

**A PROPOSED DESIGN OF AN PERFORMANCE MANAGEMENT SYSTEM
WITH AN APPROACH BASED ON THE INTEGRATED PERFORMANCE
MANAGEMENT SYSTEM: A CASE STUDY ON PT. MOTORCYCLE
ACCESSORIES INDONESIA**

Bayu Marth Athur^a & Dermawan Wibisono^b

^{ab}Bandung Institute of Technology, Bandung, Indonesia.

Corresponding email: Bayu_Marth@sbm-itb.ac.id

Abstract

Indonesia, Southeast Asia's largest economy with over 300 ethnic groups, has grown rapidly since the 1997–98 Asian financial crisis. Indonesia is the fourth most populated nation, the 10th largest economy by purchasing power parity, and a G-20 member with over 275 million people. Additionally, Indonesia is a member of the G-20. To keep the economic growth going, the Indonesian government has introduced important reforms that make investing in Indonesia more attractive and simpler for foreign investors to take this opportunity to set up their businesses in Indonesia, not least in the motorcycle accessories industry sector. This situation leads to increased competition in this sector and the growth of motorcycle accessory companies and distributors in Indonesia. In response to this situation, a plethora of new companies have emerged. One of the new companies is PT. Motorcycle Accessory Indonesia (MAI), which was established in Jakarta, Indonesia, in 2016 as an importer and distributor of DASH products. MAI does not have any appropriate tools to measure its performance since it was established in 2016. MAI must improve their competitiveness in order to become a market leader. As a result, they decided to introduce a performance management system (PMS) in order to assess their performance and evaluate their strategy. Even so, to successfully adopt a performance management system, it is necessary to analyze the company's current internal and external environments and determine which factors will have an impact on the company's performance. After doing several analyses to figure out how the company is doing, a new performance management framework based on the Integrated Performance Management System (IPMS) Framework was made and will be proposed.

Keywords: Motorcycle Accessories Company, Performance Management System, Performance Indicators, Key Performance Indicator & KBPMS.
