



Data Optimization for effective Revenue Management

Prepared by

KTC A Social Impact Company

A division of Kagiso Trust



Kagiso Trust Background

- **Kagiso Trust was established in 1985 to uplift poor communities in South Africa using EU Funding.**
- **The focus was on community development and education.**
- **KT current focus is on two key programs:**
 - Beyers Naude Schools Development Programme (177 schools)
 - Eric Molobi Scholarship Programme.
- **KTC a social impact company was formed in 2004 to support sustainable development in South Africa.**
- **KTC current focus is on supporting Local Government sustainability, through:**
 - Meaningful Partnerships with Government
 - Co-funding Revenue Management projects
 - The objective is to share the risk and regard with Government.

KTC's Key Focus: Rebuilding Revenue Management Business Integrity



Integrity is Based on the following

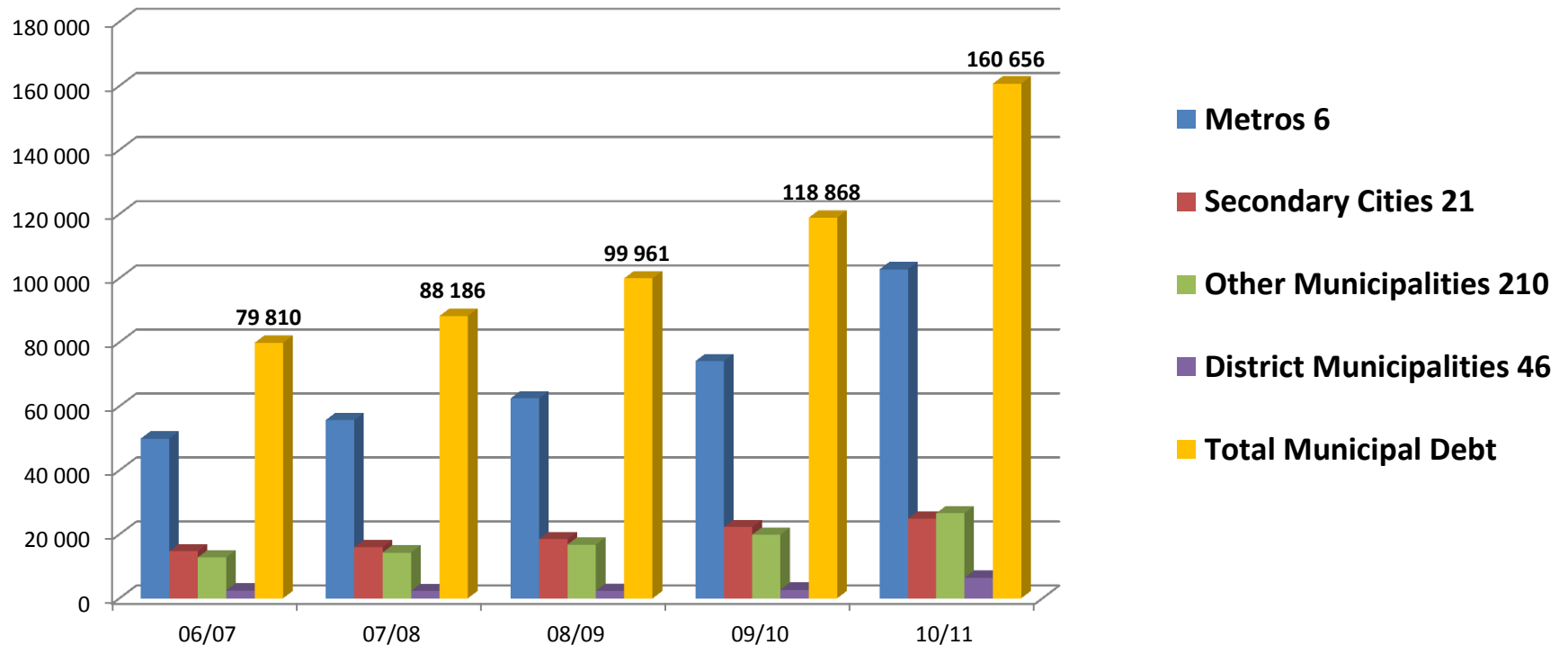
- Trust
- Truth
- Respect
- Reliability
- Efficiency

Municipal Debt

The state of local government finances and financial management as at 30 June 2011

Fourth Quarter of the 2010/11 financial year

Analysis Document



“Debt is a symptom of a deeper underlying problem”

**The problem is often found in the quality of customer base line
Data (property, customer, service and billing)**

Kagiso Data Optimization System (K'DOS")

External Data

Municipal Data Extract

- Billing Data Service Data
- Debt Data
- Indigent Data
- Credit Data
- Valuation Role
- Customer Data

