

change solution

Business Profile

Partners in utility management



management
consulting

GREAT BUSINESS
COMES FROM
GREAT PEOPLE.



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“MM Management & Consulting’s approach is to create, modify, enhance, and protect the business environment of the MMMC Clients and Business Partners through creating informed opinions, approach and processes based on presentation of truthful information.

The carefully balanced combination of knowledge of the local conditions, the Governing Laws, and the experience in work enhance MMMC’s capabilities to effectively manage, and enhance profitability as per Client needs.

Adherence to stringent ethical standards, as well as the use of creative tools make MMMC capable of optimally satisfying the needs of its Clients



About Us

MMMC is a high quality multi service provider based in the Free State Province (Bloemfontein). The Company is 100% Black Owned and Managed management and consulting company, registered in 2015.

The company was formed by seasoned Revenue Protection and Management expert Mr. Maxwell Mkhwane who partnered with Young Hard-worker Mr. Lerato Mosia who have extensive experience within electricity and water redistribution. Both directors has sound experience in Electricity and Water distribution architecture, Electrical Engineering, Communication and Project Management.

Their acquired their skills through working within the Utilities and also in projects for clients like Eskom, Lesotho Electricity Company, Department of Public Works, Various Local Municipalities and State Owned Enterprises.

Both directors are driven by the commitment and trust of clients in them achieving agreed objectives on any project scale with approach coming from experience acquired over the years in same field from previous employment.

MMMC's key focus is to manage and integrate the distribution sector mix:

- Field Data Collection and Management
- Utility Revenue Management, Protection
- Municipal Credit Control, Data Cleansing and
- Metering (Water and Electricity), Electronic Meter Readings and Smart Metering
- Energy Efficiency and Solar Energy
- Project Management
- Mapping and GIS
- Meter Management and Data analyses
- Applications (Apps) and Software development
- Data Management and Integration



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WE UNDERSTAND THAT TO BE SUCCESSFUL, THERE IS A NEED TO BE WELL-ROUNDED AND NOT ONLY HAVE EXCELLENT UNDERSTANDING OF THE TECHNIQUES, BUT ALSO POSSES HIGHLY DEVELOPED ANALYTICAL, STRATEGIC AND CHANGE MANAGEMENT SKILLS WITH THE BURNING DESIRE TO GET THINGS DONE EFFECTIVELY AND EFFECIENTLY

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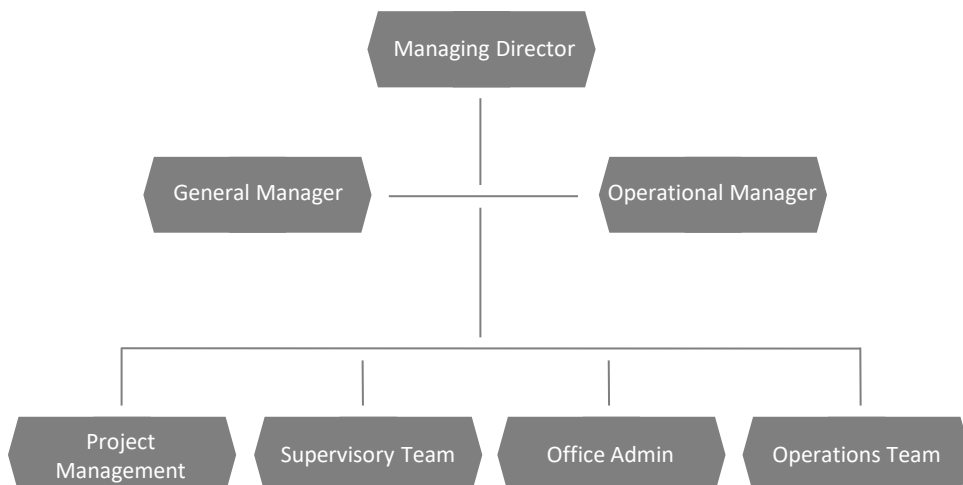
Company Overview

MMMC is a fresh force in the revenue protection and management sphere, with the goal to offer turn-key solution within the re-distribution of electricity and water sector to deliver results and deep insight. Our management have track record of helping leading organizations drive more value and deliver more savings through provision of services.

