

KAGISO TRUST

Local Government Support
“Revenue Model and Data
Management”

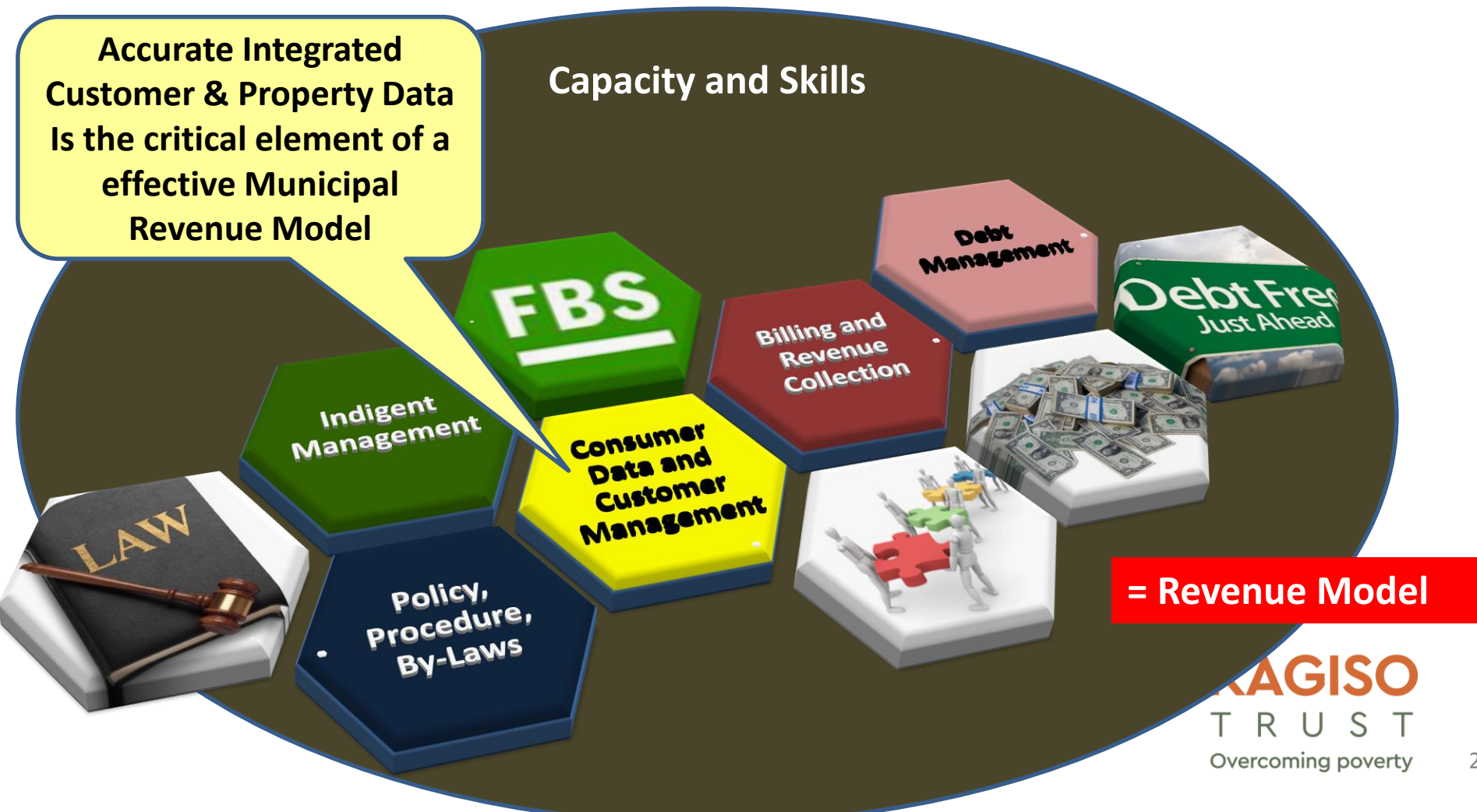


What is a Revenue Model?

