

DAFTAR TABEL

Tabel II.1 Pemilihan Metode	28
Tabel III.1 Identifikasi Kebutuhan Data.....	33
Tabel IV.1 Pertanyaan Wawancara untuk Model Bisnis Eksisting	38
Tabel IV.2 Hasil Wawancara Blok Customer Segment	38
Tabel IV.3 Hasil Wawancara Blok Value Proposition.....	39
Tabel IV.4 Perbandingan Harga antar Kompetitor	40
Tabel IV.5 Hasil Wawancara Blok Channels	41
Tabel IV.6 Hasil Wawancara Blok Customer Relationship.....	45
Tabel IV.7 Hasil Wawancara Blok Revenue Streams	47
Tabel IV.8 Hasil Wawancara Blok Key Activities	48
Tabel IV.9 Hasil Wawancara Blok Key Resources.....	50
Tabel IV.10 Hasil Wawancara Key Partnership	52
Tabel IV.11 Hasil Wawancara Blok Cost Structure	53
Tabel IV.12 Pertanyaan Customer Profile	54
Tabel IV.13 Usia Konsumen ANR keberangkatan Januari 2024	56
Tabel IV.14 Jumlah Penduduk Indonesia berdasarkan Usia 2024.....	57
Tabel IV.15 Kompetitor ANR Tour & travel.....	59
Tabel IV.16 Hasil Coding Customer Jobs ANR Tour & travel	64
Tabel IV.17 Hasil Coding Customer Pains ANR Tour & travel.....	65
Tabel IV.18 Hasil Coding Customer Gains ANR Tour & travel	66
Tabel IV.19 Pengkategorian Market Forces ANR Tour & travel	67
Tabel IV.20 Pengkategorian Industry Forces ANR Tour & travel.....	68
Tabel IV.21 Pengkategorian Key Trends ANR Tour & travel	68
Tabel IV.22 Pengkategorian Macro-economic Forces ANR Tour & travel.....	69
Tabel IV.23 Spesifikasi & Standar Perancangan.....	71
Tabel IV.24 Analisis 7 Questions bisnis eksisting ANR Tour & travel	73
Tabel IV.25 Analisis SWOT Customer Interface	74
Tabel IV.26 Analisis SWOT Value Propositions.....	77
Tabel IV.27 Analisis SWOT Cost/Revenue Streams	78

Tabel IV.28 Analisis SWOT Company Infrastructures	79
Tabel IV.29 Hasil Kuesioner Faktor Internal Aspek Customer Interface	80
Tabel IV.30 Hasil perhitungan IFAS Customer Interface	81
Tabel IV.31 Hasil Kuesioner Faktor Eksternal Aspek Customer Interface	82
Tabel IV.32 Hasil perhitungan EFAS Customer Interface	83
Tabel IV.33 Matriks TOWS Customer Interface	84
Tabel IV.34 Usulan Strategi Customer Interface	85
Tabel IV.35 Hasil Kuesioner Faktor Internal Aspek Value Proposition	85
Tabel IV.36 Hasil perhitungan IFAS Value Proposition	86
Tabel IV.37 Hasil Kuesioner Faktor Eksternal Aspek Value Proposition	87
Tabel IV.38 Hasil perhitungan EFAS Value Proposition	87
Tabel IV.39 Matriks TOWS Value Poposition.....	88
Tabel IV.40 Usulan Strategi Value Proposition	89
Tabel IV.41 Hasil Kuesioner Faktor Internal Aspek Cost Revenue Streams	90
Tabel IV.42 Hasil Perhitungan IFAS Cost Revenue Streams	90
Tabel IV.43 Hasil Kuesioner Faktor Internal Aspek Cost Revenue Streams	91
Tabel IV.44 Hasil Perhitungan EFAS Cost Revenue Streams	91
Tabel IV.45 Matriks TOWS Cost Revenue Stream	93
Tabel IV.46 Usulan Strategi Cost Revenue Streams.....	93
Tabel IV.47 Hasil Kuesioner Faktor Internal Aspek Company Infrastructure	94
Tabel IV.48 Hasil perhitungan IFAS Company Infrastructures	95
Tabel IV.49 Hasil Kuesioner Faktor Internal Aspek Company Infrastructures....	95
Tabel IV.50 Hasil perhitungan EFAS Company Infrastructures	95
Tabel IV.51 Matriks TOWS Company Infrastructures.....	97
Tabel IV.52 Usulan Strategi Company Infrastructures	97
Tabel IV.53 Keseluruhan Usulan Strategi	98
Tabel IV.54 Pain Relievers ANR Tour & travel.....	100
Tabel IV.55 Gain Creators ANR Tour & travel	100
Tabel IV.56 Product and Services ANR Tour & travel.....	101
Tabel IV.57 Perbandingan BMC Eksisting dengan BMC Usulan	106

Tabel IV.58 Penggunaan Dashboard Monitoring	114
Tabel IV.59 Komponen Dashboard Monitoring	115
Tabel IV.60 Verifikasi Dashboard	124
Tabel V.1 Validasi Feasibility Risk Hasil Rancangan	127
Tabel V.2 Validasi Business model canvas Keseluruhan	128
Tabel V.3 Perbandingan Nilai Model Bisnis	132
Tabel V.4 Analisis Impementasi Usulan Rancangan	133
Tabel V.5 Implikasi Tugas Akhir	134