

15.6.2 Fee and Prepaid Card

All SHS users have to buy prepaid cards to run the system. We have decided to make a common prepaid card for SHS users having the same PV sizes. The card can not be used for the other PV size. (We have not adopted an individual prepaid card that other SHS users cannot use, programming individual user's identification number in the card since this procedure becomes troublesome.)

Prepaid Card has following kinds.

30 days card: Card for SHS users. It gives SHS user electricity for 30days. It can be any time inserted and store credit period.

14 days card: Card for 14 days usage, which is kept by Maintenance Personnel. This card is utilized for adjusting electricity usage period when PV system does not work due to system troubles.

1 days card: Card for 1 days usage, which is kept by Maintenance Personnel. This card is utilized for adjusting electricity usage period when PV system does not work due to system troubles.

0.1hour card: Card for 6 minutes usage, which is kept by Maintenance Personnel. This card is utilized for checking a function of PV system.

BCS Coupon booklet: One BCS coupon booklet has 10 coupons.

BCS users have to purchase minimum 10 coupons of P1.5 in advance each month. This coupon booklet is not transferable and valid only the said month. A BCS user who consumes more than 10 coupons in the said month can purchase another coupon at P1.5.

BCS tariff system has been changed since October 2002 in response to BCS user's voices. New tariff system is;

- * P5/month as a fixed charge
- * P1/charge as a demand charge

(A coupon is used in every battery charging. This coupon is transferable)

15.6.3 Budget Arrangement for BPC

BPC requested the budget to execute the Dissemination Project to EAD. As a result, both parties consented as follows.

Appendix Table 15.6-2 Budget Arrangement for BPC

	Unit: P
Project team	99,200
Geographic Positioning System (GPS)	34,100
Commercial Team	82,800
Finance Team	5,400
Village Operation Unit	32,700
Contingency	25,800
Total	280,000

Man-hour cost, traveling expenses to 3 villages from July 2001 to March 2003 has been appropriated for the Project team. Follow-up work until July 2003 will be performed within this budget.

GPS budget is for making GPS drawing for 3 villages. BPC, as the matter of rule, makes a GPS drawing for a grid-extended village and intends to do the same for 3 villages.

Commercial team is for advertising the Dissemination Project and enlightening to villages about PV system, and for calling applicants and signing contracts with participants and collecting deposit money.

Finance team is for visiting villages 3 times during the Project and auditing an account.

Village Operation Unit is for the remuneration of Prepaid Card Sales Agent and System Monitoring Agent in 3 villages.

The revenue from participants in 3 villages is estimated at P80,000 during the Dissemination Project (from March 2002 to March 2003)

Revenue from SHS: 158 sets of 50Wp	$P40 \times 13 \text{ months} \times 158 =$	P82,160
Revenue from BCS: 30 users	$P15 \times 13 \text{ months} \times 30 =$	P5,850
Total		P88,010

Therefore, P200,000, which is a balance between the budget and the estimated revenue, will be born by Botswana Government.

15.7 Lesson from the Dissemination Project

(1) Advertisement and Registration of Applicants

An advertisement had been done to villagers through the Kgotla meetings. Villagers who attended the meeting were ranging from 20 to 30 people depending on the place and date of the meeting. Kgotla meeting was almost effective to explain the Project and enlighten villagers. The deposit collector selected by VAC had contributed to the Project as aforementioned. We recommend the similar process should be applied to the nationwide project.

(2) Contract

BPC Commercial team advertised the Dissemination Project to the villagers and performed the signing works for the contract paper with the participants. We recommend that the Operation unit in each village should take such roles as much as possible to reduce the operation cost and to promote the autonomy within the villages.

Contract form (referred in Appendix Document 15.6-2) is still insufficient to cope effectively with the anticipated situation in the future. We recommend that followings should be incorporated in the Contract in nationwide project to prevent troubles with beneficiaries.

① Stipulation on the free trial period to beneficiaries after Taking-over.

About 2 weeks is recommended

② Stipulation on the partial deposit payer

PV system is to be installed to him. However, PV system will be locked until he pays a balance of deposit money. If he will not pay a balance of deposit money for 3 months after the completion of installation work, PV system will be removed by the Implementation Body and partial deposit will not be refunded.

③ Stipulation on the arrear

If the beneficiary is in arrear with a monthly charge (purchasing a prepaid card) for 3 months, his PV system will be removed by the Implementation Body and full deposit will not be refunded.

④ Stipulation on the withdrawal from the Project

If the beneficiary wish to withdraw from the Project, he will be allowed to do that after the certain period. His PV system will be removed by the Implementation Body and full deposit will be refunded. He should pay a monthly charge until withdrawal date.