A Revenue Model: “should contribute to reducing municipal consumer debt and protect and enhance the municipals revenue collection .”
(PWC: - KZN Simplified Revenue Model)

Accurate Integrated
Customer & Property Data
Is the critical element of a
effective Municipal
Revenue Model

Capacity and Skills



Gauteng Debt Resolution Project

Top 500 Business Debtors - Project Overview

Problem Statement

Gauteng Municipal debtor's book is R50 billion

R8,32 Billion Government Debt (December 2015)

R12.7 Billion (R25%) Business Customer Debt (December 2015).

R28 Billion Residential and other Debt

Project Purpose

Municipalities sustainability

Resolution of the Top 500 Business Debtors.

Provide municipalities with access to accurate integrated database promoting electronic data purification.

Two Project Phases

Phase 1

Product Component

Data Extracts

Data Analysis

Data integration

Access to Data

Phase 2

Municipal Response Model

Training

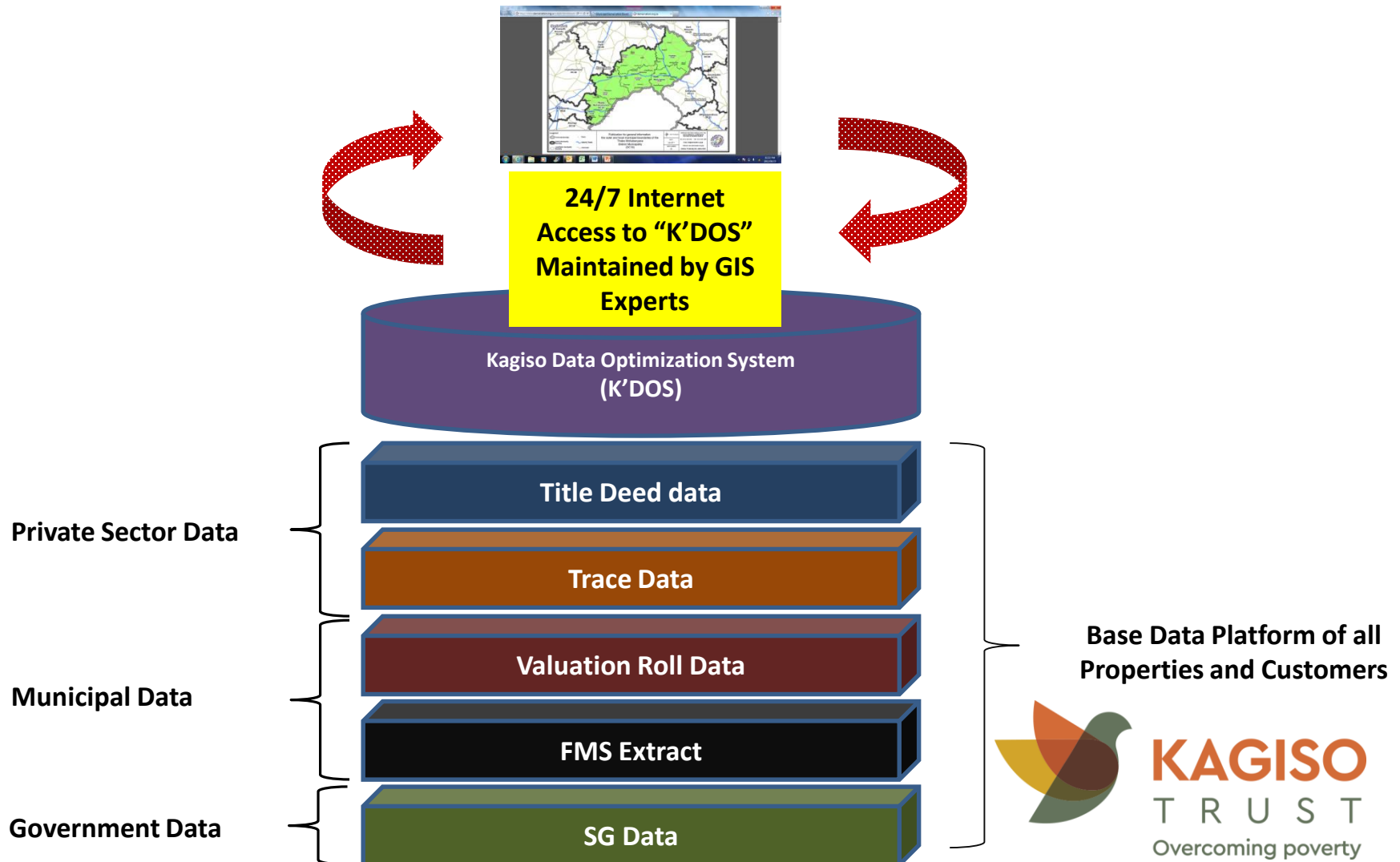
Data Purification

Data Validation

FMS corrections

Debt Resolution

Creation of a Municipal Integrated Database



Summary Debt Stats for 6 Municipalities

Summary six Municipalities			
File Type	Top 500 Business Debt	Top 20 Business Debtors	%
Age Balance	896 567 842	681 815 909	76%
Debt Balance	921 570 409	684 601 837	74%

Total Top 500 Business Debtors for 6 Municipalities 3000 accounts

Total Top 20 Business Debtors for 6 Municipalities 120 accounts

Top 120 Business Debtors 76% of Top 3000 accounts

Emfuleni Municipality		
Description	Total of the Top 500	% incorrect
Incorrect ID Numbers	357	71%
Blank ID	247	49%
Lesedi Municipality		
Description	Total of the Top 500	% incorrect
Incorrect ID Numbers	351	70%
Blank ID	172	34%
Merefong Municipality		
Description	Total of the Top 500	% incorrect
Incorrect ID Numbers	356	71%
Blank ID	226	45%
Randfontein Municipality		
