



“Revenue Assurance through the Metering Process”

Presented by Charmain Peter



MUSIC INDUSTRY LOOSES BILLIONS DUE TO ILLEGAL DOWNLOADS

1999 - \$15billion Revenue

19 years of losses

2016 –\$7.7billion



2016 Artists starting
making use of streaming
vs record label companies



2018 First artist in history
to have 3 albums reach
1 billion streams



TECHNOLOGY TO THE RESCUE



Royalty Free Superman



I STOPPED FIGHTING
WITH MY INNER
DEMONS.

WE'RE ON THE SAME
SIDE NOW.

RATIONALIZATION



- Meters
 - Prepaid
 - Conventional
 - AMR KVA

Rich Man/Poor Man/Black/White/Old/Young

Eish! Biggest challenge: Mindset

What we are conditioned to believe



Over 40,000 people have participated
in the Matrix Experiments.

NEARLY 70% CHEATED.

Conducted by Dan Ariely
Institute of Advance Study

BIG CHEATERS

20+



\$400+

LITTLE CHEATERS

28,000+

\$50,000+

\$1 a cheat. 7 out of 10 cheated

Revenue Assurance:

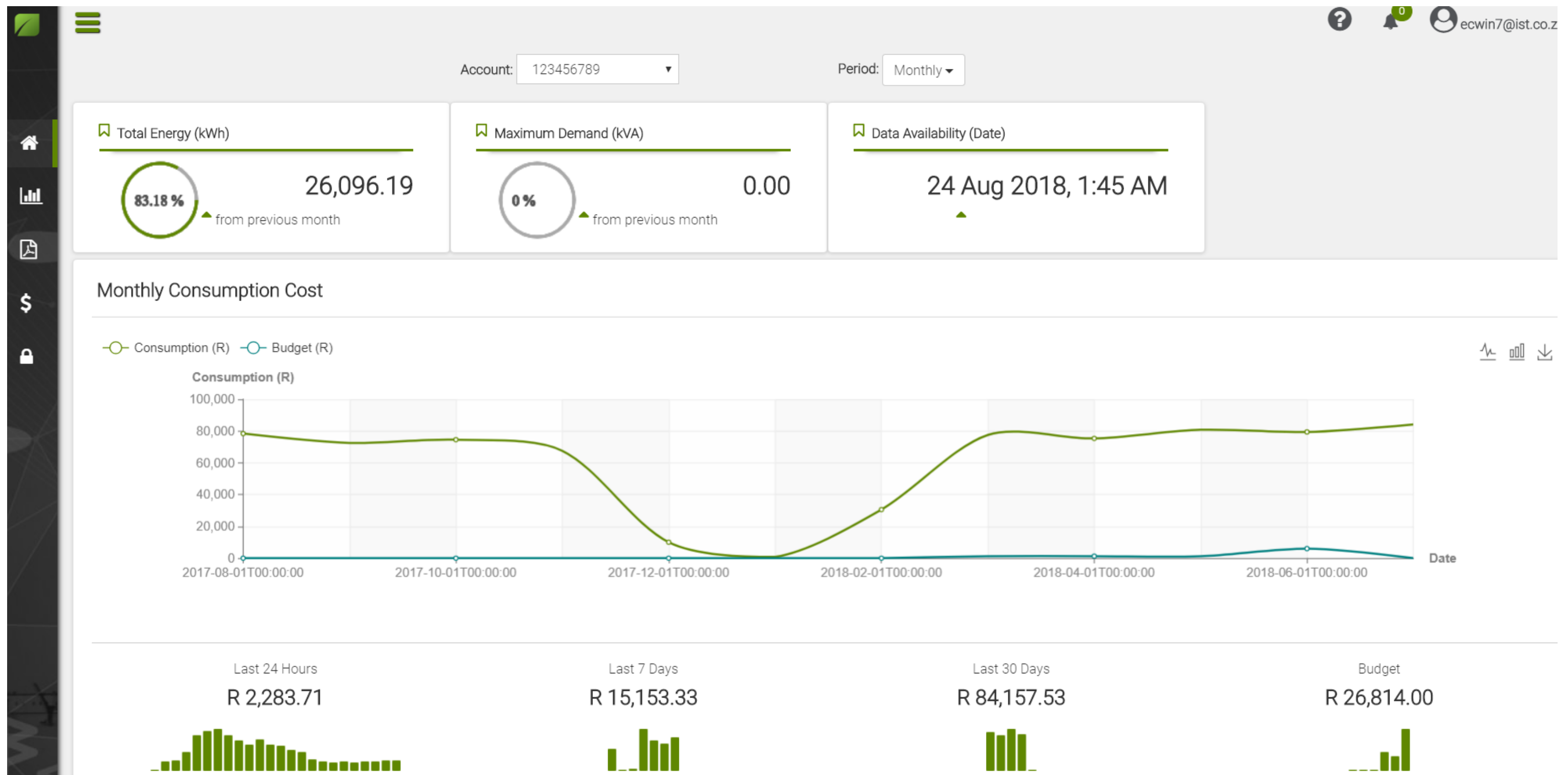
Using processes & software solutions
to accurately capture revenue

