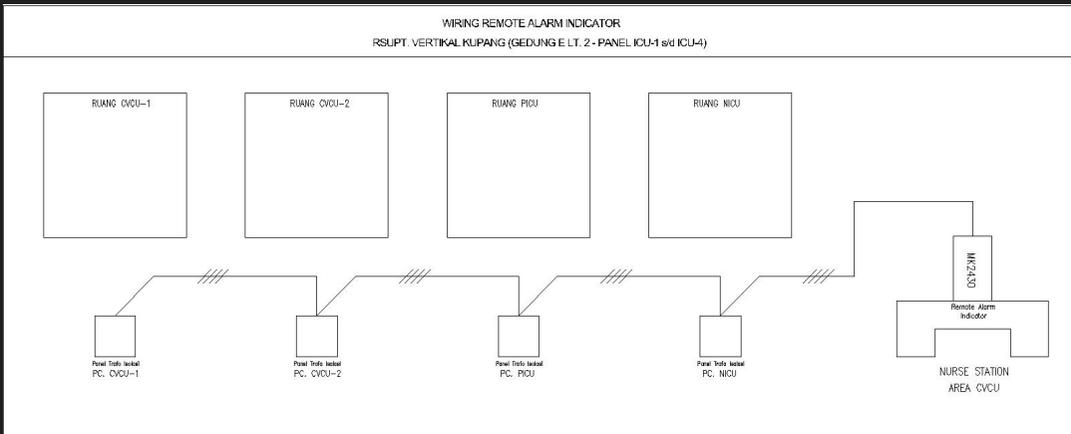


# Room Plan – Building J 1st floor area COVID



Panel COVID  
- Trafo 10 kVA

# Wiring Remote Alarms – Area OK, Cathlab, PO (Gedung D) Area CVCU, PICU, NICU (Gedung E) Area ICU (Gedung E)



# Wiring Remote Alarms –

Area VK (Gedung B)  
Area IGD (Gedung D)  
Area COVID (Gedung J)

