

PREPARATION OF STANDARD UNIT PRICE OF GOODS AND SERVICES (SHBJ) IN EAST JAVA PROVINCIAL GOVERNMENT

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Abstract

Forming standard unit price of goods and services is an activity survey to collect data required in Local Government and State requirements. Goods and services are under control of the Department or institution by the local government. Standards Unit Price of Goods and Services assist in preparing the Budget Requirement Plan, the regional work units and the Budget Implementation Document. Standards Unit Price of Goods and Services is to guide the preparation of the Budget Requirement Plan, the regional work units and the Budget Implementation Document work unit East Java Provincial Government. Data and information collection techniques are done by conducting market surveys, through distributors and the highest retail prices in stores and markets. The data types of goods and price list are based on the standard of the goods provided the provider distributors and stores. The interviews involves distributors, sellers to consumers. It also involves the data from Related Work Unit in cooperation with the Government of East Java to obtain secondary data. Conclusions are based on the description and presentation of data on survey results as the preparation of this Book Standard Unit Price of Goods and Services. This book is a guide to the standard unit price of goods and services that are indispensable in East Java Provincial Government work units.

Keywords: *standard unit price, goods and services, the province of East Java*

1. INTRODUCTION

East Java Provincial Government to achieve balance and smoothness required planning, budgeting and coordinated implementation with reference to the standardization of prices that have been prepared following the local conditions and work units respectively.

Demand planning and budgeting is not a stand-alone activity, but an activity inseparable from the management of goods and services of the area. In the planning and budgeting needs of local goods necessary to the understanding of all work units (SKPD) to stage activities related to the prices of goods and services.

Standardization is the determination of the classification of the particular types of goods that fulfill certain conditions and the best, from the point of use, maintenance and logistical problems in general. Standardization is the determination of the type of goods with emphasis on uniformity, quality and form in which the capacity in terms of procurement and maintenance applicable to an item on a specific time period.

Therefore, the Regional Budget is the main source of procurement, it needs to be planned well not to plan too high and too low (both in the type of goods and the quantity of goods).

Determination of the standard unit price of goods and services is one of the activities serve in the form of data collection. All the items need local government and supply the state, which is under the control of the Department or other institutions run by the regional government by matching the data contained in the book of the determination of standard unit the price of goods and services to the field conditions. Further, the recording of the goods and the prices have not yet registered to conduct the survey and to verify the data to obtain complete, accurate and detailed in accordance with the actual reality at that time.

Implementation of the Standards Unit Price of Goods and Services aims to: (1) Represent the guidelines for the preparation of the Budget Requirement Plan work unit and the Budget Implementation Document work unit East Java Provincial Government; (2) Represent the data used as the basis for its own Estimated Price (HPS) East Java Provincial Government; (3) Determine the highest price which does not

include VAT and can be re-negotiated to obtain a more favorable price for the Government of East Java Province; (4) Obtain the data items and prices as completely and accurately as possible recognize goods East Java Provincial Government so it can increase the administrative order, orderly needs, orderly implementation of the procurement, inventory orderly, and orderly maintenance or care; (5) Facilitate the management of East Java Provincial Government in making policy decisions on the purchase of goods.

Standards Unit Price of Goods and Services provides benefit ease in preparing the Plan Needs Budget (RKA) work unit (SKPD) and Document Budget Implementation (DPA) work unit (SKPD) in East Java Provincial Government to: (1) determine the price the highest unit of goods before VAT and as a standard for price negotiations for the Government of East Java Province can be enjoyed significant in pricing policies; (2) facilitate a decision on based classification standards and types of goods.

Economy in the Government of East Java region continues to grow. This, make a change on the availability of goods and the market price more frequent. Inflation, interest rates, unemployment rates, supply and demand are not balanced. There are several factors that can lead to such changes. In addition to these changes, the pattern of disciplinary apparatus of the type, specification and price often becomes a crucial issue in the fulfillment of goods and services. Based on this, the problem in this study is the Standard Formulation Unit Price of Goods and Services for Fiscal Year 2015 Government of East Java.

2. LITERATURE REVIEW

Stimulus by Belk (1975) is an object other than situational. Objects in this case associated with the products/goods offered in the modern retail business. According to Kotler (2007) products/goods is something that is offered to a market to satisfy the needs of government officials/customers. The goods offered by the company can be physical goods, services, people, places, organizations, ideas, experiences, and events.

