LOK SATTA

Presentation to APTANSCO

By

CORE

9th February 2001
Objectives

FOR CONSUMERS

* QUALITY POWER
* FAIR TARIFF
* CONSUMER FRIENDLY SERVICE

FOR APTRANSCO

* RATIONAL, IMPLEMENTABLE REFORM
* PERFORMANCE IMPROVEMENT
SYNOPSIS

I) CURRENT ENVIRONMENT
II) AVAILABLE OPTIONS
III) RECOMMENDED MODEL
CURRENT ENVIRONMENT:

IRATE CUSTOMERS.

* VOLTAGE FLUCTUATION LEADING TO DAMAGE OF COSTLY EQUIPMENT
* DEFECTIVE BILLING; DELAYED RECTIFICATION
* FAULTY METERS

The reputation of this office is getting from bad to worse.
That chap wants to know where to give the bribe!
LOSSES

* Transmission and Distribution Losses - 22%

* Theft - 13%

* Rampant corruption

Actually we have been saving a lot of it without effort for years! We hardly get any at our place.
# METERING STATUS OF 3 Sub-Station Pilot Projects

<table>
<thead>
<tr>
<th>No.</th>
<th>Sub-Station</th>
<th>Input Meter</th>
<th>33.KV No. of Feeders</th>
<th>Meters Fitted</th>
<th>11.KV Feeder No. of Feeders</th>
<th>Meters Fitted</th>
<th>DTRS No. of DTRs</th>
<th>Meters Fitted</th>
</tr>
</thead>
<tbody>
<tr>
<td>1.</td>
<td>Gajwel</td>
<td>NIL</td>
<td>6</td>
<td>2</td>
<td>140</td>
<td>136</td>
<td></td>
<td></td>
</tr>
<tr>
<td>2.</td>
<td>Bhongiri</td>
<td>NIL</td>
<td>5</td>
<td>5</td>
<td>162</td>
<td>68</td>
<td></td>
<td></td>
</tr>
<tr>
<td>3.</td>
<td>Chanchalguda</td>
<td>YES</td>
<td>6</td>
<td>6</td>
<td>116</td>
<td>14</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
# Consumer Survey Report

Gajwel Sub-Station: B.V Pur & Jaligaon Feeders

<table>
<thead>
<tr>
<th>Domestic Services</th>
<th>586 No.</th>
</tr>
</thead>
<tbody>
<tr>
<td>— Without Meters</td>
<td>208</td>
</tr>
<tr>
<td>— Meter Services in Operation</td>
<td>230</td>
</tr>
<tr>
<td>— Non Functional Meters</td>
<td>124</td>
</tr>
<tr>
<td>— Unauthorised</td>
<td>24</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Unmetered Services</th>
</tr>
</thead>
<tbody>
<tr>
<td>— Working Pump Sets.</td>
</tr>
<tr>
<td>— Not In Use</td>
</tr>
<tr>
<td>— Other Miscellaneous Services</td>
</tr>
</tbody>
</table>
Status of Consumer Meters as per ERO records as on 30.12.2000

- Domestic Consumer Services in 12 Villages 6595
- Billed Based on Meter Readings (Accuracy?) 63%
- Billed at Flat Rate for new Services without meters 17%
- Non Functional (2,3,9 etc.) 20%
Energy Audit & Balance

Transmission

— Metering of input & Output Energies of all 400KV, 220KV, 132KV Sub-Stations for identifying causes of Transmission Losses & to Assess them Accurately.

— Yard Consumption Not Measured

— 2000-2001 4.5%

— 2001-2002 8.5%
**Distribution**

— Metering of Energy input of all 11KV feeders and LT side of all Distribution Transformers

— Reading of Meters of 11KV Feeders at the Sub-Station and the meters of Distribution Transformers fed by respective feeders should be taken at the same time only.

— Reading of meters of Distribution Transformers and the service meters fed from corresponding Transformer should be done on the same day.