Description	Total of the Top 500	% incorrect
Incorrect ID Numbers	376	75%
Blank ID	228	46%
Westonaria Municipality		
Description	Total of the Top 500 (336)	% incorrect
Incorrect ID Numbers	277	82%
Blank ID	273	81%
Midvaal Municipality		
Description	Total of the Top 500	% incorrect
Incorrect ID Numbers	283	57%
Blank ID	253	51%

Summary of ID Number Accuracy

Summary of Municipal ID Number Accuracy		
Description	ID Numbers of the Top 3000 incorrect	% incorrect
Incorrect ID Numbers	2000	67%
Blank ID	1399	47%

Emfuleni Municipality		
Company Reg No Description	Total of the Top 500	% incorrect
Incorrect Company Reg No	370	74%
Blank ID	229	46%
Lesedi Municipality		
Company Reg No Description	Total of the Top 500	% incorrect
Incorrect Company Reg No	480	96%
M	18	4%
22/22222/22	38	8%
Blank ID	286	57%
Merefong Municipality		
Company Reg No Description	Total of the Top 500	% incorrect
Incorrect Company Reg No	500	100%
Blank ID	500	100%
Randfontein Municipality		
Description	Total of the Top 500	% incorrect
Incorrect Company Registration Numbers	493	99%
Blank Company Registration Numbers	456	91%
Westonaria Municipality		
Company Reg No Description	Total of the Top 500 (336)	% incorrect
Incorrect Company Reg No	333	99%
Blank ID	329	98%
Midvaal Municipality		
Company Reg No Description	Total of the Top 500	% incorrect
Incorrect Company Reg No	253	51%
0	16	3%
1	19	4%
Blank ID	208	42%

Summary of Incorrect Company Registration Numbers

Company Reg No Description	Total of the Top 3000	% incorrect
Incorrect Company Reg No	2429	81%
Blank Company Reg Numbers	2008	67%

81% Of Company Registrations Incorrect & 67% of the Company Registration Numbers are Blank

Debtor Profile and Data Purification Page

Default x Top 500 Report x

www.kdos.co.za/AccessMunicipalPages/MunicipalTop500Report.aspx

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Export Home Dashboard(M) Properties Debtors Reports Query