Objects in this study refers to the opinion survey Kotler (2007), namely goods in the form of physical goods offered in the market. Physical goods are differentiated on the basis of form,

features, performance, suitability, durability, reliability, and style. In this survey study of physical goods is based on the shape of the product which refers to the Ministry of No. 152 of 2004.

According to Belk (1975) situational factors are variables related to the time and place of the incident. It is also followed by the kind of action (Baker, 1968 in Enis and Cox, 1991), the place as well as the kind of action is a sub unit in the environment (Lewin, 193in Belk, 1975). The environment in this case is a characteristic that is less permanent and so-called situational. Situational in this concept is considered as the scene while facing elements of the total environment that is available to individuals at crucial times.

Based on the explanation above Belk (1975), defines the situational factor related to the time and place of observation does not follow a person's knowledge (intra-individual) and stimulus attribute (alternative option) and have evidence that systematically influence behavior. Based on these definitions, it can be concluded that situational factors consist of (1) Engaging place and time; (2) Situational separate the consumer individual characteristics and attributes of the object; (3) Explain why the behavior occurs; (4) Influencing the behavior of government officials. To clarify the differences between non variable situations and circumstances, Belk (1975) using a model of stimulus-Response in Figure 1.

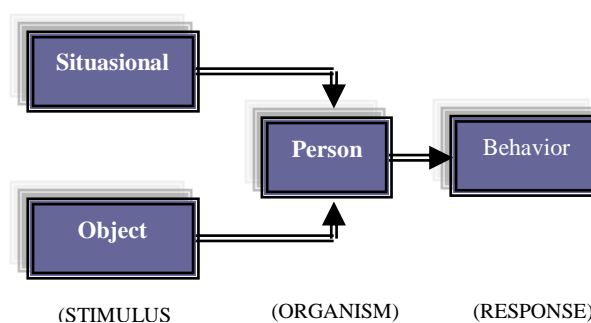


Figure 1. Situational Model derived from stimulus models

In Figure 1, the stimulus is divided into two, namely: Situational and objects. According to this model, the occurrence of buying behavior (response) as a result of a person's reaction (organism) to situations and objects (stimulus). In the model shown on the difference between

situational and non-situational variables. Situational variables have the possibility to be able to operate as a form that has a presence, is part of the individual's consciousness. It can therefore be expected in real situations, in addition to the ability to explain the behavior of government officials/customers shopping in modern retail business.

3. METHODS

3.1. Gross Domestic Product

Concepts in macroeconomics are very important in determination of the price of goods is the Gross Domestic Product (GDP), which measures the total value of goods and services produced by a country. GDP through this it can be determined whether the economic contraction or expansion, where GDP is often regarded as the best measure of economic performance, which measures the output of goods and services of a State and the income of the country. GDP is believed to be the best indicator in assessing the performance of the economy of a country.

Mankiw (2000) argued that GDP is the total income and total expenditure at the national output of goods and services, with the aim to increase economic activity in assessing the single currency within a specific time period. From these definitions it can be said that GDP is a measure of the flow of money in the economy. It is also a comprehensive measure of the goods and services produced by a country in a given period. There are several things that need to be considered in calculating GDP. Herlambang gives 3 (duty) approach in calculating GDP, namely:

1. Approach the production obtained by summing the gross value added of all sectors of production on the basis of International Standard Industrial Classification (ISIC) which are grouped into eleven sectors.
2. Income Approach is obtained by calculating the amount of remuneration gross (before taxes) of the production factors achieved.
3. The sales approach, computation is performed by summing the final demand of the unit economic unit. The formula in this approach is:

$$Y = C + I + G \text{ For a closed economy}$$

$$Y = C + I + G + (X-M) \text{ For an open economy}$$

In addition to these approaches, things that need to be considered in the calculation of GDP, as put forward by Herlambang et al: (1) The total value of goods and services using market prices; (2) GDP is only calculating value of finished goods and not the intermediate product; (3) Goods and services that do not have price estimates used value.

In fact, the price is constantly changing as the influence of inflation, so this poses a problem when we measure the output and national income by using the same guidelines. For that the developed concept of Nominal GDP is the value of goods and services measured by the prevailing price or market price at the time. Real GDP is the value of goods and services measured using constant prices and fixed.

