

Abstract

This report is a continuation of Hariadi Purnomo and Mutia Cintya Rahmi's report entitled Internationalization of Business – Netherlands and Indonesia, Identify Potential Business Activity Between Twente Region And Bandung Region. This study focused on water sector and smart city sector in Indonesia and the Netherlands, especially in technology transfer. Companies from both countries show a high-interest level of being a partner in technology transfer as it could broaden the market, increase the product quality, and increase company' profit. However, there are a lot of barriers for Dutch companies to export their technology or services to Indonesia such as its ever-changing regulation and requires a lot of money. The stakeholder power-interest matrix shows the significant difference between Indonesian companies and Dutch companies culture and how they see their internal-external factors. Nevertheless, the proposed program could be run by both universities as it gets support from both parties and there are already a few companies that are interested to join the program. The program will be conducted in semi-virtual meeting method for three months and starts in spring. The project works via distance education will be delivered online while the project presentation will be held offline at Saxion University of Applied Sciences. The study will be delivered in form of case study and class teaching by Telkom/Saxion lecturer and the project will be present in the conferences. As for the duration of the whole program, from the preparation to the finalization phase, it will approximately take 180 days. The approximate cost needed to make the program is €8523.00.