This procedure is the same as setting pre-notice period to beneficiaries. One month as the pre-notice period was set in the Dissemination Project. However, if we take it into consideration that the Implementation Body has to find a new applicant who can use the removed PV system, one month seems to be too short. We recommend to take 3 months as the pre-notice period in nationwide project.

⑤ Stipulation on compensation for any loss and damages of a PV system due to the beneficiary's fault

Compensation for any loss and damages should be clearly stipulated in the Contract of nationwide project

⑥ Stipulation on the expense for the movement of a PV system within beneficiary's premise

If the beneficiary requests to move his PV system within his premise, he should pay the cost for the Implementation Body to do the work. (P150 was set in the Dissemination Project for this expense)

⑦ Stipulation on purchasing coupons by BCS users

BCS user should basically pay a fix tariff (P5/month) in advance every month. Even if a BCS user does not use BCS for a certain month, he has to keep paying a fixed charge for such month. If a BCS user does not pay a fixed charge for more than one month, his system (Battery box) will be removed and kept in the Implementation Body for a new BCS user.

(3) Deposit

Based on actual happening in the Dissemination Project as described in Section 8.6.2, as for deposit money, following procedure will be recommendable in nationwide project.

① Although PV system is installed to a partial payer, Implementation body will not make him use PV system installed until he pays a balance deposit money.

② It is likely that a PV system will be handed over to a beneficiary one by one in nationwide project. A Prepaid card is inserted in a slot of Prepaid

card reader to check system functions. It is recommendable to set up a free trial period for 2weeks for each beneficiary. After this period is expired, a monthly fee should be charged to a beneficiary. This procedure may help the Implementation body to cope with an early failure of a PV system.

(4) Tender and Material and Equipment Cost

Only one bidder was qualified in the technical evaluation in the Tender while three bidders submitted their proposals. Therefore, there was no price competition among the bidders. Qualified bidder's price was evaluated in comparison with JICA's budget. The contractor's PV price is analyzed in Appendix 15.5.2. It is no exaggeration to say this Tender was one of the biggest tender in the PV field in Botswana. Since a very short delivery time was required by JICA in the Tender, an installation cost was settled at rather high price level. Since almost all materials and equipment were imported from South Africa, 10 % of import tax was imposed on them and about 5% of material and equipment cost was added as a transportation cost.

BCS cost is also comparatively high because BCS house was newly built with rather high specifications.

It was the first challenge that a prepaid card system was introduced in Botswana in this Project. Because of having not enough knowledge on a prepaid card system, one of bidders was disqualified in this Tender. However, we expect a lot of PV contractors will clear the technical evaluation when nationwide project is carried out and price competition among bidders will be done in the future.

The leasing an existing house for BCS building will be one of the option to reduce a construction cost.

We set up a target cost in nationwide project as follows;

50WpSHS system:	P4,500 (25% less than the actual results of the Dissemination Project)
Material and equipment:	P3,200 (10% less by exemption of import tax)
Installation:	P1,300 (about 40% of Material and equipment cost)

BCS : P130,000
Material and equipment: P70,000 (10% less by exemption of import tax)
Installation: P55,000 (25% less than the actual results)
Building: P5,000 (Lease etc)
Battery box for BCS users: P900 (10% less by exemption of import tax)

(5) Operation

It is essential to form a light operation structure in the Implementation Body with a low operation expense, utilizing a Village Operation Unit as much as possible. A high operation cost exceeding the revenue from participants, occurs in the Dissemination Project as described in Appendix 15.6.3. This is mainly arising from high operation cost in BPC. It is difficult and not recommendable to incorporate BPC's idea on the operation cost into nationwide project.

We recommend to consider the following concept for this subject.

① GPS Expense (Village mapping cost)

Village map will be convenient to identify a beneficiary's house when a PV Contractor installs a PV system for a beneficiary and when System Monitoring Agent checks and maintains beneficiary's PV system. Precise maps will not be required for this purpose as BPC makes in grid extended village. This cost will be curtailed in nationwide project, making the Contractor draw a simple village map.

② Expense of Commercial team

Major duty of Commercial team is to advertise the Project, enlighten villagers to get more beneficiaries, sign the contract, collect deposit money and collect a monthly charge from the village operation unit. These were much dependent on the activities of Commercial team in the Dissemination Project and such expense was actually spent.

It is recommended that Implementation Body firstly assigns a Deposit Collector and Prepaid card Sales Agent (if possible, the same personnel is preferable) and transfers the authority to them as much as possible after deepening their understanding on the concept and procedure of the Project,

for instance, entrusting them with signing a contract and collection of Deposit money on behalf of the Implementation Body. Though a Deposit Collector in the Dissemination Project did the work gratis, it is recommendable to give him remuneration depending on the number of beneficiaries, i.e. remuneration with a commission system in order to give him a motivation to acquire more beneficiaries. If it works well, Commercial team will not required to visit villages so often and it will be able to reduce this expense drastically.