Kagiso Data
Optimization
System
(K'DOS)
GIS

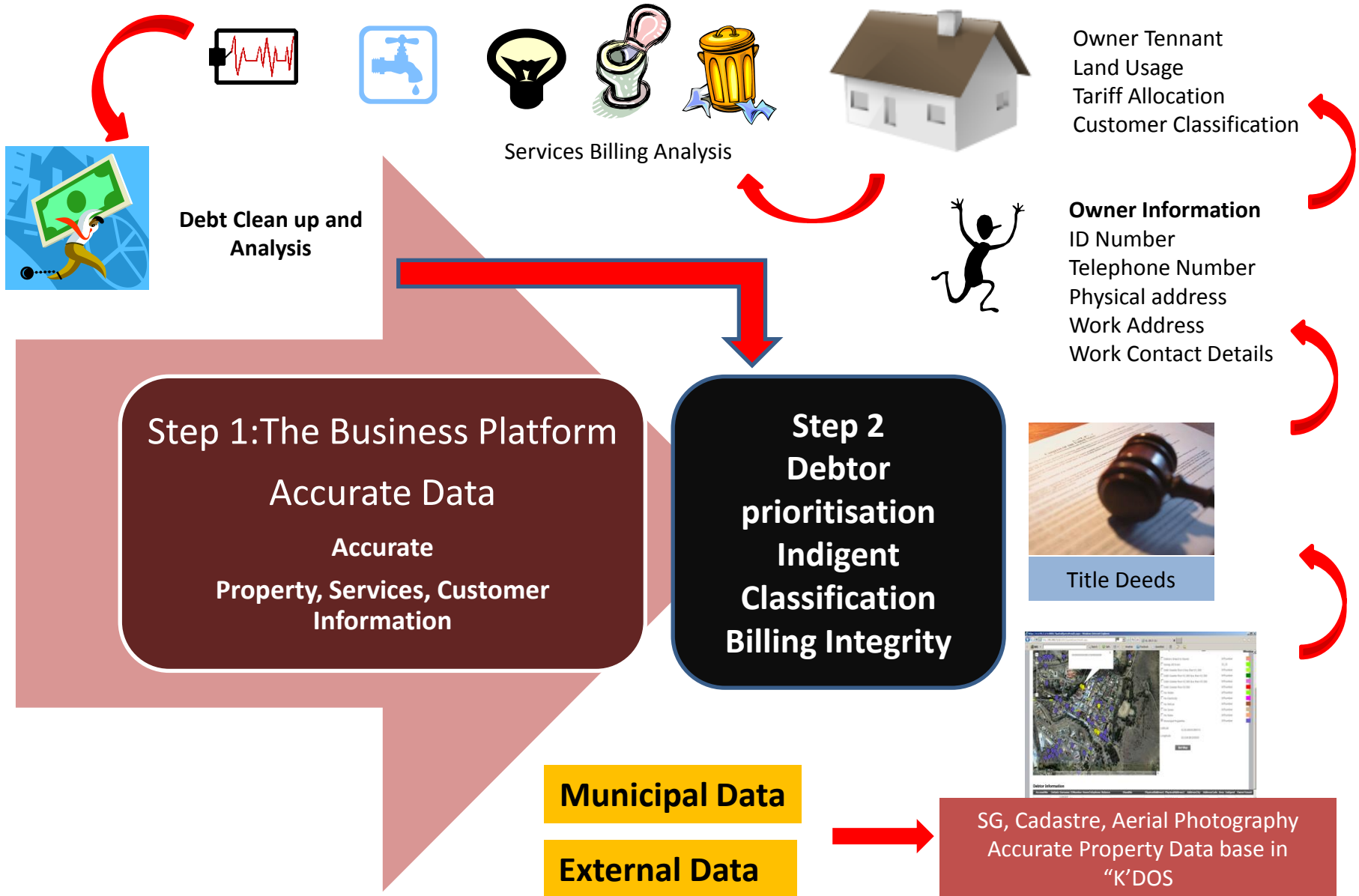
Data Purification
Debt Reduction
Revenue Collection
Indigent Verification

24/7 Internet Access to
"K'DOS"
Maintained by GIS
Experts

EXTERNAL DATA FIELD	DATA
TOWNSHIP	
STAND NUMBER	
PORTION NUMBER	
SELLING PRICE	
TRANSFER DATE	
DEEDS BUYER NAME	
DEEDS BUYER_ID	
TITLE DEED NUMBER	
SG CODE	
STREET NAME	
TOWNSHIP	
OWNERS FIRSTNAME	
OWNERS SURNAME	
OWNERS CELL NUM	
HOME TEL NUM	
WORK TEL NUM	
PHYS ADDRESS	



Revenue Management Business Focus

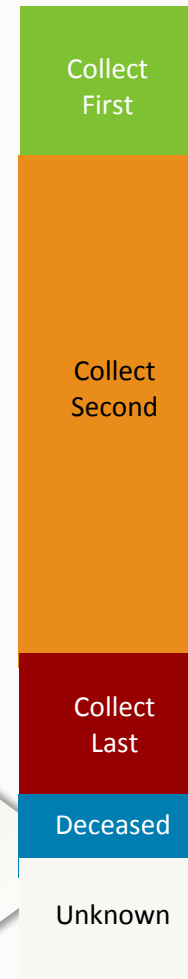


Value Proposition 2:- Collections Prioritisation



Clean Debtors Book
Top 200 Debtors Report
From "K'DOS"

COLLECTIONS
PRIORITISATION ENGINE



- **Speed up collection time**
- Enhance efficiencies
- **Maximise manpower**
- Increase cash flow
- **Decrease wastage**

Value Proposition 3:- Municipal Indigent Verification

Is applicant employed or in business?

