

**ABSTRAK**

Penelitian ini bertujuan untuk mendeskripsikan model dalam *Public Private Partnership* yang dilakukan PDAM Kabupaten Gresik, manfaat yang dirasakan PDAM Kabupaten Gresik beserta dengan faktor penentu keberhasilan dalam *Public Private Partnership*. Pelaksanaan *Public Private Partnership* sebagai upaya peningkatan pelayanan sumber daya air pada PDAM Giri Tirta Kabupaten Gresik dan didasari untuk mengatasi keterbatasan anggaran dan faktor tunggakan pembayaran tagihan. Dalam penelitian ini dapat diketahui model *Public Private Partnership*, kemanfaatan PDAM Kabupaten Gresik serta faktor penentu yang merupakan keberhasilan dari skema tersebut.

Penelitian ini menggunakan tipe penelitian diskriptif kualitatif. Untuk menunjang keakuratan data pada penelitian ini, peneliti memilih informan sebanyak 12 narasumber atau informan kunci yakni, 3 informan pada pihak PDAM Kabupaten Gresik, 3 informan PT Dewata Bangun Tirta, 2 informan PT Drupadi Agung Lestari, 2 informan Bank BRI Cabang Kartini, 2 informan Bank Jatim Cabang Kartini dan 2 informan PT Pos Indonesia Jalan Soetomo.

Hasil dari penelitian ini menunjukkan bahwa skema *Public Private Partnership* PDAM Kabupaten Gresik telah berjalan secara sempurna dan lancar dengan menjalankan 2 model kerjasama *service contract* berupa program *payment point* yang bekerjasama dengan Bank BRI, BPD, PT Pos Indonesia. Kemudian kerjasama BOT dilakukan dengan PT Dewata Bangun Tirta dan kerjasama RUOT/ ROT dengan PT Drupadi Agung Lestari. PDAM Kabupaten Gresik mendapat tambahan investasi untuk pembangunan infrastruktur sehingga cakupan pelayanan meningkat mencapai 83.153.

**Kata Kunci :** *Public Private Partnership, service contract, Build Operate Transfer*

**ABSTRACT**

*The goals of the research to describe the model of Public Private Partnership conducted by PDAM Gresik, the perceived benefits of PDAM Gresik along with the critical success factors in a Public Private Partnership. Implementation of Public Private Partnership as an effort to increase water resources in the service of PDAM Tirta Giri Gresik and constituted to address budget constraints and bill payment arrears factor. In this research, it is known models of Public Private Partnership, utility PDAM Gresik and determinant is the success of the scheme.*

*This study uses a qualitative descriptive research type. To support the data accuracy in this study, the researchers chose the informant as much as 12 sources or key informants, that is three informants from PDAM Kabupaten Gresik, 3 informants of PT Dewata Bangun Tirta, 2 informants from the PT Draupadi Agung Lestari, 2 informants from BRI Bank Branch Kartini, 2 informants of Jatim Bank Branch of Kartini and 2 informants of PT Pos Indonesia St. Soetomo.*

*The results of this study indicate that the Public Private Partnership of PDAM Kabupaten Gresik has run perfectly and smoothly by running two models of cooperation service contract in the form of payment point program in collaboration with BRI Bank, BPD, PT Pos Indonesia. Then the BOT cooperation with PT Dewata Bangun Tirta and cooperation of RUOT / ROT with PT Drupadi Agung Lestari. PDAM Kabupaten Gresik received additional investment for infrastructure construction so that the service coverage increased to 83.153.*

**Keywords : Public Private Partnership , service contract , Build Operate Transfer**