③ Remuneration of Village Operation Unit

The remuneration for Prepaid Card Sales Agent is set at P150/m and that of System Monitoring Agent is set at P500/m in Motlhabaneng and Kudumatse and P750/m in Lorolwana. The reason of increase by P250/m in Lorolwana is that he plays a role for both monitoring and maintaining work for SHS and BCS operation work concurrently. The work volumes of both Agents are proportional to the number of beneficiaries. Therefore, we recommend that a remuneration with a commission system will be adopted for the both Agents in nationwide project as follows;

Deposit Collector(Signing a contract and collection deposit money):

10% of deposit money collected (it corresponds to the remuneration for 6 months of Prepaid card Sales Agent)

Prepaid Card Sales Agent:

5% of sales amount

System Monitoring Agent:

Work volumes are not dependent on PV system size because his duty is to monitor, maintain PV systems and to report to Technicians in charge. It is recommendable to set up a unit tariff as below but to set up a minimum guaranty remuneration (P300/m) in case a stable remuneration is not expected for him due to a few beneficiaries in a village or locality.

50Wp SHS	P7.5/m
100Wp SHS	P10.0/m
150Wp SHS	P12.5/m
200Wp SHS	P15.0/m
250Wp SHS	P17.5/m

300Wp SHS or more size P20.0/m
 Min. guaranty P300.0/m

15.8 Benefits derived from PV electrification

The JICA team monitored the Dissemination Project during the 6th Field Survey commenced at the end of June 2002 and finished at the middle of July 2002. The benefits derived from the introduction of PV system was surveyed to participants of the Dissemination Project in addition to the situation of monthly charge payment and the situation of the operation structure for the Dissemination Project such as the function of Sales Agent and System Monitoring Agent.

15.8.1 Number of Samples and Surveyed Method

The JICA team prepared the questionnaire paper referred in Appendix Document 15.8 for the survey of benefits derived from the Dissemination Project. The number of samples are as follows.

	Motlhabaneng		Kudumatse		Lorolwana		Total	
	No.of participants	No. of respondents	No.of participants	No. of respondents	No.of participants	No. of respondents	No.of participants	No. of respondents
SHS user								
50Wp	22	18	30	29	35	18	87	65
100Wp	8	5	8	5	4	2	20	12
150Wp	1	1	2	2	1	1	4	4
200Wp			1	1			1	1
250Wp	3	3					3	3
Total	34	27	41	37	40	21	115	85
BCS user					35	26	35	26
Grand Total	34	27	41	37	69	21	144	85

Note:SHS (Solar Home System)

BCS (Battery Charging Station)

SHS : 50 respondents out of 15 participants (74%)

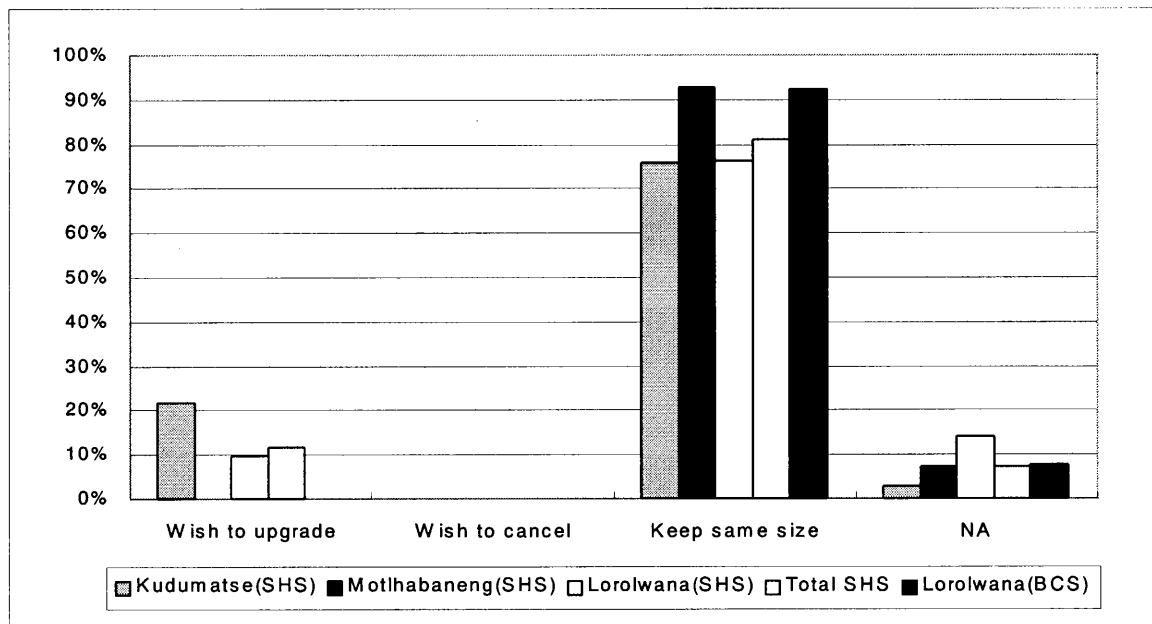
BCS : 26 respondents out of 35 participants (74%)

