

# **LINGKUNGAN EKSTERNAL , KERJASAMA PEMERINTAH-SWASTA SERTA DAMPAKNYA PADA KINERJA PERUSAHAAN PROYEK JALAN TOL DI INDONESIA**

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## **Abstrak**

Kinerja yang tinggi pada Badan Usaha Jalan Tol (BUJT), selaku perusahaan proyek (*project company*) yang mengelola proyek jalan tol, dapat dicapai jika BUJT melaksanakan strategi Kerjasama Pemerintah-Swasta (KPS) yang tepat. Implementasi KPS bercirikan pembagian tanggung jawab yang jelas, pembagian risiko yang adil, pembagian investasi yang berimbang dan pemberian penghargaan yang menarik. Analisis dan pemahaman terhadap lingkungan eksternal diperlukan dalam identifikasi peluang dan ancaman, sedangkan analisis kemampuan internal dalam identifikasi kekuatan dan kelemahan dari perusahaan proyek. Tujuan penelitian ini adalah untuk menganalisis, mengetahui dan memahami pengaruh lingkungan eksternal terhadap KPS dan dampaknya pada kinerja BUJT. Metode penelitian yang digunakan adalah survei, yaitu survei deskriptif dan eksplanatori. Sampel yang diteliti dari 50 BUJT adalah 30 BUJT yang telah beroperasi dengan responden Direksi BUJT (sektor swasta), pemerintah yang diwakili Pimpinan Badan Pengatur Jalan Tol (BPJT) dan pengguna jalan tol. Untuk menguji hipotesis penelitian digunakan SEM dengan alat uji *Partial Least Square* (PLS), dimana untuk pengolahan datanya menggunakan program *SmartPLS 2.0*. Hasil penelitian menunjukkan: (1) Lingkungan eksternal berpengaruh negative signifikan terhadap KPS (2) KPS berpengaruh positif terhadap kinerja BUJT tetapi tdk signifikan, (3) Lingkungan eksternal, berpengaruh positif terhadap kinerja BUJT.

Kata kunci: lingkungan eksternal, Kerjasama Pemerintah- Swasta, kinerja BUJT

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# *THE INFLUENCE OF EXTERNAL ENVIRONMENT ON PUBLIC-PRIVATE PARTNERSHIP AND ITS IMPACT ON THE PERFORMANCE OF TOLL ROAD PROJECT COMPANY IN INDONESIA*

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## **ABSTRACT**

*High performance on the Toll Road Enterprises (BUJT), as the project company which manages the toll road projects, can be achieved if BUJT exercises the right Public-Private Partnership (PPP) strategy. The PPP implementation is characterized by a clear sharing of responsibility, a fair sharing of risk, a balanced sharing of investment, and an attractive of reward. Analysis and understanding of the external environment needs to look at opportunities and threats of the project company. The purpose of this study was to analyze, learn and understand the influence of external environment on the PPP and its impact on the performance of BUJT.*

*The method used is survey method, which is descriptive and explanatory survey. The population researched from 50 BUJT are 30 BUJT which had operated by respondents consisted of the BUJT's directors (privat sector), the government represented by the head of the Toll Road Regulatory Agency (BPJT) and toll road users. To test the hypothesis of the study used SEM with test equipment Partial Least Square (PLS), and for data processing using the SmartPLS 2.0. software.*

*The results showed: (1) The external environment capability significantly influenced the PPP, simultaneously and partially. The external environment capability were negatively affected PPP, (2) The external environment capability and PPP had simultaneous and partial effect on the BUJT performance. The external environment capability and PPP had positive effect on the BUJT performance, and (3) The external environment capability through the PPP had no significant effect on BUJT performance.*

*Keywords: toll road, company, external environment, Public-Private Partnership, BUJT performance*

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