



# SOUTHERN AFRICA REVENUE PROTECTION ASSOCIATION

## IMPORTANT ANNOUNCEMENT



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#### SARPA INTRODUCES NEW AND IMPROVED SERVICES AND A NEW MEMBERSHIP FEE STRUCTURE

The SARPA Executive Council had a workshop recently to review its core business to determine ways to improve alignment with our members' needs. It also reviewed the offerings of similar organisations to see whether it is in line with industry standards in terms of services, product offerings and fees. The workshop revealed the following;

- 1) that SARPA can offer more beneficial services to its members, and
- 2) that the current membership fee structure and rates are out of line with similar organisations.

The Executive Council has developed a new product membership package and has decided to adopt a fee structure based on the AMEU's model. SARPA continually strives to support and develop more efficient ways for utility members to protect their income and assets. Our new services will provide members with access to industry developments and standardisation, workshops, training and professional development as well as best-practice thought leadership and knowledge transfer.

#### NEW SERVICES

- **Revenue Protection Training:** Up to two days per annum of free on-site revenue protection training\* for staff of member utilities and companies.
- **Revenue Recovery Survey:** Free use of the revenue recovery peer review services of the Association\*.
- **Annual Industry Convention:** Discounted attendance to the annual Convention of the Association for any number of staff or councillors of a member utility.
- **Regional Branch Meetings and Workshops:** Free attendance to regular branch meetings and workshops\* held in most provinces around South Africa and in Namibia.
- **Institutional Relations and Affiliations:** Affiliation with the International Utilities Revenue Protection Association, Power Institute of East and Southern Africa, Association of Municipal Electricity Utilities, and the Institute of Municipal Finance Officers.
- **Standardisation:** Membership ensures access to knowledge regarding all related standards and participation in standardisation development processes affecting the industry.
- **Affiliation as a Tender Qualification:** The Association encourages members to implement affiliation with SARPA as a tender requirement, in order to help ensure that revenue protection vendors benefit from formal revenue protection training, as well as the latest in industry trends and best practices.
- **Monthly Newsletter:** Electronic newsletter and social media feeds featuring industry news, best practices and innovations relevant to the revenue protection industry.
- **Access to the SARPA website portal:** Members receive a password to access and download all the latest Revenue Protection documents, as well as the photos and presentations at Conventions and Branch meetings on the website.

#### FUNDING AND MEMBERSHIP FEES

The fees are being increased and the executive council assures members that the value obtained from these services will provide an outstanding return on investment, particularly when compared to commercial rates charged for the same services. The council recommends a new fee structure that is cost reflective. New membership fees should range between R39 325 for Metros to R8 010 for small municipalities and companies per annum. These membership fees are similar to those charged by the AMEU and similar organisations. Few associations offer the attractive training facilities that SARPA does and obviously these add to the operating costs of the association. Development and growth lies in the hands of staff who are up to date with the latest trends and techniques when providing their council with revenue protection services. This also applies to vendors and contractors employed by your municipality, who now also have access to SARPA training facilities. *\*NOTE: Member utility or company is required to pay for only the travel and accommodation of the facilitator or review panel, as well as provide a venue for the event.*

Member of the International Utilities Revenue Protection Association

