



# Engineering Staff College of India

Autonomous Organ of The Institution of Engineers (India)  
Old Bombay Road, Gachi Bowli, Hyderabad – 500 032. TS, India



## POWER & ENERGY DIVISION

*Continuing Professional Development Programme on*  
**Franchisee Models in Distribution System –  
Implementation – Issues & Challenges**  
13 – 15 November 2019

**255** Cities to adopt discom franchisees as per Shunglu Committee

Thanks to the model, **Bhiwandi** in Maharashtra cut commercial losses to **18%** from 58% in 5 years

Failed experiments: **Ranchi, Gaya, Jamshedpur, Agra, Jalgaon, Aurangabad & Ujjain**

**16** Cities that have so far tried the model

The infographic features a background image of a high-voltage power transmission tower with power lines stretching across the scene. The text is overlaid on this background, with the number '255' in a large, bold, grey font. A yellow box highlights the success story of Bhiwandi. A black circle highlights the number '16' cities that have tried the model. The failed experiments are listed in a bold, black font.



(An ISO 9001:2015 Certified, AICTE & CEA Recognized Institution)

**Centre for Promotion of Professional Excellence**

## **INTRODUCTION**

Distribution franchisee model is a public private partnership initiative that has emerged as a solution to the problems affecting the power distribution segment such as high AT&C losses, poor infrastructure, weak financial position and lack of customer orientation. The model has evolved as a means to break the vicious circle of low realization, low investments, low consumer satisfaction.

Franchisee means a person authorized by a distribution licensee to distribute electricity on its behalf in a particular area within his area of supply. (Electricity Act 2003: clause 2; sub clause27).

The Electricity Act 2003 provides for the appointment of a distribution franchisee in a specified area within the region of supply of the licensee, for which no separate license is required from the regulator. A distribution franchisee acts as an intermediary between the distribution licensee and its consumers. The licensee provides exclusive sale rights to an agency, which is solely responsible for managing the power distribution business in a specified geographical area.

## **OBJECTIVE**

The objective of the program is to create awareness among the utility engineers about the evolution of Franchisee system in distribution sector, types of various franchise methods, effect of franchisee system on the distribution and on the consumers.

## **COURSE COVERAGE**

- Introduction to Distribution franchisee in Indian scenario
- Franchisee model with experiences :
  - Model A-collection based revenue franchisee
  - Model B- Input based revenue franchisee
  - Model c- Input based franchisee
  - Model D- O&M Franchisee
  - Model E- Rural electric cooperative societies
  - Model F- Model E with operations management through contracting
- Business model for different franchisee arrangements
- Roles and responsibilities of various stake holders under different models
- Franchisee selection and sourcing
- Franchisee business planning, bid documents, agreement formats
- Consumer relationship management and consumer awareness
- Franchisee models- Issues & Challenges

## **METHODOLOGY**

The programme will be conducted in an interactive environment providing greater scope for discussions. Emphasis will be on a highly participative style of learning. The faculty will act as provocateurs and resource persons and demonstrate application oriented studies rather than as teachers. The participants are expected to play a very active role not only as learners and facilitators but also as experts and practitioners in their own right.

## **FACULTY**

Apart from Core Internal Faculty, Consulting Firms, Government Organisations, Academic and Research Institutions etc. will share the sessions.

## **TARGET PARTICIPANTS**

Engineers / Executives of Power Utilities, Discoms, IPPs and Private Distribution Companies.

## **PROGRAMME VENUE, DATES & TIMINGS**

Engineering Staff College of India (ESCI) Campus, Old Bombay Road, Gachi Bowli, Hyderabad - 500032, Telangana, India.

## **DATES**

**13 – 15 November 2019**

## **TIMINGS**

On the first day registration will commence at 0900 Hrs. On all other days the programme timings will be from 0945 to 1715 hrs with breaks in between for tea and lunch.

## **COURSE DIRECTOR**

**R V Chalapathi**

Sr. Faculty - Power & Energy Division, ESCI

## **COURSE FEE**

**Residential Fee** is Rs.15,000/- (Residential) per participant. Residential fee includes Course Material, Course Kit, and Twin-sharing / Single AC accommodation as per availability, Breakfast, Lunch, Dinner, Tea / Coffee and Snacks.

## **DISCOUNTS**

**Non-Residential Fee:** 10% discount on course fee is allowed for non-residential participants.

**Group Discount:** 10% discount for three or more participants if sponsored by the same organization.

**(All discounts are applicable only if fee is received at ESCI a week before the commencement of the programme)**

**GST @18% (as applicable)** is to be paid extra over and above the training fee. ESCI's **Provisional ID No. 36AAATT3439Q1ZV, PAN Card No. AAATT3439Q.**

The course fee is to be paid in favour of **“IE (I) – ENGINEERING STAFF COLLEGE OF INDIA”** in the form of demand draft payable at Hyderabad.

Alternatively the payment may be made by **Electronic Fund Transfer (EFT) to ESCI – SB A/c No. 33705165550** with The SBI, Manikonda Branch, Gachi Bowli, Hyderabad – 500 032 by **NEFT / RTGS / IFSC Code No: SBIN0011076 – MICR No: 500002107.** While using EFT method of payment, please ensure to communicate us your company name, ESCI invoice reference and programme title.

Online registration is available on ESCI website. To register, manually please send your nominations (**10 days prior to date of commencement of the programme**) giving details of name, designation, contact address, email address, mobile number, telephone and fax number of the participant along with the details of mode of payment of fee, addressed to:

**Head, Power & Energy Division**

Engineering Staff College of India

Gachi Bowli, Hyderabad – 500 032

Phone: 040 – 6630 4170 to 4177; 040-6630 4100, Fax: 040 – 23000336, 66304103

Email:pe.esci@gmail.com / pe@escihyd.org; Website: www.escihyd.org

**CERTIFICATE:** A certificate of participation will be awarded to each participant on conclusion of the programme.

**GENERAL INSTRUCTIONS**

- ESCI encourages participants to present case studies from their respective organizations.
- For the convenience of the outstation participants ESCI will facilitate pickup and drop from Airport / Railway Station / Bus Stations, if travel plans are received at least 3 days in advance along with mobile number by fax or email. The charges shall be paid by the participants directly to the cab driver.
- ESCI provides complimentary accommodation to participants a day prior to the commencement and after the conclusion of the programme. (Check in at 12:00 hrs a day prior to the commencement & check out at 12:00 hrs a day after completion of the programme).
- Overstay charges of @ Rs.990/- per day / per head including hospitality (Bed Tea / Coffee to Dinner) will be charged.
- Well developed Information Centre and Internet facilities are available to the participants free of cost.