Export Feature

Municipal Data

Property	0010110000154500000000000
Account	100071026
Debtor Type	BUSINESS
Register Date	1994-01-07
Owner/Tenant	T
SG Key	UNK
IDNumber	
CompanyRegNumber	22/22222/22
Name/s	
Surname	BRITISH AMERICAN TOBACCO
Service Count	2
Postal Address	
Address1	PO BOX 506
Address2	HEIDELBERG
Address3	GAUTENG
Address4	
Address5	
PostalCode	1438
Home Number	

Trace Data

Property	0010110000154500000000000
Account	100071026
Debtor Type	BUSINESS
Register Date	2007-09-05
Owner/Tenant	T
SG Key	UNK
IDNumber	7010295253084;6904285039084;
CompanyRegNumber	2007025337/10
Name/s	LEONARD JACQUES JOUBERT;HEINRICH MATHIAS STANISLAV
Surname	BRITISH AMERICAN TOBACCO (AME) EXPORTS LTD
Service Count	2
Postal Address	
Address1	P O BOX 11 CAPE TOWN,8001
Address2	
Township	
PostalCode	
Physical Address	
Address1	34 ALEXANDER STREET,STELLENBOSCH
Address2	
Township	
PostalCode	0219481634;;
Home Number	0217881311

GV Data

Property	0010110000154500000000000
Account	100071026
Debtor Type	BUSINESS
Register Date	1994-01-07
Owner/Tenant	T
SG Key	UNK
IDNumber	
CompanyRegNumber	22/22222/22
Name/s	
Surname	
Service Count	
Postal Address	
Address1	
Address2	
Address3	
Address4	
Address5	
PostalCode	
Home Number	

Cleaned Data

Property	0010110000154500000000000
Account #	100071026
Debtor Type	
Register Date	
Owner/Tenant	
SG Key	
IDNumber	
CompanyRegNumber	
Name/s	
Surname	
Service Count	
Postal Address	
Address1	
Address2	
Address3	
Address4	
Address5	
PostalCode	
Home Number	

Data Purification Template

General Valuation Role Data

Trace Data

Municipal FMS Data

Online

SFDBFNG | LFSFDI | 0010180000348600000000000000 | 101414815 | BUSINESS

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Debtor Profile Continued

Default x Top 500 Report x

www.kdos.co.za/AccessMunicipalPages/MunicipalTop500Report.aspx

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Home Dashboard(M) Properties Debtors Reports Query

;0219791473;021
;0218838275;0888352488;
LUCHE_JOUBERT@BAT.COM;HEIN_STANDER@BAT.C
LJOUBERT@GOALNET.CO.ZA;HEINRICH.STANDER@E
LUCHEJ@GOALNET.CO.ZA;HSTANDER@PANASONIC

E-Mail

E-Mail

Update Cancel

KDos Debtors List

Prev Next Refresh

Account and Stand Details			Debtor Details								
UnitNumber	AccountNumber	DebtorTypeDescr	Name	IDNumber	CompanyRegistra	OWNER/TENANT	StartDate	TerminationDate	Consumer Balance	AgeBalance	Active
001000000001300	100012704	BUSINESS	BRITISH AMERICAN TOBACCO SA (PTY)LTD		22/22222/22	T	1994/01/07	2012/03/15	0.00	0.00	<input type="checkbox"/>
001000000001300	100012831	BUSINESS	BRITISH AMERICAN TOBACCO SA (PTY)LTD			T				51.91	<input checked="" type="checkbox"/>
001011000015450	100071019	BUSINESS	BRITISH AMERICAN TOBACCO SA (PTY)LTD	BRIT10001		T				0.00	<input checked="" type="checkbox"/>
001000000001300	100012743	BUSINESS	BRITISH AMERICAN TOBACCO SA (PTY)LTD		1	T				0.00	<input type="checkbox"/>
									10,408,20		
									Online		