15.8.2 Surveyed items

- 1) PV size used
- 2) Monthly payment status
- 3) Electric appliance used and time of usage
- 4) Wish of changing PV system
- 5) Reason, if a respondent wishes to upgrade PV system
- 6) Reason, if a respondent wishes to cancel
- 7) Conditions of PV system
- 8) Details of troubles
- 9) Current life style after introducing PV system

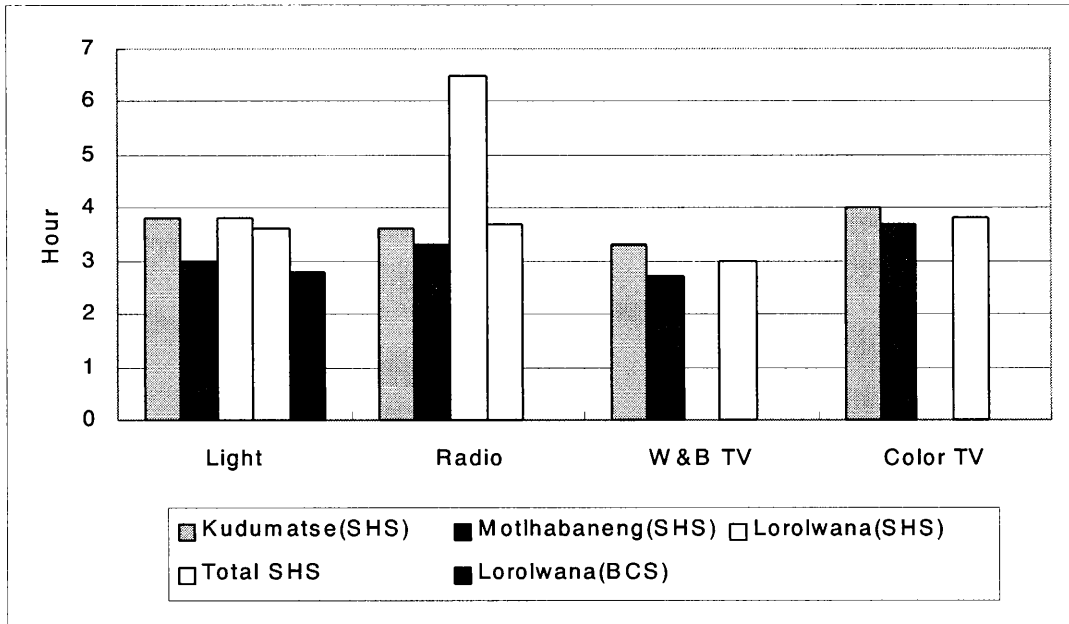
15.8.3 Result

- 1) Most of participants in the Dissemination Project are satisfied with PV size currently used. Only 10 to 20% of participants wished to upgrade PV capacity.