— Bills should contain particulars of Feeder code & Distribution Transformers code No.s

— Distribution Transformers energy output - Energy billed = LT line losses + unmetered Services + Theft.
Accountability for Energy Audit and Balance

Specific Officers / Staff Should be made Accountable for Energy Audit & Balance at the following levels

— Distribution Transformers

— 1KV Feeders

— 33 / 11KV Sub-Stations (Including 33kv lines)
Organisation Restructuring

- Metering reading
- Bill Preparation
- Bill delivery
- Collection
- Disconnection

Commercial Wing

Under Single control

to be accountable to the local Unit head i/c OP+Commercial
+ to be vertically accountable to central Accounts Office.
IS SITUATION BEING ADDRESSED?

HARDLY

Distribution cos’ financial condition

Losing money despite tariff increase
Losses accentuated by accumulated dues
Limited funds to upgrade equipment
No effort to restructure or re-engineer
Operations a heady Privatized - but no integration

1) Operation of Some 33/11KV
2) Repair and maintenance of some of the sub-station accessories.
3) Repair of Distribution Transformers.
4) Street light maintenance in Hyderabad
5) Fuse calls in Hyderabad
6) Meter reading
7) Billing preparation
8) Bill delivery in some places
9) collection through banks in select areas
Objectives in Agriculture Sector

1) Not revenue increase but saving of Power

2) Metering as an incentive to save power

3) Pilot Projects etc. West-Godavari covering large areas - with special incentives if necessary (say meters tariff <35ps / unit)

4) Incentive of continuous supply for shows during more acceptable hours for meters areas
STAFF BLUES:

* DISORGANIZED ORGANISATION

* LOW ACCOUNTABILITY, NO MOTIVATION, NO QUALITY STANDARD

* HIGH CORRUPTION
RESULT

HIGHER TARIFF BUT LOWER QUALITY & POOR CUSTOMER SERVICE
It’s a CATCH -22 Situation but (we feel)

‘Taint no use to sit & whine
Cause the fish ain't on your line
Bait your hook keep on trying
keep-on going’

Frank L. Stanton
II. OPTIONS FOR PRIVATISATION

A. STATUS QUO
B. PRIVATISE 4 GOVT COs
C. LOK SATTA MODEL
B. BIG IS NOT BEAUTIFUL IN POWER; WHY?

Each of 4 companies

* Covers 6 to 8 districts

* Consumers are small and far-flung

* Could lead to logistic problems & poor customer service

* No known success of this model

* Drastic change required to alter mind-set of people, consumers, employees and politicians
“SMALL IS BEAUTIFUL”

C) LOK SATTA MODEL

ENTRUST DISTRIBUTION & RETAIL SUPPLY TO 150 PVT ENTREPRENEURS, EACH LOOKING AFTER CONSUMERS UNDER ONE 132/33 KV SUB-STATION

OR

11KV FEEDERS OPERATION & MEINTENANCE INCLUDING CUSTOMER SERVICEEES TO BE ETRUSTED TO FRANCHISES
SUGGESTED MODALITIES

* Invite tenders; Transparent
* Lease capital assets to successful bidder for 5/7 years
* Choose bidder based on highest lease rental
* Continue to lease additional capital assets each year, to upgrade the system and meet enhanced growth needs.
Tariff

* APERC will decide end user tariffs - for all categories, common to all Lessees.
* Lessee collects revenue from consumers accordingly
* Lessor and Lessee will jointly decide rate each Lessee pays to Lessor depending on
  • Composition of Consumers
  • losses in his respective area
Plant and equipment upgradation

- Every 6 months discuss pre-requirements
- Lessor will procure and supply to lessee
Carrot & stick approach

* Termination clause in Lease agreement for failure to perform

* Rewards result if planned reduction in commercial and transmission losses achieved.

