ABSTRACT

Competition in e-wallet in Indonesia is getting higher. In facing this

competition, companies are required to create a competitive advantage in facing their

competitors. Customer loyalty is needed by a company to be able to survive and be

able to compete with other companies that issue e-wallet. The purpose of this study

was to determine the effect of service quality and customer satisfaction on customer

loyalty at Gopay in Bandung.

The method in this study uses quantitative research methods. This research is

a descriptive research, using multiple linear regression model. The sampling

technique used non-probability sampling with purposive sampling type. Data was

collected through an online questionnaire via google form up to 100 respondents. The

data processing technique used descriptive analysis, classical assumption test,

multiple linear regression analysis and hypothesis testing.

Based on the results of research and analysis conducted, it can be seen that

service quality has a significant effect on customer loyalty, and customer satisfaction

has a significant effect on customer loyalty. Among the two independent variables,

the customer satisfaction variable has the greatest influence in influencing customer

loyalty. This means that Gopay must continue to upgrade the quality of its services

in order to gain a competitive position in the e-wallet sector.

Keywords: service quality, customer satisfaction, and customer loyalty

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