Appendix Figure 15.8-1 PV Size Requirements by Participants

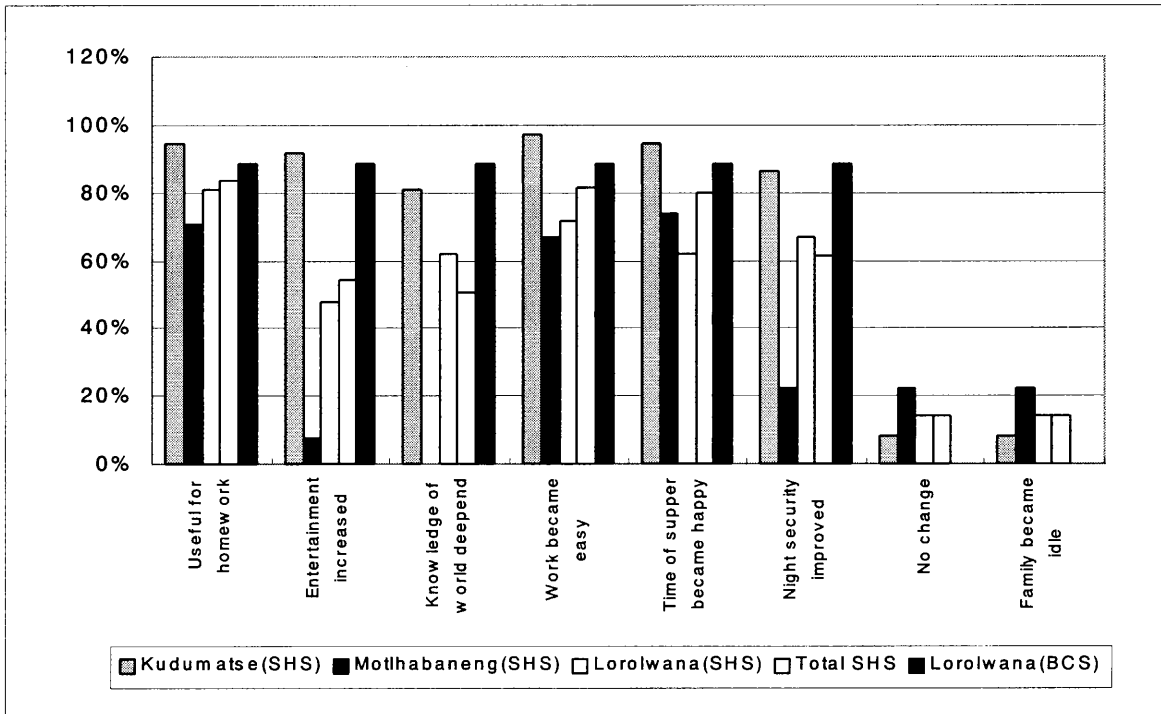
- 2) Participants enjoys electric life for 3 to 4 hours in a day using electric appliances such as lights, radios, black and white TVs and color TVs while it much depends on PV size. used



Appendix Figure 15.8-2 Electric Appliances and Time of Usage

3) Benefits derived from a PV system

Most of participants have enjoyed the benefits derived from a PV system. There is only few participants who answered “ there is no change”.



Appendix Figure 15.8-3 Benefits Derived from a PV System

- 4) PV systems has been operating favorably because troubles of PV systems occurred only once in Kudumatse and twice in Lorolwana during 5 months.

15.9 Monitoring Results of Operation

15.9.1 BPC's Operation Management

The Project Team headed by Mr. Motsepe was nominated in BPC head office. Basically, operation and management were done on a lateral organization (matrix organization) basis. Project Manager's direct commandment covers only his staffs in the Project Team and commercial officers and technicians in BPC's local offices are under control of other departments in charge such as Commercial Department and Distribution Department. It is said that such organization was adopted due to the small scale of the project and appropriate setup will be organized in the event of full-scale nationwide projects.

The responsible local offices for the Dissemination Project are as follows:

Selibe Phikwe Office	: Motlhabaneng
Makalapye Office	: Kudumatse
Head Office (except financial matters)	: Lorolwana
Jwaneng Office	: Lorolwana (financial matters)

One commercial officer and two technicians are assigned in each local office. Technicians visit the site approximately once two weeks.

15.9.2 Services Rendered by Contractor (SIB)

SIB has repeatedly visited the three sites upon BPC's requests. They have supplied customer services and training of System Monitoring Agents in the villages and they grasp well the needs and complaints of the users.

15.9.3 Operation Status in the Three Villages

There are in each village the sales agent who vends prepaid cards (normally a general store who concluded a contract for the agency with BPC) and the System Monitor Agent who concluded a contract with BPC for first-line maintenance for the users.

They are working steadily, although their procedures and forms for work record should be improved.

In Motlhabaneng, a lady was assigned as a System Monitor Agent. She bought a black-and white TV and fixed a telephone after her assignment. She has been doing good job although her technical training is required furthermore.

In Kudumatse, a chief's nephew (25 years old) are doing maintenance work in parallel with his welding work. He has enough capability of supplying first line maintenance for users. There is no telecommunication measure with BPC's local office and he sometimes visited Mahalapye office (50km apart) to report and to receive his salary.

However, Chief's daughter has taken his place since October 2002 because of his death.

In Lorolwana, a capable middle age person was assigned as System Monitoring Agent and he is operating BCS.

Revenue collection is done surely by the Sales Agent in each village.

Theft has not occurred in the three villages. Generally speaking, Operations are judged to be successful beyond expectations.

15.9.4 Status of Revenue Collection

Results of revenue collection in the three villages are shown in Appendix Table 15.9-1.

Kudumatse showed the best record. Average revenue collection rate between April 2002 and December 2002 is 93.0%. There are two long-term defaulters to whom PV systems were repossessed (Repossessed user). Average revenue collection rate rises to 94.6% if such repossessed users are excluded from the number of users. Motlhabaneng showed average 84.6% collection rate. There are three repossessed users. Average revenue collection rate rises to 89.0% if such repossessed users are excluded. The worst records are in Lorolwana. Average collection rate is 77.1% and there are six repossessed users. Average revenue collection rate rises to 84.6% if such repossessed users are excluded. Average collection rate in 3 villages is 85.3% while that excluding repossessed users is 89.7%.

