

Panduan penawaran perpanjangan promo Pembayaran di Muka ( PM3 ) Pelanggan Existing

| Promo Berjalan                                 |                   | Opsı Penawaran Renew PM |                                 |                                 |  |
|------------------------------------------------|-------------------|-------------------------|---------------------------------|---------------------------------|--|
| Promo PM Berakhir                              | 1. PM3 Gold+ 139K | Tier 1                  | Tier 2                          | Tier 3                          |  |
| STB Utama                                      |                   | Satellite Platinum      |                                 | Nusa Gold                       |  |
| Penawaran Extend PM                            |                   | PM6 Gold+ 139K          | PM3 Gold+ 139K                  | PM3 Bronze 69K                  |  |
| Harga Bulanan STB Utama                        | 140,264           | 140,264                 | 140,264                         | 69,627                          |  |
| Nilai PM STB Utama                             | 353,182           | 756,818                 | 353,182                         | 151,364                         |  |
| Nilai PM biaya Rental STB                      |                   |                         |                                 |                                 |  |
| Biaya Rent STB Utama Samsung / DX              |                   | free selama masa PM     | free selama masa PM             | free selama masa PM             |  |
| Biaya Rent STB Utama CX PVR                    |                   | free selama masa PM     | free selama masa PM             | free selama masa PM             |  |
| Biaya Rent STB Utama ITV                       |                   | 181,636                 | 151,364                         | 151,364                         |  |
| Bonus tagihan STB Utama                        |                   |                         |                                 |                                 |  |
| Bonus Tayangan STB Utama                       |                   | All Channel 6 bulan     | Minipack Asia (Hiburan) 3 bulan | Minipack Asia (Hiburan) 3 bulan |  |
| Harga bulanan setelah promo berakhir           | 140,264           | 140,264                 | 140,264                         | 69,627                          |  |
| Harga Rent STB utama setelah promo berakhir    |                   |                         |                                 |                                 |  |
| Biaya Rent STB Utama Samsung / DX              |                   | 20,182                  | 20,182                          | -                               |  |
| Biaya Rent STB Utama CX PVR                    |                   | 30,273                  | 30,273                          | -                               |  |
| Biaya Rent STB Utama ITV                       |                   | 50,455                  | 50,455                          | -                               |  |
| Promo G2D selama masa PM all STB               |                   | 302,727                 | 302,727                         | 302,727                         |  |
| STB Tambahan                                   |                   |                         |                                 |                                 |  |
| Harga Bulanan STB Multi                        | 50,000            | 50,455                  | 50,455                          | 34,814                          |  |
| Nilai PM STB Multi                             | 300,000           | 302,727                 | 151,364                         | 151,364                         |  |
| Biaya PM Rent STB Multi ( all type )           |                   | free                    | free                            | free                            |  |
| Bonus tagihan STB Multi                        |                   |                         |                                 |                                 |  |
| Bonus Tayangan STB Multi                       |                   |                         |                                 |                                 |  |
| Harga bulanan setelah promo berakhir           | 50,000            | 50,455                  | 50,455                          | 34,814                          |  |
| Harga Rent STB tambahan setelah promo berakhir |                   |                         |                                 |                                 |  |
| Biaya Rent STB tambahan Samsung / DX           |                   | free                    | free                            | free                            |  |
| Biaya Rent STB tambahan CX PVR                 |                   | free                    | free                            | free                            |  |
| Biaya Rent STB tambahan ITV                    |                   | 50,455                  | 50,455                          | 50,455                          |  |

