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Can We Become Revenue Protection Champions in Africa?

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Abstract

Electricity distribution losses of 10% to 25% are common in utilities in Southern Africa.

These losses are generally attributed to either illegal acts both from within the company or external to the company and inefficiencies in the management of the revenue management value chain.

Causal factors are outlined, “best practice” revenue protection methods are described, and the need for “champions” and Association benefits are explored.