The status of BCS operation is very bad. Revenue collection rate is 39.4% at the original number of BCS users of 41. However this rate rises to 47.5% if the number of BCS users is counted as 34 users who are currently using BCS. Tariff system has been modified since October 2002 aiming at the improvement of the revenue collection. Since it is supposed that the tariff system change has not been well instructed to BCS users, many of them enjoys this system without paying the fixed charge. Therefore the revenue collection rate is still low. The frequency of battery charging was as low as 70~100 times per month. This was corresponding to 2~3 times/user-month, which is far below expected as 10 times/user-month

The common problems among users are as follows:

- 1) Most of the defaulters left village for a long period due to their assignment in other urban villages or town (such as school teacher and policeman), or their works in cattle posts and crop fields.

BCS defaulters are those who left the village for their works in their cattle posts. They have complaints of their obligation to continue to pay tariff during such absence.

- 2) The cash they have is so scarce that they cannot vend the prepaid card at their due day. Therefore, the system is sometimes off during such unpaid period.

15.9.5 Countermeasures for Revenue Collection Improvement and Smooth Operation of the Project

The following countermeasures have been taken for the revenue collection improvement and the smooth operation of the project in July 2002.

- 1) Countermeasures for defaulters
 - a) There exists some defaulters who has been in arrears for a long term from the commencement of the project mainly due to a long absence in the village. Since it is considered that the revenue collection would be quite impossible, PV systems are to be removed according to the contract for those in arrears for more than 3 months.
 - b) As the original tariff system (Fixed tariff system P15/month) raised unfairness claims among BCS users, the tariff system for BCS are to be modified as follows.

Fixed tariff : P5/m

Tariff for charging : P1/charge

(Above counter measures have been executed since October 2002)

2) Operation, Management and Control

- a) Retraining of BPC's local Officers and System Monitoring Agents: to be done at BPC's training center.
- b) Use record forms to be suggested by the Study Team
- c) In order for BPC to modify the system (such as relocation of Conlog and system removal), SIB sends confirmation letter to BPC that SIB's guarantee obligations continue despite of such actions under mutual consultation.

Appendix Table 15.9-1 Dissemination Project: Monitoring Results Summary

(Unit: P)

Motlhabaneng												
Category of User	Total Users	Payment Record (No. of Payers)										
		Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	
50Wp	23	9	21	21	20	20	20	20	19	19	19	
100Wp	7	1	6	6	6	6	6	6	6	6	5	
150Wp	1	0	1	1	1	0	0	0	0	0	0	
200Wp	0	0	0	0	0	0	0	0	0	0	0	
250Wp	3	1	2	2	3	3	3	3	3	3	3	
Free Monthly Charge			1	1	1	2	1	1	1	1	1	
SHS Total Users	34	11	31	31	31	31	30	30	29	29	28	
This month Defaulters		0	3	3	3	3	4	4	5	5	6	
Cummulative defaulters 3 months or more		0	0	0	3	0	0	0	1	1	2	
Cummulative 2 months defaulters		0	0	3	0	0	0	1	0	1	0	
Cummulative 1 month defaulters		0	3	0	0	0	1	0	1	0	1	
Repossessed		0	0	0	0	3	3	3	3	3	3	
50Wp		(0)	(0)	(0)	(0)	(2)	(2)	(2)	(2)	(2)	(2)	
100Wp		(0)	(0)	(0)	(0)	(1)	(1)	(1)	(1)	(1)	(1)	
150Wp		(0)	(0)	(0)	(0)	(0)	(0)	(0)	(0)	(0)	(0)	
200Wp		(0)	(0)	(0)	(0)	(0)	(0)	(0)	(0)	(0)	(0)	
250Wp		(0)	(0)	(0)	(0)	(0)	(0)	(0)	(0)	(0)	(0)	
SHS Revenue (100% Collection) (P)	19,800		2,200	2,200	2,200	2,200	2,200	2,200	2,200	2,200	2,200	
SHS Revenue (100% Collection Exc. Repossessed) (P)	18,840		2,200	2,200	2,200	2,040	2,040	2,040	2,040	2,040	2,040	
SHS Revenue (Actual) (P)	16,760		1,840	1,840	2,000	1,880	1,880	1,880	1,840	1,840	1,760	
% of Revenue Collection	84.6%		83.6%	83.6%	90.9%	85.5%	85.5%	85.5%	83.6%	83.6%	80.0%	
% of Revenue Collection (Exc. Repossessed)	89.0%		83.6%	83.6%	90.9%	92.2%	92.2%	92.2%	90.2%	90.2%	86.3%	
% of Paid Users	88.2%		91.2%	91.2%	91.2%	91.2%	88.2%	88.2%	85.3%	85.3%	82.4%	
% of Paid Users (Exc. Repossessed)	93.8%		91.2%	91.2%	91.2%	100.0%	96.8%	96.8%	93.5%	93.5%	90.3%	