| Promo Berjalan                                 |                  | Opsı Penawaran Renew PM |                                 |                                 |  |
|------------------------------------------------|------------------|-------------------------|---------------------------------|---------------------------------|--|
| Promo PM Berakhir                              | 2. PM3 Gold+ 99K | Tier 1                  | Tier 2                          | Tier 3                          |  |
| STB Utama                                      |                  | Satellite Platinum      |                                 | Nusa Gold                       |  |
| Penawaran Extend PM                            |                  | PM5+1 Vaganza Gold      | PM3 Gold+ 99K                   | PM3 Bronze 69K                  |  |
| Harga Bulanan STB Utama                        | 99,900           | 99,900                  | 99,900                          | 69,627                          |  |
| Nilai PM STB Utama                             | 299,700          | 499,500                 | 299,700                         | 151,364                         |  |
| Nilai PM biaya Rental STB                      |                  |                         |                                 |                                 |  |
| Biaya Rent STB Utama Samsung / DX              |                  | 100,909                 | free selama masa PM             | free selama masa PM             |  |
| Biaya Rent STB Utama CX PVR                    |                  | 151,364                 | free selama masa PM             | free selama masa PM             |  |
| Biaya Rent STB Utama ITV                       |                  | 181,636                 | 151,364                         | 151,364                         |  |
| Bonus tagihan STB Utama                        |                  | Free tagihan bulan ke 6 |                                 |                                 |  |
| Bonus Tayangan STB Utama                       |                  | All Channel 6 bulan     | Minipack Asia (Hiburan) 3 bulan | Minipack Asia (Hiburan) 3 bulan |  |
| Harga bulanan setelah promo berakhir           | 99,900           | 99,900                  | 99,900                          | 69,627                          |  |
| Harga Rent STB utama setelah promo berakhir    |                  |                         |                                 |                                 |  |
| Biaya Rent STB Utama Samsung / DX              |                  | 20,182                  | 20,182                          | -                               |  |
| Biaya Rent STB Utama CX PVR                    |                  | 30,273                  | 30,273                          | -                               |  |
| Biaya Rent STB Utama ITV                       |                  | 50,455                  | 50,455                          | -                               |  |
| Promo G2D selama masa PM all STB               |                  | 302,727                 | 302,727                         | 302,727                         |  |
| STB Tambahan                                   |                  |                         |                                 |                                 |  |
| Harga Bulanan STB Multi                        | 50,000           | 99,900                  | 50,455                          | 34,814                          |  |
| Nilai PM STB Multi                             | 300,000          | 302,727                 | 151,364                         | 151,364                         |  |
| Biaya PM Rent STB Multi ( all type )           |                  | free                    | free                            | free                            |  |
| Bonus tagihan STB Multi                        |                  |                         |                                 |                                 |  |
| Bonus Tayangan STB Multi                       |                  |                         |                                 |                                 |  |
| Harga bulanan setelah promo berakhir           | 50,000           | 99,900                  | 50,455                          | 34,814                          |  |
| Harga Rent STB tambahan setelah promo berakhir |                  |                         |                                 |                                 |  |
| Biaya Rent STB tambahan Samsung / DX           |                  | free                    | free                            | free                            |  |
| Biaya Rent STB tambahan CX PVR                 |                  | free                    | free                            | free                            |  |
| Biaya Rent STB tambahan ITV                    |                  | 50,455                  | 50,455                          | 50,455                          |  |

| Promo Berjalan                              |              | Opsı Penawaran Renew PM |                         |                         |  |
|---------------------------------------------|--------------|-------------------------|-------------------------|-------------------------|--|
| Promo PM Berakhir                           | 3. PM3 Nomat | Tier 1                  | Tier 2                  | Tier 3                  |  |
| STB Utama                                   |              |                         |                         | Satellite Gold          |  |
| Penawaran Extend PM                         |              | PM6 Nomat               | PM3 Nomat               | PM3 Vaganza Silver      |  |
| Harga Bulanan STB Utama                     | 79,718       | 79,718                  | 79,718                  | 59,536                  |  |
| Nilai PM STB Utama                          | 151,364      | 423,818                 | 151,364                 | 100,909                 |  |
| Nilai PM biaya Rental STB                   |              |                         |                         |                         |  |
| Biaya Rent STB Utama Samsung / DX           |              | free selama periode PM  | free selama periode PM  | free selama masa PM     |  |
| Biaya Rent STB Utama CX PVR                 |              | free selama periode PM  | free selama periode PM  | free selama masa PM     |  |
| Biaya Rent STB Utama ITV                    |              |                         |                         |                         |  |
| Bonus tagihan STB Utama                     |              |                         |                         |                         |  |
| Bonus Tayangan STB Utama                    |              |                         |                         |                         |  |
| Harga bulanan setelah promo berakhir        | 79,718       | Minipack Movies 6 bulan | Minipack Movies 3 bulan | Minipack Movies 3 bulan |  |
| Harga Rent STB utama setelah promo berakhir |              | 79,718                  | 79,718                  | 59,536                  |  |
| Biaya Rent STB Utama Samsung / DX           |              | include bulanan         | include bulanan         | -                       |  |
| Biaya Rent STB Utama CX PVR                 |              | include bulanan         | include bulanan         | -                       |  |
| Biaya Rent STB Utama ITV                    |              | 50,455                  | 50,455                  | -                       |  |
| Promo G2D selama masa PM all STB            |              | 302,727                 | 302,727                 | 302,727                 |  |
| STB Tambahan                                |              |                         |                         |                         |  |
| Harga Bulanan STB Multi                     | 40,000       | 40,364                  | 40,364                  | 59,536                  |  |
| Nilai PM STB Multi                          | 150,000      | 201,818                 | 121,091                 | 100,909                 |  |
| Biaya PM Rent STB Multi ( all type )        |              | free                    | free                    | free                    |  |
| Bonus tagihan STB Multi                     |              |                         |                         |                         |  |
| Bonus Tayangan STB Multi                    |              |                         |                         |                         |  |

