

**ANALISIS FAKTOR PENENTU KEBERHASILAN KERJA SAMA
PEMERINTAH DENGAN BADAN USAHA: STUDI KASUS PROYEK
INFRASTRUKTUR LAMPU PENERANGAN JALAN UMUM DI
KABUPATEN DHARMASRAYA**

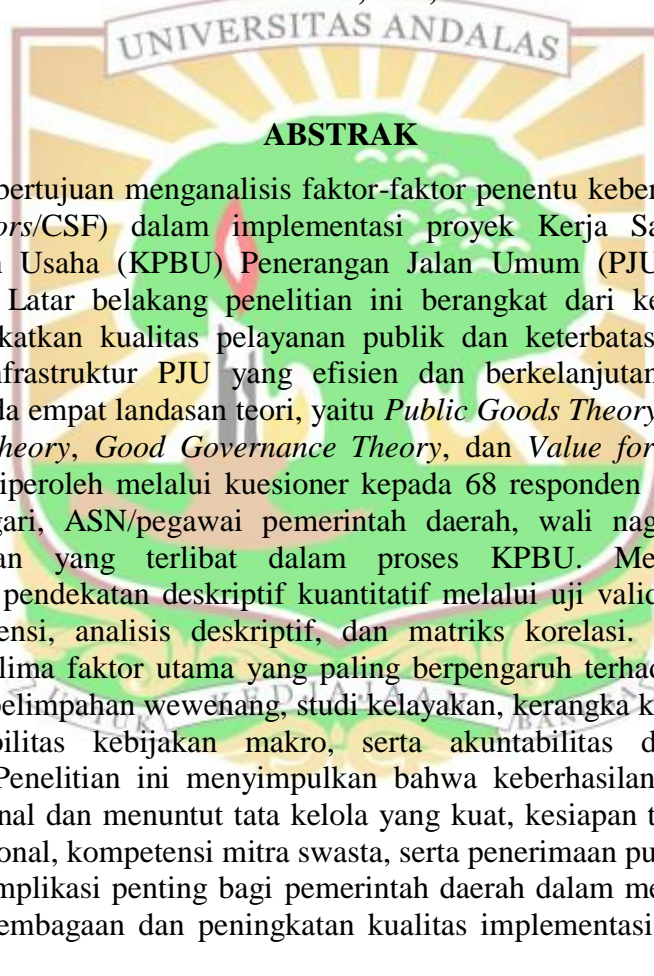
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Penelitian ini bertujuan menganalisis faktor-faktor penentu keberhasilan (*Critical Success Factors/CSF*) dalam implementasi proyek Kerja Sama Pemerintah dengan Badan Usaha (KPBU) Penerangan Jalan Umum (PJU) di Kabupaten Dharmasraya. Latar belakang penelitian ini berangkat dari kebutuhan daerah untuk meningkatkan kualitas pelayanan publik dan keterbatasan fiskal dalam penyediaan infrastruktur PJU yang efisien dan berkelanjutan. Penelitian ini didasarkan pada empat landasan teori, yaitu *Public Goods Theory*, *Public-Private Partnership Theory*, *Good Governance Theory*, dan *Value for Money Theory*. Data primer diperoleh melalui kuesioner kepada 68 responden yang terdiri dari perangkat nagari, ASN/pegawai pemerintah daerah, wali nagari, serta pihak ketiga/konsultan yang terlibat dalam proses KPBU. Metode penelitian menggunakan pendekatan deskriptif kuantitatif melalui uji validitas, reliabilitas, analisis frekuensi, analisis deskriptif, dan matriks korelasi. Hasil penelitian menunjukkan lima faktor utama yang paling berpengaruh terhadap keberhasilan KPBU, yaitu pelimpahan wewenang, studi kelayakan, kerangka kerja monitoring-evaluasi, stabilitas kebijakan makro, serta akuntabilitas dan transparansi pelaksanaan. Penelitian ini menyimpulkan bahwa keberhasilan KPBU bersifat multidimensional dan menuntut tata kelola yang kuat, kesiapan teknis, dukungan kebijakan nasional, kompetensi mitra swasta, serta penerimaan publik. Temuan ini memberikan implikasi penting bagi pemerintah daerah dalam merancang strategi penguatan kelembagaan dan peningkatan kualitas implementasi KPBU di masa depan.