* Additional profits made by a Lessee through better operation, maintenance, billing and collection shall be his major incentive.
Why Lok Satta model?

- More hands-on approach
- Breeds local entrepreneurs
- Understand local milieu
- Can control present ills like theft, corruption and unmetered wasteful agricultural consumption
- Will provide better Employee motivation
- Encourage competition

Less commercial & distribution losses
Offer better customer satisfaction
Importance of Lok Satta Model

Experience at 3 pilot projects
re-enforces our proposal
Experience at 3 pilot projects.

- We came across Gajwel street-lighting adhoc bill of Rs.800/- and arrears of Rs.1,00,000/-. 
- We came across three 11kv feeders, all three controlled by only one breaker. 
- We came across a power distribution transformer on the road side mounted on a plinth of 2 feet height only. Live terminals were in the reach of children and animals.
- We came across a 400 volt overhead line crossing an 11 kv line. To keep a safe vertical separation between the two, a wooden stick was tied to the four wires and they were kept pulled down by tying two 10” stones to the stick.
- We came across an 11 kv feeder, feeding across a wall a Printing Press. The difference in the meter readings at the feeder emanating from the sub-station and incoming at the Press was 50%.
Reasons for the above horrendous situation.

- Demotivated, some times corrupt staff.
- Untrained Contractors whose performance is NOT monitored.
- Sustained campaign to educate consumers on safety and efficient use of electricity.
- Groups that read meters, companies that do computerized billing, groups that serve (or do not serve) bills and the group that collects revenue and the group that has to take action in case of default are all independent without any unified through the chain accountability.
- Total disregard for safety at all levels.
Hence re-enforcement of our proposal

- The situation at the Distribution and supply level is so chaotic, so heart rending, so inefficient and so theftful that the only way to retrieve the situation in the shortest possible time is to give unified responsibility to a local entrepreneur with full powers and sufficient incentive.
- Hence our insistence on introducing at least 150 entrepreneurs as Lessees.
- One could think of 1,600 entrepreneurs also.
- They could be Franchisees or contractors or co-operatives.
- But they must have unified responsibility, full powers and sufficient incentive.
Presentation to APTRANSCO

By

CORE

9th February 2001
Objectives

FOR CONSUMERS

* QUALITY POWER
* FAIR TARIFF
* CONSUMER FRIENDLY SERVICE

FOR APTRANSCO

* RATIONAL, IMPLEMENTABLE REFORM
* PERFORMANCE IMPROVEMENT
SYNOPSIS

I) CURRENT ENVIRONMENT
II) AVAILABLE OPTIONS
III) RECOMMENDED MODEL
CURRENT ENVIRONMENT:

IRATE CUSTOMERS.

* VOLTAGE FLUCTUATION LEADING TO DAMAGE OF COSTLY EQUIPMENT
* DEFECTIVE BILLING; DELAYED RECTIFICATION
* FAULTY METERS

The reputation of this office is getting from bad to worse. That chap wants to know where to give the bribe!
LOSSES

* Transmission and Distribution Losses -22%

* Theft - 13%

* Rampant corruption

Actually we have been saving a lot of it without effort for years! We hardly get any at our place.
# METERING STATUS OF 3 Sub-Station Pilot Projects

<table>
<thead>
<tr>
<th></th>
<th>33KV</th>
<th>11KV Feeder</th>
<th>DTRS</th>
</tr>
</thead>
<tbody>
<tr>
<td>Input Meter</td>
<td>No.of Feeders</td>
<td>Meters Fitted</td>
<td>No. of DTRs.</td>
</tr>
<tr>
<td>1) Gajwel</td>
<td>NIL</td>
<td>5</td>
<td>2</td>
</tr>
<tr>
<td>2) Bhongiri</td>
<td>NIL</td>
<td>5</td>
<td>5</td>
</tr>
<tr>
<td>3) Chanchalguda</td>
<td>YES</td>
<td>6</td>
<td>6</td>
</tr>
</tbody>
</table>