Bagi pelanggan yang keberatan membayar biaya rent STB maka diberikan opsi free STB dengan catatan pelanggan tidak mendapatkan bonus tayanagn ( menuliskan kode opsi B ). Opsi A artinya pelanggan setuju dgnn biaya rent STB

Penulisan di remark ticket u/ perpanjangan PM :  
TierX\_Nama Promo\_OpsiX  
Contoh : Tier1\_PM5+1 Gold 199K\_Opsi A

Promo Up2 Diamond 300K hanya bisa di ambil sesuai matrix, jika pelanggan tidak melakukan downgrade & bersedia membayar rent PM, jika tidak maka opsi yg diambil adalah produk up2Diamond seharga 600 ribu sesuai masa PM pelanggan.

Bagi pelanggan yang keberatan membayar biaya rent STB maka diberikan opsi free STB dengan catatan pelanggan tidak mendapatkan bonus tayanagn ( menuliskan kode opsi B ). Opsi A artinya pelanggan setuju dgnn biaya rent STB

Penulisan di remark ticket u/ perpanjangan PM :  
TierX\_Nama Promo\_OpsiX  
Contoh : Tier1\_PM5+1 Gold 199K\_Opsi A

Promo Up2 Diamond 300K hanya bisa di ambil sesuai matrix, jika pelanggan tidak melakukan downgrade & bersedia membayar rent PM, jika tidak maka opsi yg diambil adalah produk up2Diamond seharga 600 ribu sesuai masa PM pelanggan.

Bagi pelanggan yang keberatan membayar biaya rent STB maka diberikan opsi free STB dengan catatan pelanggan tidak mendapatkan bonus tayanagn ( menuliskan kode opsi B ). Opsi A artinya pelanggan setuju dgnn biaya rent STB

Penulisan di remark ticket u/ perpanjangan PM :  
TierX\_Nama Promo\_OpsiX  
Contoh : Tier1\_PM5+1 Gold 199K\_Opsi A

Promo Up2 Diamond 300K hanya bisa di ambil sesuai matrix, jika pelanggan tidak melakukan downgrade & bersedia membayar rent PM, jika tidak maka opsi yg diambil adalah produk up2Diamond seharga 600 ribu sesuai masa PM pelanggan.

|                                                |        |        |        |        |
|------------------------------------------------|--------|--------|--------|--------|
| Harga bulanan setelah promo berakhir           | 40,000 | 40,364 | 40,364 | 59,536 |
| Harga Rent STB tambahan setelah promo berakhir |        |        |        |        |
| Biaya Rent STB tambahan Samsung / DX           |        | free   | free   | free   |
| Biaya Rent STB tambahan CX PVR                 |        | free   | free   | free   |
| Biaya Rent STB tambahan ITV                    |        | 50,455 | 50,455 | 50,455 |

| Promo PM Berakhir                              | Promo Berjalan  | Opsl Penawaran Renew PM |                         |                        |
|------------------------------------------------|-----------------|-------------------------|-------------------------|------------------------|
|                                                | 4. Vaganza Gold | Tier 1                  | Tier 2                  | Tier 3                 |
| STB Utama                                      |                 | Satellite Platinum      |                         |                        |
| Penawaran Extend PM                            |                 | PM5+1 Vaganza Gold      | PM3 Vaganza Gold        | PM3 Vaganza Gold       |
| Harga Bulanan STB Utama                        | 99,900          | 99,900                  | 99,900                  | 99,900                 |
| Nilai PM STB Utama                             | 209,790         | 499,500                 | 209,790                 | 209,790                |
| Nilai PM biaya Rental STB                      |                 |                         |                         |                        |
| Biaya Rent STB Utama Samsung / DX              |                 | 100,909                 | free selama periode PM  | free selama periode PM |
| Biaya Rent STB Utama CX PVR                    |                 | 151,364                 | free selama periode PM  | free selama periode PM |
| Biaya Rent STB Utama ITV                       |                 | 181,636                 | 151,364                 | 151,364                |
| Bonus tagihan STB Utama                        |                 | Free tagihan bulan ke 6 |                         |                        |
| Bonus Tayangan STB Utama                       |                 | All Channel 6 bulan     | Minipack Movies 3 bulan | All Channel 3 bulan    |
| Harga bulanan setelah promo berakhir           | 99,900          | 99,900                  | 99,900                  | 99,900                 |
| Harga Rent STB utama setelah promo berakhir    |                 |                         |                         |                        |
| Biaya Rent STB Utama Samsung / DX              |                 | 20,182                  | include bulanan         | include bulanan        |
| Biaya Rent STB Utama CX PVR                    |                 | 30,273                  | include bulanan         | include bulanan        |
| Biaya Rent STB Utama ITV                       |                 | 50,455                  | 50,455                  | 50,455                 |
| Promo G2D selama masa PM all STB               |                 | 302,727                 | 302,727                 | 302,727                |
| STB Tambahan                                   |                 |                         |                         |                        |
| Harga Bulanan STB Multi                        | 50,455          | 50,455                  | 50,455                  | 50,455                 |
| Nilai PM STB Multi                             | 100,909         | 201,818                 | 100,909                 | 100,909                |
| Biaya PM Rent STB Multi ( all type )           |                 | free                    | free                    | free                   |
| Bonus tagihan STB Multi                        |                 |                         |                         |                        |
| Bonus Tayangan STB Multi                       |                 |                         |                         |                        |
| Harga bulanan setelah promo berakhir           | 50,455          | 50,455                  | 50,455                  | 50,455                 |
| Harga Rent STB tambahan setelah promo berakhir |                 |                         |                         |                        |
| Biaya Rent STB tambahan Samsung / DX           |                 | free                    | free                    | free                   |
| Biaya Rent STB tambahan CX PVR                 |                 | free                    | free                    | free                   |
| Biaya Rent STB tambahan ITV                    |                 | 50,455                  | 50,455                  | 50,455                 |