Detecting errors

Correcting them

...before they reach the billing system

CLIENT PORTAL



Invoices

Show entries

Account	Invoice Description	Date	Value	Download PDF
123456789	123456789 - 201806	20/06/2018, 16:08:42	R 1606	Download PDF
123456789	123456789 - 201806	20/06/2018, 16:08:42	R 1607	Download PDF
123456789	123456789 - 201806	20/06/2018, 16:08:42	R 1608	Download PDF
123456789	123456789 - 201806	20/06/2018, 16:08:43	R 1609	Download PDF
123456789	123456789 - 201806	20/06/2018, 16:08:43	R 1610	Download PDF
123456789	123456789 - 201806	20/06/2018, 16:08:43	R 1611	Download PDF
123456789	123456789 - 201806	20/06/2018, 16:08:43	R 1701	Download PDF
123456789	123456789 - 201806	20/06/2018, 16:08:43	R 1702	Download PDF
123456789	123456789 - 201806	20/06/2018, 16:08:43	R 1703	Download PDF
123456789	123456789 - 201806	20/06/2018, 16:08:44	R 1705	Download PDF

Showing 1 to 10 of 15 entries



Tariff Analysis

Start Date: 2018-07-31T22:00:00

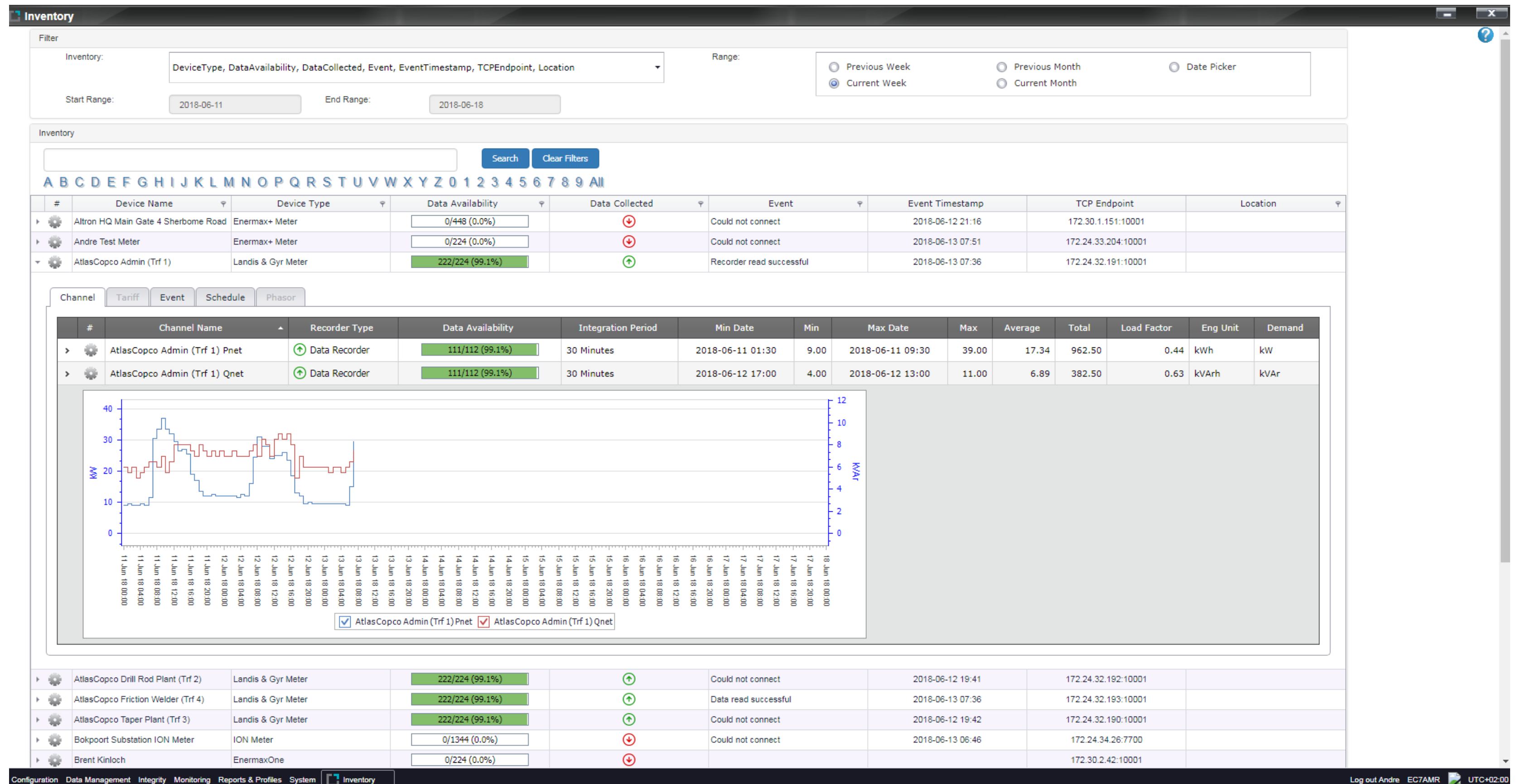
End Date: 2018-08-31T22:00:00

Tariff: Megaflex - Tshwane

Account Number: 123456789

Component	Value	Unit	Rate	Cost
TOU Off-Peak Active Energy - High Season	11,189.20	kWh	0.66	R 7,435.23
TOU Off-Peak Active Energy - Low Season	0.00	kWh	0.57	R 0.00
TOU Peak Active Energy - High Season	4,807.83	kWh	3.41	R 16,411.51
TOU Peak Active Energy - Low Season	0.00	kWh	1.31	R 0.00
TOU Standard Active Energy - High Season	10,424.22	kWh	1.25	R 12,996.92
TOU Standard Active Energy - Low Season	0.00	kWh	0.81	R 0.00
Service Charge	1.00	Month	2,056.67	R 2,056.67
TOU Network Demand	0.00	kVA	170.41	R 0.00