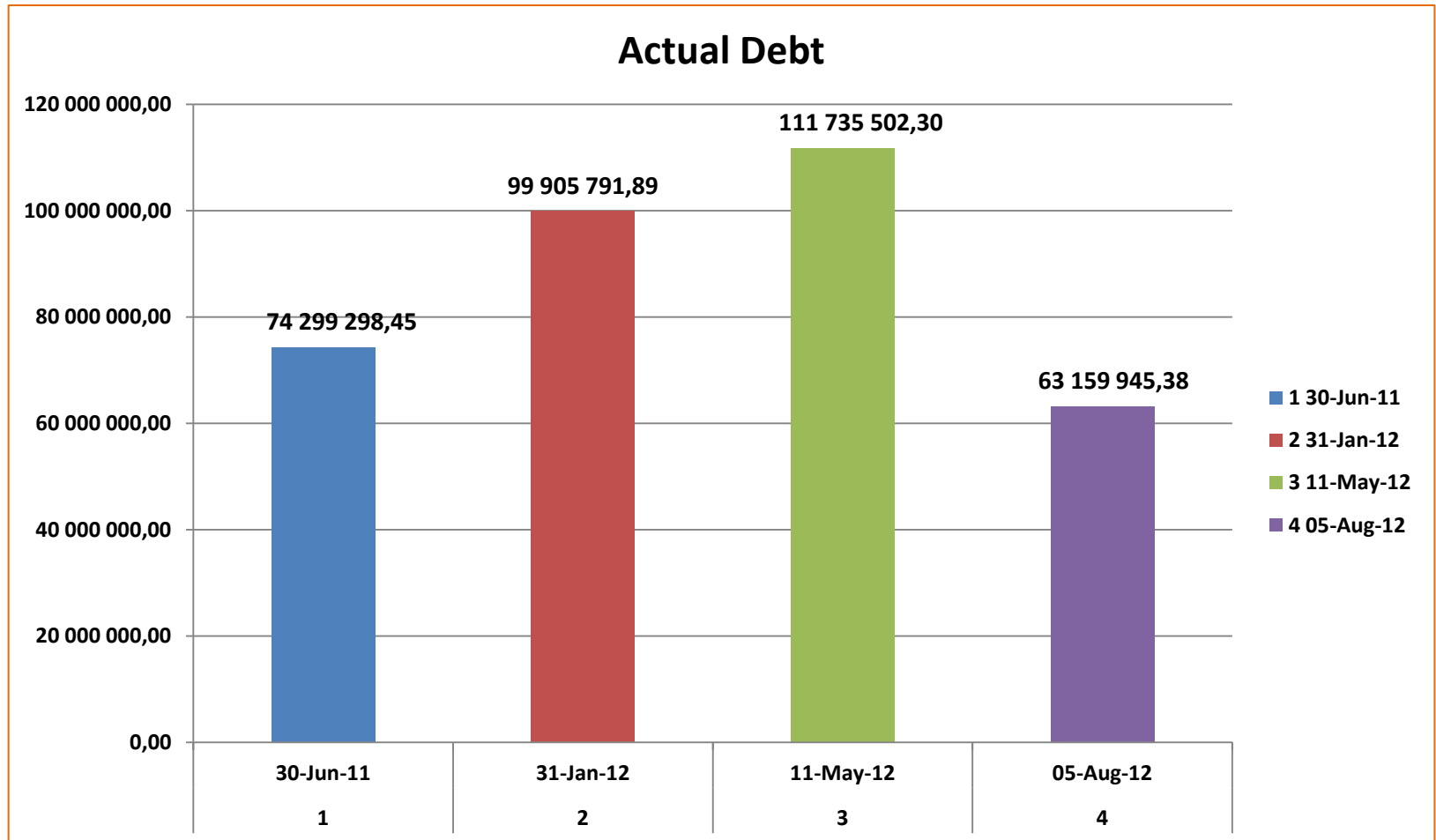
Is there property listed in their name?

What kind of credit are they applying for?

Do they have judgments / defaults listed?



Actual Project Results



Conclusion

- **Accurate data is the most important platform for a sustainable Municipal Business.**
- **24/7 access to and integration data ware house to verify data and purify data on an on-going basis.**
- **A cost effective solution for data quality maintenance.**
- **An externally hosted data quality solution will prevent municipalities from the hassle of employing in-house data, IT and GIS capabilities.**
- **Accurate data will allow for effective collection**
- **Tracing debtors is now a reality**
- **Additional information to assist municipalities to verify indigents.**
- **Kagiso Is looking for 5 Likeminded municipalities to partner with to co-fund a 3 year Revenue Management project.**

Thank You



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