Kudumatse											
Category of User	Total Users	Payment Record (No. of Payers)									
		Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.
50Wp	30	30	30	29	28	29	28	28	27	27	26
100Wp	7	7	7	7	7	7	7	7	7	7	7
150Wp	2	2	2	2	2	2	2	2	2	2	2
200Wp	1	1	1	1	1	1	1	0	0	0	0
250Wp	0	0	0	0	0	0	0	0	0	0	0
Free Monthly Charge		0	0	1	1	0	1	1	2	1	1
SHS Total	40	40	40	40	39	39	39	38	38	37	36
This month Defaulters		0	0	0	1	1	1	2	2	3	4
Cummulative defaulters 3 months or more		0	0	0	0	0	1	0	0	1	0
Cummulative 2 months defaulters		0	0	0	0	1	0	0	1	0	1
Cummulative 1 month defaulters		0	0	0	1	0	0	1	0	1	1
Repossessed		0	0	0	0	0	0	1	1	1	2
50Wp		(0)	(0)	(0)	(0)	(0)	(0)	(1)	(1)	(1)	(1)
100Wp		(0)	(0)	(0)	(0)	(0)	(0)	(0)	(0)	(0)	(0)
150Wp		(0)	(0)	(0)	(0)	(0)	(0)	(0)	(0)	(0)	(0)
200Wp		(0)	(0)	(0)	(0)	(0)	(0)	(0)	(0)	(0)	(1)
250Wp		(0)	(0)	(0)	(0)	(0)	(0)	(0)	(0)	(0)	(0)
SHS Revenue (100% Collection) (P)	19,440		2,160	2,160	2,160	2,160	2,160	2,160	2,160	2,160	2,160
SHS Revenue (100% Collection Exc. Repossessed) (P)	19,120		2,160	2,160	2,160	2,160	2,160	2,120	2,120	2,120	1,960
SHS Revenue (Actual) (P)	18,080		2,160	2,120	2,080	2,120	2,080	1,920	1,880	1,880	1,840
% of Revenue Collection	93.0%		100.0%	98.1%	96.3%	98.1%	96.3%	88.9%	87.0%	87.0%	85.2%
% of Revenue Collection (Exc. Repossessed)	94.6%		100.0%	98.1%	96.3%	98.1%	96.3%	90.6%	88.7%	88.7%	93.9%
% of Paid Users	96.1%		100.0%	100.0%	97.5%	97.5%	97.5%	95.0%	95.0%	92.5%	90.0%
% of Paid Users (Exc. Repossessed)	97.5%		100.0%	100.0%	97.5%	97.5%	97.5%	97.4%	97.4%	94.9%	94.7%

Lorolwana (SHS)												
Category of User	Total Users	Payment Record (No. of Payers)										
		Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	
50Wp	35	9	28	30	28	28	29	27	27	26	24	
100Wp	4	3	3	3	3	3	3	3	3	3	3	
150Wp	1	0	0	1	1	1	0	1	1	0	1	
200Wp	0	0	0	0	0	0	0	0	0	0	0	
250Wp	0	0	0	0	0	0	0	0	0	0	0	
Free Monthly Charge			5	2	3	2	2	0	0	1	0	
SHS Total	40	12	36	36	35	34	34	31	31	30	28	
This month Defaulters		0	4	4	5	10	10	14	15	16	18	
Cummulative defaulters 3 months or more		0	0	0	4	0	1	1	0	3	3	
Cummulative 2 months defaulters		0	0	4	0	1	1	0	3	0	1	
Cummulative 1 month defaulters		0	4	0	1	1	0	3	0	1	2	
Repossessed		0	0	0	0	4	4	5	6	6	6	
50Wp		(0)	(0)	(0)	(0)	(3)	(3)	(4)	(5)	(5)	(5)	
100Wp		(0)	(0)	(0)	(0)	(1)	(1)	(1)	(1)	(1)	(1)	
150Wp		(0)	(0)	(0)	(0)	(0)	(0)	(0)	(0)	(0)	(0)	
200Wp		(0)	(0)	(0)	(0)	(0)	(0)	(0)	(0)	(0)	(0)	
250Wp		(0)	(0)	(0)	(0)	(0)	(0)	(0)	(0)	(0)	(0)	
SHS Revenue (100% Collection) (P)	16,560		1,840	1,840	1,840	1,840	1,840	1,840	1,840	1,840	1,840	
SHS Revenue (100% Collection Exc. Repossessed) (P)	15,080		1,840	1,840	1,840	1,640	1,640	1,600	1,560	1,560	1,560	
SHS Revenue (Actual) (P)	12,760		1,360	1,560	1,480	1,480	1,400	1,440	1,440	1,280	1,320	
% of Revenue Collection	77.1%		73.9%	84.8%	80.4%	80.4%	76.1%	78.3%	78.3%	69.6%	71.7%	
% of Revenue Collection (Exc. Repossessed)	84.6%		73.9%	84.8%	80.4%	90.2%	85.4%	90.0%	92.3%	82.1%	84.6%	
% of Paid Users	81.9%		90.0%	90.0%	87.5%	85.0%	85.0%	77.5%	77.5%	75.0%	70.0%	
% of Paid Users (Exc. Repossessed)	89.7%		90.0%	90.0%	87.5%	94.4%	94.4%	88.6%	91.2%	88.2%	82.4%	