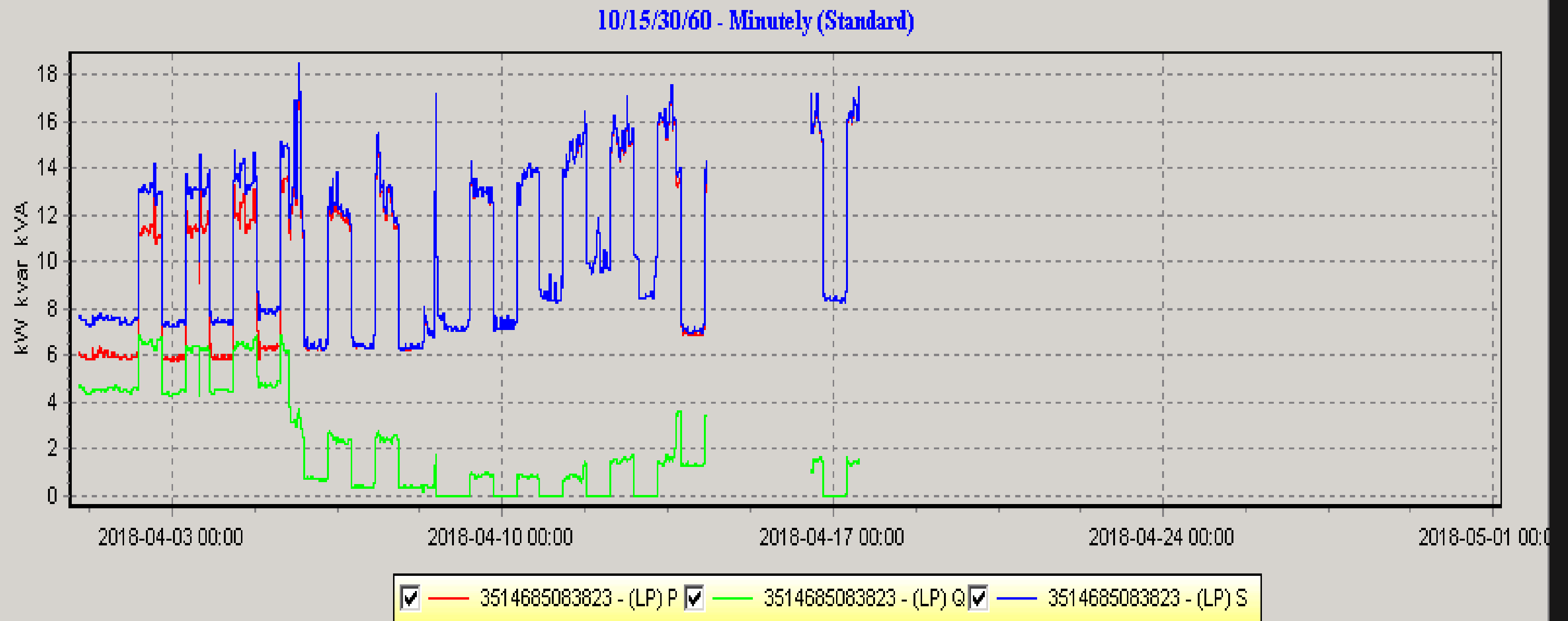
CONTROL ROOM ENVIRONMENT




integrate.solve.together.


IMAGE NUMBER 3


AUTOMATED METER READING SYSTEM



Powertech System Integrators

Start Date: 2018-05-12 00:01 

End Date: 2018-06-13 00:00 









2018-06-12 17:52:11


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2018-06-12 16:46:35
2018-06-12 15:42:33
2018-06-12 08:44:51
2018-06-12 07:45:56
2018-06-12 06:46:43
2018-06-12 05:47:43

 Voltage_A
 Voltage_B
 Voltage_C
 Current_A
 Current_B
 Current_C

Phase	Voltage	Current	Voltage Angle	Current Angle	PF
A	239.85	0.4	0	26	-0.9
B	232.99	1.12	126.8	152.8	-0.9
C	234.08	0.48	242.2	261.2	-0.95

Start Date: 2018-06-01 22:25 

End Date: 2018-06-06 00:00 









2018-06-05 21:49:16

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2018-06-05 20:52:53
2018-06-05 17:48:43
2018-06-05 13:45:51
2018-06-05 09:50:26
2018-06-05 04:45:00
2018-06-05 03:42:00

 Voltage_A
 Voltage_B
 Voltage_C
 Current_A
 Current_B
 Current_C

Phase	Voltage	Current	Voltage Angle	Current Angle	PF
A	239.82	0.42	0	29	-0.87
B	235.19	0.81	125.9	165.9	-0.77
C	237.18	0.48	242.2	258.2	-0.96

Highlight:

- Intake points – Bill comparison
- NMD penalties
- Substation metering
 - Energy Balancing
 - Data Analytics
- Meter disconnected/reconnected