4C
# Consumer Survey Report

**Gajwel Sub-Station:**

<table>
<thead>
<tr>
<th>Service</th>
<th>Count</th>
</tr>
</thead>
<tbody>
<tr>
<td>Domestic Services</td>
<td>586 Nos.</td>
</tr>
<tr>
<td>— Without Meters</td>
<td>208</td>
</tr>
<tr>
<td>— Meter Services in Operation</td>
<td>230</td>
</tr>
<tr>
<td>— Non Functional Meters</td>
<td>124</td>
</tr>
<tr>
<td>— Unauthorised</td>
<td>24</td>
</tr>
</tbody>
</table>

| Unmetered Services                   | 412 Nos.|
| — Working Pump Sets                  | 331 (Agl.)|
| — Not In Use                         | 65 (Agl.)|
| — Other Miscellaneous Services       | 16      |

**B.V Pur & Jaligaon Feeders**
Status of Consumer Meters as per ERO records as on 30.12.2000

- Domestic Consumer Services in 12 Villages 6595
- Billed Based on Meter Readings (Accuracy?) 63%
- Billed at Flat Rate for new Services without meters 17%
- Non Functional (Status -2,3,9 etc.) 20%
Energy Audit & Balance

Transmission

— Metering of Input & Output Energies of all 400KV, 220KV, 132KV Sub-Stations for identifying causes of Transmission Losses & to assess them accurately.

— Yard Consumption Not Measured

— 2000-2001 4.5%

— 2001-2002 8.5%
Distribution

— Metering of Energy input of all 11KV feeders and LT side of all Distribution Transformers
— Reading of Meters of 11KV Feeders at the Sub-Station and the meters of Distribution Transformers fed by respective feeders should be taken simultaneously.

— Reading of meters of Distribution Transformers and the service meters fed from corresponding Transformer should be done on the same day.
— Bills should contain particulars of Feeder code & Distribution Transformers code Nos.
— Distribution Transformers energy output --Energy billed = LT line losses + unmetered Services +Theft.
Accountability for Energy Audit and Balance

Specific Officers / Staff Should be made Accountable for Energy Audit & Balance at the following levels

— Distribution Transformers

— 11KV Feeders

— 33 / 11KV Sub-Stations (Including 33kv lines)
Organisation Restructuring

Commercial Wing

Under Single control

to be accountable horizontally to the local Unit head I/C of Operations and Commercial wing

&

to be vertically accountable to Central Accounts Office.
IS SITUATION BEING ADDRESSED?

HARDLY

Distribution Cos’ financial condition

- Losing money despite tariff increase
- Losses accentuated by accumulated dues
- Limited funds to upgrade equipment
- No effort to restructure or re-engineer
Operations already privatized - but no integration

1) Operation of Some 33/11KV Sub-stations
2) Repair and maintenance of some of the sub-station accessories.
3) Repair of Distribution Transformers.
4) Street light maintenance in Hyderabad
5) Fuse calls in Hyderabad
6) Meter reading
7) Billing preparation
8) Bill delivery in some places
9) Collection through banks in select areas
Objectives in Agriculture Sector

1) Not revenue increase but saving of Power

2) Metering as an incentive to save power

3) Pilot Projects eg: West-Godavari covering large areas - with special incentives if necessary (say meters tariff <35ps / unit)

4) Incentive of continuous supply for 8 hours during more acceptable hours for metered areas
STAFF BLUES:

* DISORGANIZED ORGANISATION
* LOW ACCOUNTABILITY, NO MOTIVATION, NO QUALITY STANDARD
* HIGH CORRUPTION
RESULT

HIGHER TARIFF BUT LOWER QUALITY & POOR CUSTOMER SERVICE
It’s a CATCH -22 Situation but (we feel)

‘Taint no use to sit & whine
Cause the fish ain't on your line
Bait your hook keep on trying
keep-on going’