| Promo PM Berakhir                              | Promo Berjalan        | Opsl Penawaran Renew PM |                                 |                         |
|------------------------------------------------|-----------------------|-------------------------|---------------------------------|-------------------------|
|                                                | 5. PM3 Vaganza Silver | Tier 1                  | Tier 2                          | Tier 3                  |
| STB Utama                                      |                       | Satellite Gold          |                                 |                         |
| Penawaran Extend PM                            |                       | PM6 Vaganza Silver      | PM3 Vaganza Silver              | PM3 Vaganza Silver      |
| Harga Bulanan STB Utama                        | 59,536                | 59,536                  | 59,536                          | 59,536                  |
| Nilai PM STB Utama                             | 100,909               | 208,377                 | 100,909                         | 100,909                 |
| Nilai PM biaya Rental STB                      |                       |                         |                                 |                         |
| Biaya Rent STB Utama Samsung / DX              |                       | free selama masa PM     | free selama masa PM             | free selama masa PM     |
| Biaya Rent STB Utama CX PVR                    |                       | free selama masa PM     | free selama masa PM             | free selama masa PM     |
| Biaya Rent STB Utama ITV                       |                       |                         |                                 |                         |
| Bonus tagihan STB Utama                        |                       |                         |                                 |                         |
| Bonus Tayangan STB Utama                       |                       | Minipack Movies 6 bulan | Minipack Asia (Hiburan) 3 bulan | Minipack Movies 3 bulan |
| Harga bulanan setelah promo berakhir           | 59,536                | 59,536                  | 59,536                          | 59,536                  |
| Harga Rent STB utama setelah promo berakhir    |                       |                         |                                 |                         |
| Biaya Rent STB Utama Samsung / DX              |                       | -                       | -                               | -                       |
| Biaya Rent STB Utama CX PVR                    |                       | -                       | -                               | -                       |
| Biaya Rent STB Utama ITV                       |                       | -                       | -                               | -                       |
| Promo G2D selama masa PM all STB               |                       | 302,727                 | 302,727                         | 302,727                 |
| STB Tambahan                                   |                       |                         |                                 |                         |
| Harga Bulanan STB Multi                        | 59,536                | 59,536                  | 59,536                          | 59,536                  |
| Nilai PM STB Multi                             | 100,909               | 208,377                 | 100,909                         | 100,909                 |
| Biaya PM Rent STB Multi ( all type )           |                       | free                    | free                            | free                    |
| Bonus tagihan STB Multi                        |                       |                         |                                 |                         |
| Bonus Tayangan STB Multi                       |                       |                         |                                 |                         |
| Harga bulanan setelah promo berakhir           | 59,536                | 59,536                  | 59,536                          | 59,536                  |
| Harga Rent STB tambahan setelah promo berakhir |                       |                         |                                 |                         |
| Biaya Rent STB tambahan Samsung / DX           |                       | free                    | free                            | free                    |
| Biaya Rent STB tambahan CX PVR                 |                       | free                    | free                            | free                    |
| Biaya Rent STB tambahan ITV                    |                       | 50,455                  | 50,455                          | 50,455                  |