Grand Total											
Category of User	Total Users	Payment Record (No. of Payers)									
		Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.
50Wp	88	48	79	80	76	77	77	75	73	72	69
100Wp	18	11	16	16	16	16	16	16	16	16	15
150Wp	4	2	3	4	4	3	2	3	3	2	3
200Wp	1	1	1	1	1	1	1	0	0	0	0
250Wp	3	1	2	2	3	3	3	3	3	3	3
Free Monthly Charge	0	0	6	4	5	4	4	2	3	3	2
SHS Total Users	114	63	107	107	105	104	103	99	98	96	92
This month Defaulters		0	7	7	9	14	15	20	22	24	28
Cumulative defaulters 3 months or more		0	0	0	7	0	2	1	1	5	5
Cumulative 2 months defaulters		0	0	7	0	2	1	1	4	1	2
Cumulative 1 month defaulters		0	7	0	2	1	1	4	1	2	4
Repossessed		0	0	0	0	7	7	9	10	10	11
50Wp		(0)	(0)	(0)	(0)	(5)	(5)	(7)	(8)	(8)	(8)
100Wp		(0)	(0)	(0)	(0)	(2)	(2)	(2)	(2)	(2)	(2)
150Wp		(0)	(0)	(0)	(0)	(0)	(0)	(0)	(0)	(0)	(0)
200Wp		(0)	(0)	(0)	(0)	(0)	(0)	(0)	(0)	(0)	(1)
250Wp		(0)	(0)	(0)	(0)	(0)	(0)	(0)	(0)	(0)	(0)
SHS Revenue (100% Collection) (P)	55,800	0	6,200	6,200	6,200	6,200	6,200	6,200	6,200	6,200	6,200
SHS Revenue (100% Collection Exc. Repossessed) (P)	53,040	0	6,200	6,200	6,200	5,840	5,840	5,760	5,720	5,720	5,560
SHS Revenue (Actual) (P)	47,600	0	5,360	5,520	5,560	5,480	5,360	5,240	5,160	5,000	4,920
% of Revenue Collection	85.3%		86.5%	89.0%	89.7%	88.4%	86.5%	84.5%	83.2%	80.6%	79.4%
% of Revenue Collection (Exc. Repossessed)	89.7%		86.5%	89.0%	89.7%	93.8%	91.8%	91.0%	90.2%	87.4%	88.5%
% of Paid Users	88.8%		93.9%	93.9%	92.1%	91.2%	90.4%	86.8%	86.0%	84.2%	80.7%
% of Paid Users (Exc. Repossessed)	93.7%		93.9%	93.9%	92.1%	97.2%	96.3%	94.3%	94.2%	92.3%	89.3%

Lorolwana (BCS)											
Category of User	Total Users	Payment Record (No. of Payers)									
		Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.
No. of BCS Users (Registered)	41	41	41	41	41	41	41	41	41	41	41
NO. of BCS Users (actually charged)		13	22	16	16	20	17	23	25	33	30
NO. of BCS Users (not used)		28	19	25	25	21	24	18	16	8	11
No. of BCS Users who paid Fixed Charge		12	23	16	18	19	17	24	27	8	11
Charging Frequency		30	92	77	68	73	85	111	81	91	85
BCS Revenue based on Registered Users (P)	6150	615	615	615	615	615	615	615	615	615	615
BCS Actual Revenue (P)	2,422	180	345	240	270	285	255	360	216	131	140
% of BCS Revenue Collection	39.4%	29.3%	56.1%	39.0%	43.9%	46.3%	41.5%	58.5%	35.1%	21.3%	22.8%
BCS Revenue based on Net Users (34 people) (P)	5100	510	510	510	510	510	510	510	510	510	510
BCS Actual Revenue (P)	2,422	180	345	240	270	285	255	360	216	131	140
% of BCS Revenue Collection	47.5%	35.3%	67.6%	47.1%	52.9%	55.9%	50.0%	70.6%	42.4%	25.7%	27.5%