In general, inflation is interpreted as weak purchasing power in meeting the goods for their basic needs. This means that with a fixed income, they will be able to have/ purchase of goods or services with smaller amounts. So the high rate of inflation is a problem that is often described as the "disease" of the economy that will lead to the weakening of the economic fundamentals of a country. Samuelsen and Nardhouse (1990) state that, "inflation occurs when the level of prices and general expenses rose, fuel prices increased, automobile, wages, land prices, rents capital goods also rose. Moderate deflation occurs when the price of goods and services in general down.

From the above definition asserts that inflation does not mean that the magnitude of the percentage increase in the price is the same for each item and price increases despite high enough at the moment can not be regarded as inflation. As said by Boediono (1996), "Inflation is the tendency of prices to rise in general and continuously. The price increase of one or two types of goods alone is not called inflation, unless the increase is extended to (or result in increases) most of the other goods".

The inflation rate is determined by where the index price changes based on the previous price. A formula is used to calculate inflation is:

$$\text{Rate of inflation} = \frac{\text{Price Level}_t - \text{Price Level}_{t-1}}{\text{Price Level}_1} \times 100$$

Due to the large number of items that can be used as the basis of calculating the rate of inflation, the usual method use a weighted figure

for the value of the community budget money households consumed on each group of items included in the calculation of inflation. The price index used to measure inflation by Khalwaty (2000) is the consumer price index, an index of large trade and GDP deflator.

3.2. Stage in Preparation of Standard Unit Price of Goods and Services

Standard setting unit prices of goods and services implemented through several stages. This research requires qualitative data to provide an additional explanation of the existing phenomenon.

Data collection activities include: (1) Conduct a Market Survey, through suppliers in this regard is the distributor and the highest retail prices in shops and markets; (2) Collect the data types of goods and price list of items based on the standard of the goods provided providers of goods distributors and stores; (3) The process of interviews with market participants in this regard distributors, sellers to consumers; (4) In collaboration with the Unit of Work Related to The Government of East Java Province to facilitate the acquisition of secondary data related to the survey conducted.

The analysis was made after the data-primary and secondary data collected. The analysis process can be seen in the matrix method of determining the form of Goods and Standards Unit Price of Goods.

3.3. Determination of Standard Unit Price of Goods and Services

Determination Standards Unit Price of Goods/Services include: (1) The standard unit price for motor vehicles Operations Department based on the list price (price list) issued by the sole agent; (2) The standard unit price for automobile parts based on the price list issued by the sole agent; (3) The standard unit price for Hardware Write-Office and households based on the price list issued by the distributor; (4) The standard unit price for Studio Equipment based on the price list issued by agent licensee; (5) The standard unit price for Hardware Workshop based on the price list issued by the Agent Trademark Holder; (6) The standard unit price for Tools of Agriculture based on the price list issued by the sole agent; (7) The standard unit price for Farm Animals and Plants based on the price list issued by the agency sales and market

survey results; (8) The standard unit price for library books based on the price list issued by the publisher of Book Publishers Distributors; (9) The standard unit price for Arts and Cultural Goods patterned based on the price list issued by the distributor; (10) The standard unit price for Electronics, Computers and Telecommunications based on the price list issued by the licensee Agent, Distributor and market surveys; (11) The standard unit price for Armament and Safety Equipment based on the price list issued by the Agent distributor; (12) The standard unit price for heavy equipment parts based on the price list issued by the sole agent; (13) The standard unit price for laboratory tools based on the price list issued by sole agents or distributors; (14) The standard unit price for the type of goods bearing the generic medicines at a set price guidelines by the health minister which is still valid; (15) The standard unit price for non-generic medicines which the highest price used is the price of Pharmaceutical Wholesalers; (16) The standard unit price for Power Distribution Network Equipment based on the price list issued by the distributor; (17) The standard price of asphalt and fuel Industry refers to the prices issued by Pertamina taking into account transport and supplier profit; (18) The standard unit price for the Maintenance and Repair of goods based on the price list issued by the distributor; (19) Basic Construction Standards Unit Price refers only to urban areas, while areas far from urban required additional transport costs; (20) The standard unit price for Rental Construction Equipment by price issued by Rental Agency; (21) Calculation of Unit Price Principal Activities based on the Free Analysis Unit Price of the relevant departments.