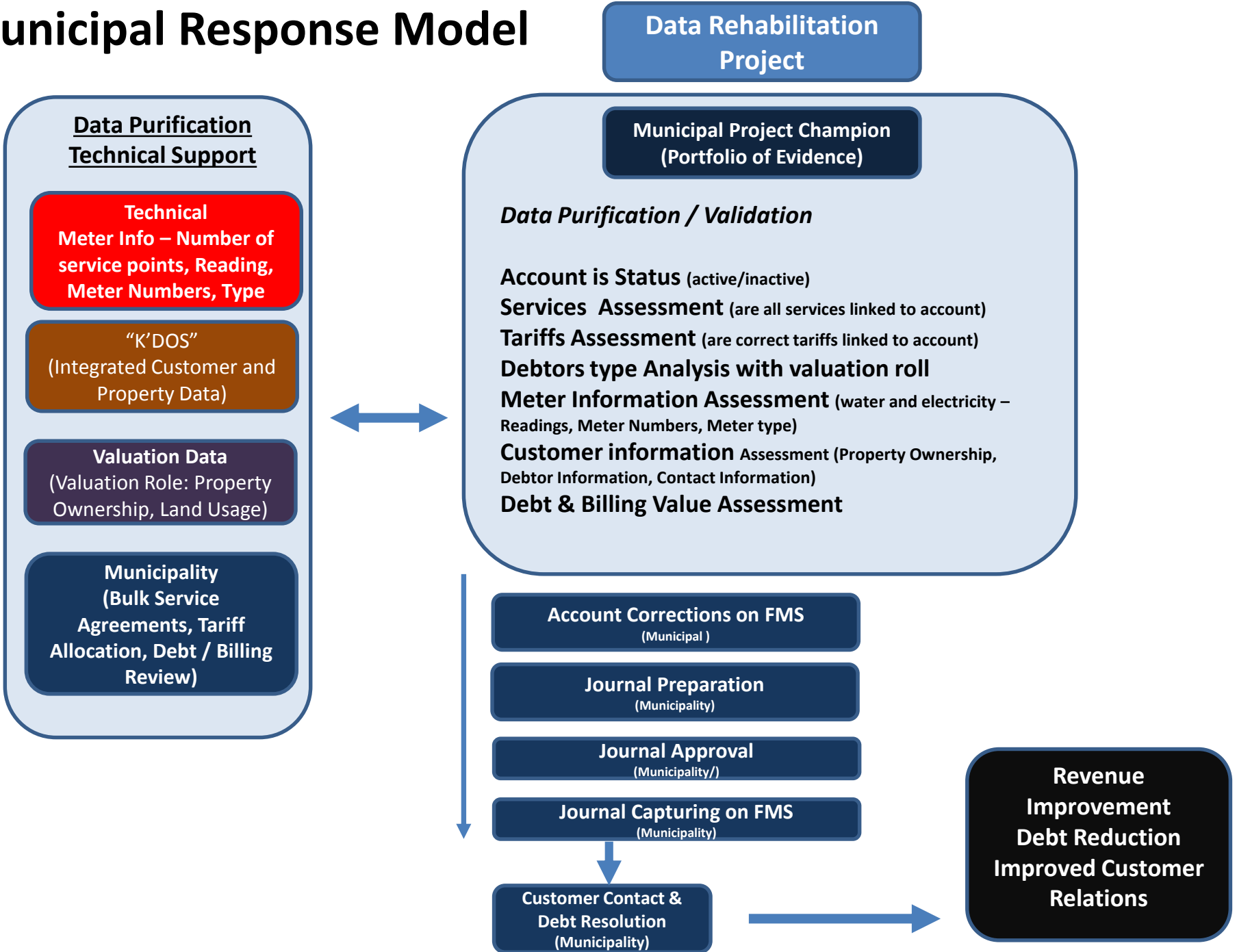
SFDIBENG I SFSDI 0010180000348600000000000000 101414815 7 BUSINESS

Windows 10 Taskbar: File Explorer, Microsoft Edge, Adobe Reader, OneDrive, Google Chrome, Microsoft Word, Outlook, PowerPoint, Excel, Calendar, Skype