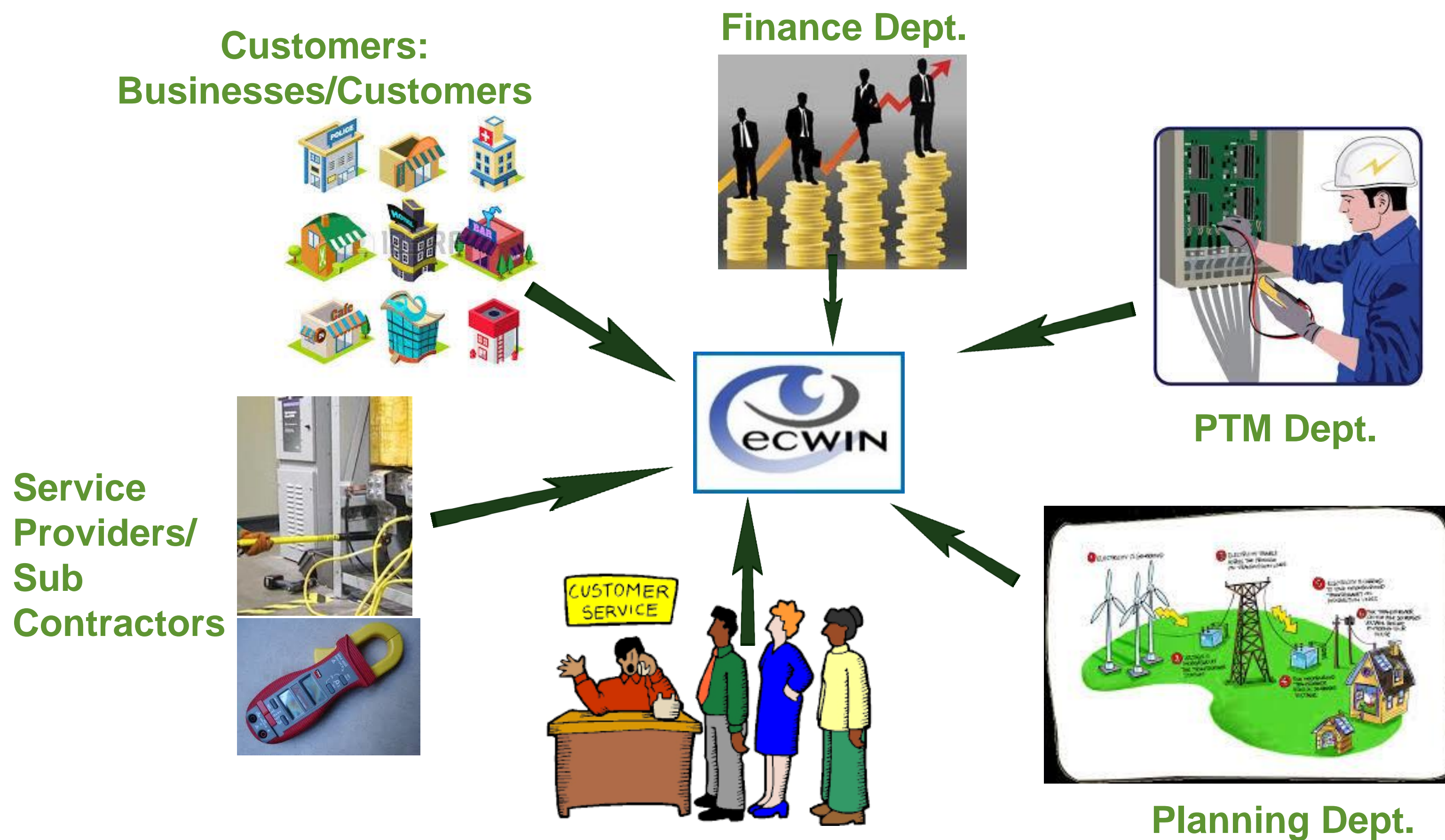
AMR STRATEGIES:

- All Businesses, bulk supplies
- Cost – Tariff recoup
- Fault log reports
- Meter movement
- Ground level investigations

TECHNICAL REPORTS:

- Feeders not billed
 - R40mill
- Substations blown up, not metered
 - R50mill
- Incorrect CT ratio 25%. 16 + years
 - R14mill
- Stuck/Interim kVA, small customer
 - R100k
- Approx. R1billion 1 munic

TECHNOLOGY BRINGS PEOPLE AND DATA TOGETHER



IN CONCLUSION:

TECHNOLOGY BRINGS PEOPLE AND DATA TOGETHER

- AMR

PEOPLE NEED TO BE CHALLENGED ON THEIR THOUGHTS

- 2 STRATEGIES

STRATEGY 1: Teach/Remind/Debate Moral Values



STRATEGY 2: Appeal to Patriotism

...United we shall stand,
Let us live and strive for freedom,

O South Africa,
Our land. 



**God save our gracious
Queen, long live our
noble Queen, God
save the Queen.**



National anthem of South Africa words, lyrics & translation

Nkosi sikelel' iAfrika (*Xhosa*)

Maluphakanyisw' uphondo lwayo, (*Xhosa*)

Yizwa imithandazo yethu, (*Zulu*)

Nkosi sikelela, thina lusapho lwayo. (*Zulu*)

Morena boloka setjhaba sa heso,

O fedise dintwa le matshwenyeho,

O se boloke, O se boloke setjhaba sa heso,

Setjhaba sa, South Afrika.

God [Lord] bless Africa

May her glory be lifted high

Hear our petitions

God bless us, Your children

God we ask You to protect our nation

Intervene and end all conflicts

Protect us, protect our nation, our nation, South Africa