

## 3 DAY TRAINING PROGRAM- 10<sup>th</sup> to 12<sup>th</sup> November 2025

# REVENUE MANAGEMENT AND AT&C LOSS REDUCTION TECHNIQUES



### OVERVIEW

Power is a critical infrastructure for the growth of the Indian economy. Acceleration in the economic growth will depend upon a financially and commercially viable power sector that is able to attract fresh investments. Electricity distribution plays a key role in operations of the power utilities. Ageing equipment, long distribution lines, low distribution voltages, high distribution losses and pilferages are some of the nagging issues faced by the power distribution business. The power distribution system is undergoing significant changes and new ideas are emerging to resolve the long-standing problems. However, the financial health of the power utilities in the country has become a matter of grave concern considering that their losses have reached an alarming level. The gap between average revenue realisation and average cost of supply has been constantly increasing.

### OBJECTIVE

The objective of this course is to assist the management officials of the power distribution utilities modify their approach and treat the feeder as a profit center. There is a need to manage the aggregate technical and commercial losses within the acceptable limits for better financial health of the organisation.

### WHO SHOULD ATTEND

- Level A & B Utility Personnel (CE/SE/EE/AE)
- Electrical Engineers
- Project Engineers
- Design Engineers
- Field Engineers
- District Engineers

### WHAT WILL YOU LEARN

- Indian Power scenario & Various government initiatives in distribution sector
- GIS application in distribution network analysis
- Commercial & Technical losses
- Financial analysis of project aimed at reducing AT&C losses
- Best Practices in Distribution Transformer Maintenance & new technologies adoption
- Revenue management & loss reduction
- Data Analytics
- Insight into sources of commercial losses and methods of controlling them
- IT & OT Interventions & Advanced Technology in Distribution Sector

### METHODOLOGY



Lectures



Discussions



Case  
Studies

4 sessions per  
day comprising  
of lecture and  
Q&A on all 3  
days

Customisation of the program to include any specific requirement can also be done

## FACTORS RESPONSIBLE FOR FINANCIAL SICKNESS

The major factors responsible for financial sickness of SEBs are:

- Skewed tariff structure leading to unsustainable cross subsidies by State Government
- Huge T&D losses, largely due to outright theft and unmetered supply
- Lack of accounting and accountability in distribution
- Outdated rules, regulations, management structure and practices

Power sector development cannot accelerate until the above issues are addressed with full commitment at all levels. Accordingly, distribution reforms have been identified as the key area for putting the sector on the right track. A number of changes are taking place in the power distribution sector of the country, aimed at improving the financial viability of the sector. Despite all the progress made, high AT&C losses remain the key factor for the weak financial position of distribution utilities. While efforts are being made to reduce these losses, the trajectory of AT&C loss reduction has been very gradual. The average cost of supply-average revenue realised gap, though narrowed through regular tariff increases, still exists, so discoms continue to incur losses on each unit of power sold.



### PROGRAM FEE

#### DESCRIPTION OF CHARGES

#### UNIT RATE

Cost of **Training** comprising of 12 sessions in one Batch

**For Non-Member of CBIP & TPDDL Per Person (03 days)**

**Rs 30,000/- + 18% GST**

**Discounted Fee for members of CBIP & TPDDL (03 days)**

**Rs. 27000/- + 18% GST**

*Remarks: Training Charges includes Conduction of Training in 12 sessions, training kit, reading material/ppts, certificate, lodging & boarding etc.*

All payments be made through cheque at par in favour of "Central Board of Irrigation & Power", payable at Gurugram OR by Bank Transfer to the following Bank Account-  
Beneficiary Name : Central Board of Irrigation & Power, PAN No. : AAAJC0237F, GST No. : 06AAAJC0237F1ZW  
Bank Details : Indian Overseas Bank, SCO 26, Sec. 31, Gurgaon, Haryana, PIN-122001  
Saving Bank Account No. : 236701000000922, Branch RTGS/ NEFT/ IFSC : IOBA0002367, Branch Code : 2367

**After making the payment online in respect of the event, the details like UTR/Organization name to be furnished immediately.**

## HOW TO REGISTER

The participants/participating organizations, desirous of attending the above training may register themselves by sending nominations in the emails mentioned in the brochure along with necessary payments. Participants are advised to bring GST No. of their organization along with name of office to whom the invoice is to be sent.

## WHOM TO CONTACT

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