Frank L. Stanton
II. OPTIONS FOR PRIVATISATION

A. STATUS QUO

B. PRIVATISE 4 GOVT COs

C. LOK SATTA MODEL
B. BIG IS NOT BEAUTIFUL IN POWER; WHY?

Each of 4 companies

* Covers 5 to 7 districts
* Consumers are small and far-flung
* Could lead to logistic problems & poor customer service
* No known success of this model
* Drastic change required to alter mind-set of people, consumers, employees and politicians
“SMALL IS BEAUTIFUL”

C) LOK SATTA MODEL

ENTRUST DISTRIBUTION & RETAIL SUPPLY TO 150 PVT ENTREPRENEURS, EACH LOOKING AFTER CONSUMERS UNDER ONE 132/33KV SUB-STATION

OR

11KV FEEDERS OPERATION & MAINTENANCE INCLUDING CUSTOMER SERVICES TO BE ENTRUSTED TO FRANCHISEES
SUGGESTED MODALITIES

* Invite tenders; Transparent
* Lease capital assets to successful bidder for 5/7 years
* Choose bidder based on highest lease rental
* Continue to lease additional capital assets each year, to upgrade the system and meet enhanced growth needs.
Tariff

* APERC will decide end user tariffs - for all categories, common to all Lessees.

* Lessee collects revenue from consumers accordingly

* Lessor and Lessee will jointly decide rate each Lessee pays to Lessor depending on
  
  • Composition of Consumers
  
  • losses in his respective area
Plant and equipment upgradation

• Every 6 months discuss pre-requirements

• Lessor will procure and supply to lessee
Carrot & stick approach

* Termination clause in Lease agreement for failure to perform

* Rewards result if planned reduction in commercial and transmission losses achieved.

* Additional profits made by a Lessee through better operation, maintenance, billing and collection shall be his major incentive.
Why Lok Satta model?

* More hands-on approach
* Breeds local entrepreneurs
* Understand local milieu
* Can control present ills like theft, corruption and unmetered wasteful agricultural consumption
* Will provide better Employee motivation
* Encourage competition

Less commercial & distribution losses
Offer better customer satisfaction
Importance of Lok Satta Model

Experience at 3 pilot projects re-enforces our proposals
Experience at 3 pilot projects.

- We came across Gajwel street-lighting adhoc bill of Rs.800/- and arrears of Rs.1,00,000/-. 
- We came across three 11kv feeders, all three controlled by only one breaker. 
- We came across a power distribution transformer on the road side mounted on a plinth of 2 feet height only. Live terminals were in the reach of children and animals. 
- We came across a 400 volt overhead line crossing an 11 kv line. To keep a safe vertical separation between the two, a wooden stick was tied to the four wires and they were kept pulled down by tying two 10” stones to the stick. 
- We came across a 11kv feeder, feeding across a wall a Printing Press. The difference in the meter readings at the feeder emanating from the sub-station and incoming at the Press was 50%.
Reasons for the above horrendous situation.

• Demotivated, some times corrupt staff.
• Untrained Contractors whose performance is NOT monitored.
• Sustained campaign to educate consumers on safety and efficient use of electricity.
• Groups that read meters, companies that do computerized billing, groups that serve (or do not serve) bills and the group that collects revenue and the group that has to take action in case of default are all independent without any unified through the chain accountability.
• Total disregard for safety at all levels.
Hence re-enforcement of our proposal

- The situation at the Distribution and supply level is so chaotic, so heart rending, so inefficient and so theftful that the only way to retrieve the situation in the shortest possible time is to give unified responsibility to a local entrepreneur with full powers and sufficient incentive.
- Hence our insistance on introducing at least 150 entrepreneurs as Lessees.
- One could think of 1,600 entrepreneurs also.
- They could be Franchisees or contractors or co-operatives.
- But they must have unified responsibility, full powers and sufficient incentive.