4. RESULTS AND DISCUSSION

Preparation of Standard Unit Price of Goods based on multiple stages and framework are as follows: (1) Determination of specifications consist of units of goods on behalf of the goods, the quality and feasibility of the use of the goods. Determination of the specification of goods obtained through the use of theory study and survey the availability of goods in a nearby market; (2) The determination of the unit price of goods obtained through the formation of market prices are reasonable. Formation of market prices assessed as a result of price formation comes from the reasonableness of the cost of production, the law of supply and

demand, inflation aspect, the rupiah against the US dollar, the economic growth, the bank rate; (3) Determination of the type of classification of goods, this determination is based on the analysis of government regulation of the classification of goods, the coding of goods and clumps of goods. This classification consists ranging from Heavy Equipment to Use of Goods Sold; (4) Survey the market, this is done to look at the reality of the quality and price formation in the market. The market in question is a meeting place for sellers and buyers of a legal entity; (5) Preparation of Formula regression to predict the unit price of goods for the period of 1 (one) year ahead. The regression formula was established by considering three (3) variables: Bank Interest Rate, Inflation and Growth Rate. The third variable is calculated using data from seven (7) years.

Based on the fifth of the analysis, formulation formed taking into account the data of 7 (seven) years of 2007-2013 for the regression formula as a process to predict the unit price of goods in 2014. Determination Standards Unit Price of Goods and Services, assumed that national and regional economic conditions in East Java are fair, reasonable inflation rates, interest rates and fuel prices are also reasonable national market is relatively stable. This gives the sense that SSHB can be used with consideration of the reasonableness of national and regional economic environment in East Java.

Book standard unit price of goods aims to provide convenience regional work units in the preparation of the budget requirement plan and the budget implementation document. Ease is meant here is to provide a standard of consistency on each regional work units in determining the choice of quality and unit price of goods. Control of the determination of the budget plan for the same goods that would be required by different regional work units will have the same determination.

Book standard unit price of goods considers some economic aspects related to the formation of market prices. Even so, it does not mean that the book is perfect in meeting all the needs of the environment regional work units East Java Provincial Government. Imbalance between the price of the book this SSHB and prices in the real market may happen. It resulted that the formation of real market prices has many variables and dimensions, including the

dimension of personality and psychology of the market is sometimes difficult to predict, so the book standard unit price of goods concluded that this is not the only guideline in the process of looking for the source of reference. Presidential Decree Number 80 Year 2007 on Guidelines for Procurement of Government Goods/Services, Part Four Article 13 of the Compilation Estimate Alone provide direction that the 'Users of goods/services are required to have the price of its own estimates (HPS) which is calculated by the expertise and based on the data that can be justified.

Such data may include: (1) Analysis of unit price; (2) Consultant/planner; (3) The market price (local & latest); (4) The contract/ SPK kind & local; (5) Information official (BPS, associations); (6) Prices/rates issued by the sole agent/manufacturer/institute an independent; (7) List price/tariff standards issued by the competent authority; (8) Other information that can be justified.

4.1. Movements Inflation Price of Goods

The price increase of one or two items alone can not be called inflation unless the increase was widespread (or result in higher prices) on other goods. The opposite of inflation is called deflation.

Figure 2 is a graph of data survey Inflation movement from the year 2005-2015:

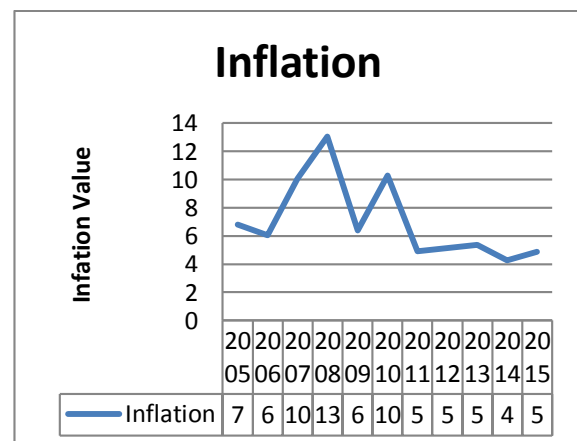


Figure 2. Inflation Every Year

Based on inflation data from previous years, obtained in 2008 a surge in the highest inflation rate was 13.3% (2008). Decreased in 2014 inflation rate amounted 4,28%, while for the year

2014 until September was 4.87% increase from the previous year.