Kata Kunci: KPBU, Penerangan Jalan Umum, Faktor Penentu Keberhasilan

**ANALYSIS OF DETERMINING FACTORS FOR THE SUCCESS OF
PUBLIC-PRIVATE PARTNERSHIPS: A CASE STUDY OF THE PUBLIC-
PRIVATE PARTNERSHIP INFRASTRUCTURE PROJECT FOR STREET
LIGHTING IN DHARMASRAYA REGENCY**

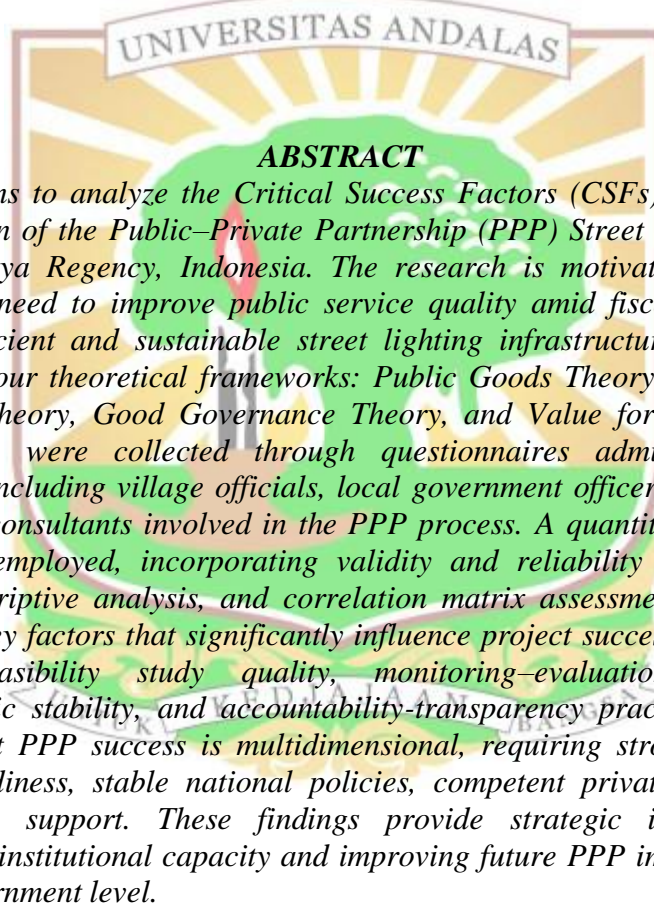
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ABSTRACT

This study aims to analyze the Critical Success Factors (CSFs) influencing the implementation of the Public-Private Partnership (PPP) Street Lighting Project in Dharmasraya Regency, Indonesia. The research is motivated by the local government's need to improve public service quality amid fiscal limitations in providing efficient and sustainable street lighting infrastructure. The study is grounded in four theoretical frameworks: Public Goods Theory, Public-Private Partnership Theory, Good Governance Theory, and Value for Money Theory. Primary data were collected through questionnaires administered to 68 respondents, including village officials, local government officers, village heads, and external consultants involved in the PPP process. A quantitative descriptive method was employed, incorporating validity and reliability tests, frequency analysis, descriptive analysis, and correlation matrix assessment. The findings identify five key factors that significantly influence project success: delegation of authority, feasibility study quality, monitoring-evaluation mechanisms, macroeconomic stability, and accountability-transparency practices. The study concludes that PPP success is multidimensional, requiring strong governance, technical readiness, stable national policies, competent private partners, and robust public support. These findings provide strategic implications for strengthening institutional capacity and improving future PPP implementation at the local government level.

Keywords: PPP, Street Lighting Infrastructure, Critical Success Factors,