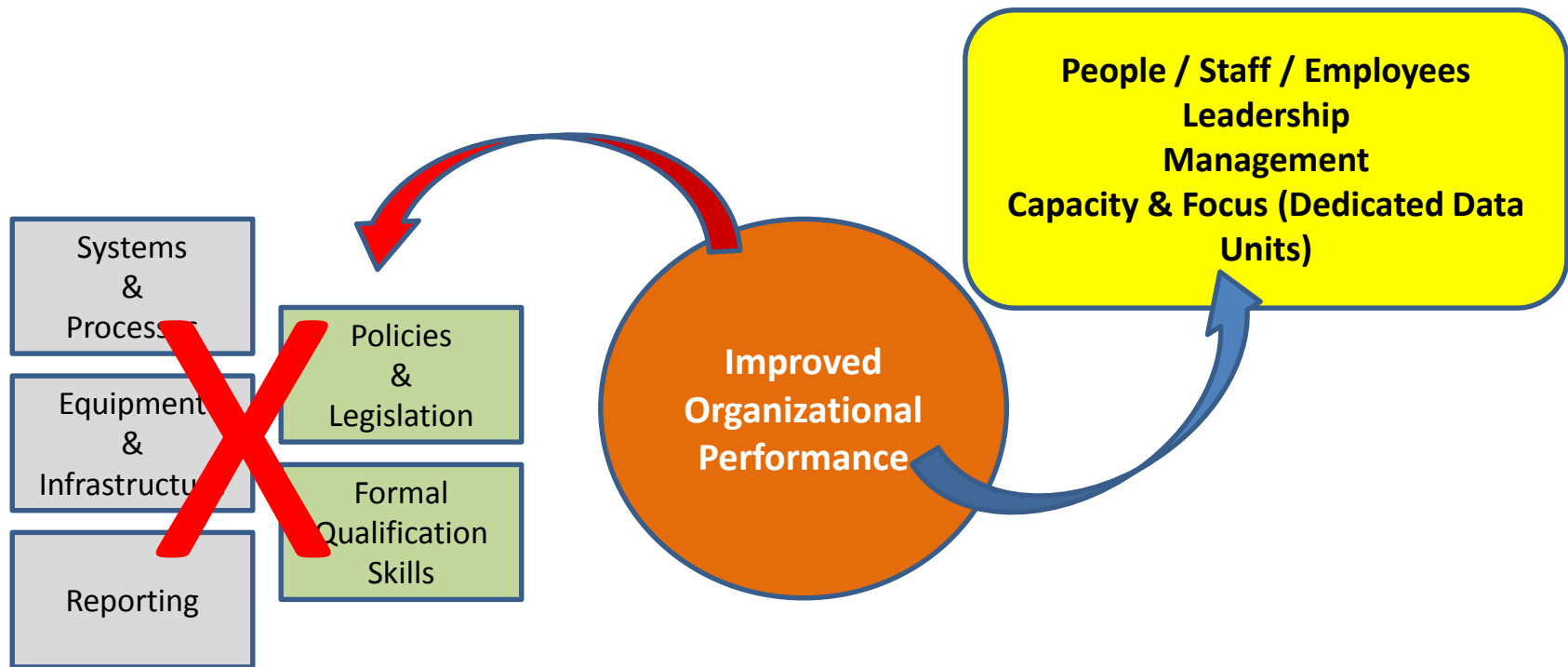
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Critical: All accounts linked to the property and debtor

Municipal Response Model



Organizational Development Focus



Benefits To Date

**Focus on Top 20 Business Debtors
+- R50 million Debt Resolved
Combination of (Right-Off, Collection, Combination)**

**Biggest Benefit is improved current account Payments
and Accurate Debt Book**

**Quick Wins are not
the focus of the
solution**



KAGISO

T R U S T

Overcoming poverty

THANK YOU

Paul Smith

Kagiso Trust Consultancy

Cell: 083 454 6480

Email: psmith@ktconsultancy.co.za