4.2. Bank Indonesia (BI) Interest Rates

BI Rate is the interest rate that reflects the attitude of policy or monetary policy stance set by Bank Indonesia and announced to the public.

Table 1: Interest Rate Each Year

Year	Average Percentage
2005	9.87%
2006	7.52%
2007	9.17%
2008	11.96%
2009	9.11%
2010	8.67%
2011	7.15%
2012	6.50%
2013	6.58%
2014	5.77%
2015	

Table 2: Calculation of Interest Rates in 2015

No.	BI Broadcast Date	BI Rate
1	10-Jan-15	5.75%
2	12-Feb-15	5.75%
3	7-Mar-15	5.75%
4	11-Apr-15	5.75%
5	14-May-15	5.75%
6	13-Jun-15	6.00%
7	11-July-15	6.50%
8	15-Aug-15	7.00%
9	29-Aug-15	7.25%
10	12-Sep-15	7.25%
Σ		
		6.28%

4.3. Regression Calculation Model Item Current Year

Thus obtained the simple linear regression equation:

$$Y = 50,4166 + 0,4069X$$

$$54.4856$$

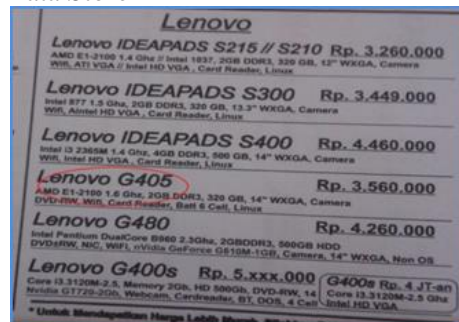
*Simulation Calculation Standards Unit price of goods and services. The survey data obtained a laptop Merk Lenovo G405:

1. Data Store 1



Price Rp. 3.549.000,-

2. Data Store 2



Price Rp. 3.560.000,-

3. Data Store 3



Price Rp. 3,499,000

$$\text{Price} = (3,499,000 + 3,560,000 + 3,549,000) / 3$$

$$= \text{Rp. } 3,536,000$$

From the 3rd price above the known average price of Rp. 3,536,000

Prices above are inclusive of 10% VAT, so the tax should be excluded.

Price Non VAT 10% = $(3,536,000 \times 100) / 110$
= 3,214,547

Unit Standard value: 3,214,547 x Value Regression.

5. CONCLUSION

The conclusion to be made based on the description and presentation of data based on the survey results, with the preparation of this Book Standard Unit Price of Goods and Services in East Java Provincial Government is able to become the standard guidelines of units of goods and the unit price of goods that are needed by the regional work units (SKPD) in East Java Provincial Government. Preparation of Standard Unit Price of Goods and Services, in accordance with the provisions which are based on multiple stages and framework as follows: (1) Determination of specifications consist of units of goods on behalf of the goods, the quality and feasibility of the use of the goods. Determination of the specification of goods obtained through the use of theory study and survey the availability of goods in a nearby market; (2) The determination of the unit price of goods obtained through the formation of market prices are reasonable. Formation of market prices assessed as a result of price formation comes from the reasonableness of the cost of production, the law of demand and supply, aspects of inflation, rupiah against the US dollar, the economic growth, the bank rate (3) Determination of the type of classification of goods, this determination is based on the analysis of government regulation of the classification of goods, the coding of goods and clumps of goods. This classification consists ranging from Heavy Equipment to Use of Goods Sold; (4) Survey the market, this is done to look at the reality of the quality and price formation in the market. The market that is a meeting place for sellers and buyers of a legal entity; (5) Preparation of Formula regression to predict the unit price of goods for the period of 1 (one) year ahead. The regression formula was established by considering three (3) variables: Bank Interest Rate, Inflation and Growth Rate. The third variable is calculated using data from seven (7) years.

With preparation of Standard Book Unit Price of Goods and Services, this presumably is able to provide convenience regional work units

in making Budget Needs Plan and the Budget Implementation Document. The meaning of Ease here is to provide a standard of consistency on each regional work units in determining the choice of quality and unit price of goods. Control of the determination of the budget plan for the same goods that would be required by different regional work units will have the same determination.

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