



cooperative
governance

Department:
Cooperative Governance
REPUBLIC OF SOUTH AFRICA

MUNICIPAL INFRASTRUCTURE SUPPORT AGENT (MISA)



CPD (SAIEE)

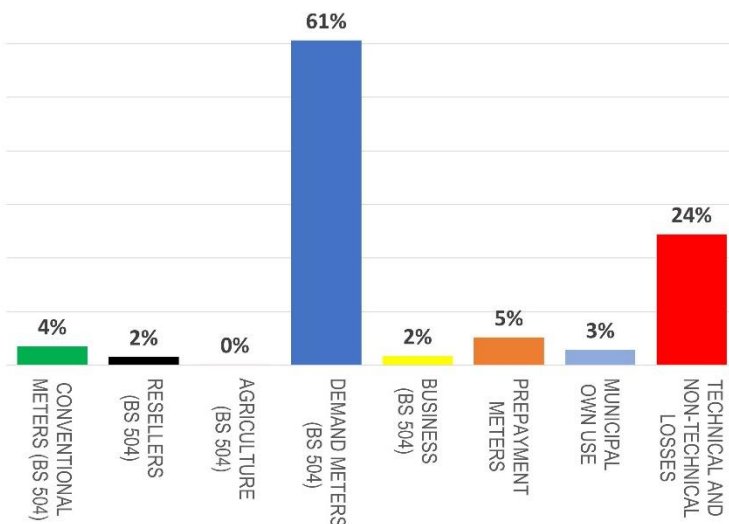
Enhancing the Municipal Electrical Revenue Value Chain

The Municipal Infrastructure Support Agent (MISA) in partnership with SAICE Professional Development & Projects (SAICE-PDP) invites you to attend this 2-day course which aims to **map out the municipal electricity revenue value chain**.

An efficient electricity revenue value chain is often the key component that will make a meaningful difference between successful overall service delivery, or failure.

Electricity costs have escalated over the last decade, making losses financially material. These losses can no longer be ignored or tolerated. Practical steps must be implemented by dedicated team members over a wide range of disciplines, to avoid financial ruin.

ELECTRICITY kWh UNITS ACCOUNTED FOR OVER A ROLLING 12 MONTH PERIOD up to the end of April 2022



The course content is built around a practical electricity revenue management model that functioned successfully for more than a decade.

The course shares best practice and will empower municipal officials to make a difference in any municipality where electricity distribution takes place.

Benefits of attending this course include:

- Participation in an interactive workshop
- Learn from a recognised expert with cross industry experience
- Comprehensive course presentation material

Presenter:

Fred Fryer Pr Tech Eng, DBA
Petrus Motaung

COURSE SCHEDULE

Venue: TBC (Rustenburg)

Dates: 4-5 March 2024

Time: 08:30 for 09:00 to 16:30

REGISTRATION

To register, visit www.saicepdp.org

For more details contact Zan Mlambo:

Email zan@saicepdp.org / Tel: 011 476 4100

WHO SHOULD ATTEND?

The course will assist delegates working in the space of electricity revenue management to better understand and manage the technical components involved in ensuring success.

It is recommended for people working within an electrical revenue environment:

- Municipal officials dealing with electricity systems, metering, tariffs and losses
- Finance officials in the revenue value chain wishing to better manage the financial aspects and understand the technical components.

COURSE OUTLINE – DAY 1

SESSION 1 – WELCOME AND REVENUE COMPONENTS

- Contextualize electricity revenue
- Identify and discuss electricity revenue components

SESSION 2 – REVENUE PLAN

- Plan vs strategy
- Create your own revenue plan
- Maintain business-critical statistics in this plan

SESSION 3 – FEAR ELECTRICITY TARRIFS

- A broad-based understanding of the effects of electricity tariffs
- Are tariff levels and structures ruining your municipality?

SESSION 4 – CRITICAL STATISTICS

- What are critical statistics? How to start off, then maintain and expand on useful statistics?
- Eskom bulk purchase statistics

SESSION 5 – CREATE AND MAINTAIN AN ENERGY BALANCE

- The centre of the revenue value universe is the Energy Balance
- It is the only measure of your success or failure

SESSION 6 – POINTS ON SUPPLY CHAIN MANAGEMENT FROM THE PERSPECTIVE OF ELECTRICITY REVENUE

- The practical intricacies around supply chain management
- Getting it right with each contract specification
- Purchasing quality products and/or appointing quality services providers
- Example specifications for key revenue functions

COURSE OUTLINE – DAY 2

SESSION 7 – LARGE POWER USERS

- Large Power Users are often sophisticated users of electricity
- In 2022, the days of forcing this segment of customer to pay a vague or unsubstantiated account are over

SESSION 8 – PREPAYMENT USERS

- The components of a prepayment metering system
- Available options in terms of providing these components
- Data Management and Reporting
- Exploring the robustness of prepayment metering, TID rollover

SESSION 9 – MANUAL METER USERS

- The components of a manually read metering system
- Data Management and Reporting
- Exploring the robustness of manually read metering

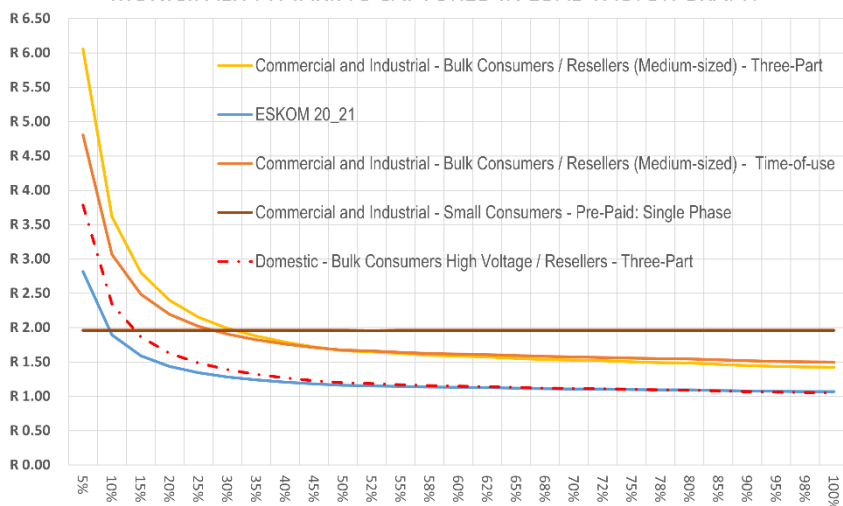
SESSION 10 – DEALING WITH LOSSES

- How to build my technical revenue team
- Which specialist functions do I outsource?
- How do I obtain a fair allocation of operational funding?
- How do I request capital funding for investments into revenue infrastructure?
- How do I deal with bypassed meters?
- Illegal connections – what can I do?
- Examples of initiative projects.

SESSION 11 – KEEPING IT ALL TOGETHER

- To link the various value chain components to actions
- Priorities are proposed
- Link your own learning and situational knowledge to the course modules

MUNICIPALITY X TARIFFS CAPTURED IN LOAD FACTOR GRAPH



SAICE-PDP's Municipal Academy was established to support practitioners employed in local government with applying theoretical knowledge and relevant legislation in practice.

municipal academy
the road to service delivery



MISA's mandate is to provide technical support and advice to municipalities, whilst strengthening their capacity, for effective infrastructure planning, delivery, operations and maintenance.