Our team is committed to: - Creative solutions supported by available technology to meet the Clients expectations while rendering effective services

- Continuous search for opportunities beyond the agreed scope and business objectives
- Creative approach to the Clients special needs in order to find the unique and tailored solutions
- Team work based on the implementation of progressive disciplines
- Professional quality of services provided by a highly motivated team
- Strong technological background
- Guarantee excellence, On time delivery and total customer satisfaction

Organogram





Company Overview

The issues range from delivering cost savings to the bottom line, sourcing effectively from low cost not affecting the quality of the products, working with suppliers to deliver value for the longer term through development of talent within the revenue protection and management environment.

These challenges are often intensified by addressing them in complex, international and multi-functional environment

When Utilities hire MMMC, they know that powerful results will follow. However, it is collaborative and approachable style which ensures that the product delivered is sustainable. In the long run, the true measure lies in our ability to transfer skills and the know-how that allow the Client to own, sustain and manage results delivered during the project execution.

Our Objectives

Reputation - Protect, grow and maintain

Trust - Ensure sustainable relationship in maintaining our Client key interest

Service - Adopt a responsible approach towards growing, improving and maintaining service excellence

Our Values

- Integrity, and mutual respect
- Winning and motivated teams
- Positive and energetic people
- Stewardship and empowerment of people
- Innovation, fun and excellence

Ethics & Compliance

- We act with honesty and integrity
- We operate within the letter and spirit of applicable laws and policies
- We bring applicable resources to the table to meet the needs of our Clients
- We are objective when forming our professional opinions and offering advice
- We are committed to a fair business practices
- We recognize and respect the impact we have on the Communities around us
- We treat all our colleagues with respect, courtesy and fairness
- We lead by example, using our shared values as our foundation
- We ensure that all services we render achieve their set target
- Act at all times in a professional manner to the Clients and stake holders involved
- Execute the work with integrity, confidentiality, efficiency and competency
- To develop the capacity of our staff members to meet the growing demand
- To bring about continuous improvement through Quality Management Processes
- To undertake all the work according to the Codes of Practice and relevant Legislatives within the industry or as required by Client

Our Services



CUSTOM SOFTWARE
DEVELOPMENT



ELECTRONIC
METER READING



AUTOMATED
METER READING



REVENUE PROTECTION,
MANAGEMENT AND
ENHANCEMENT



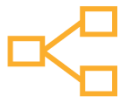
CREDIT CONTROL



ELECTRICAL
INSTALLATIONS



PROJECT MANAGEMENT
SERVICES



ENERGY BALANCING
MODELS



DATA CAPTURING



Our Services Continued

ELECTRONIC METER READING

We invest most of our time on research around available technology for meter reading process; this is to carry out a meter reading service and management that is reliable and accurate. We regard meter reading as major source of income for municipalities and that if not carried out in correct manner municipalities would therefore suffer a significant income loss.

In order to stay in line with the “times”, we have invested our energy in researching the market for the most reliable means to execute the meter reading task, using the available technology platforms available.

We developed along with Phoenix-on-Line the cell phone application and software that proved to be reliable and cost effective to execute meter reading that is more reliable and time efficient. Most importantly is the data handling capacity and data transfer capabilities which is done on real time while meters are read.



AUTOMATED METER READING

This has proved to be the cost effective exercise for meter reading especially for the “bulk” customers, as in most cases if not all, majority of the income for municipality comes from the so called “bulk” customers and this is based on 20/80 principle, i.e. 20% on customer base being bulk and 80% being small & medium class consumers.

The advancements in meter manufacturing have contributed significantly in ensuring that meters can be read without physically visiting each meter. So is the software development part, development was done to cater for the interaction between the meter and the data interface, whereby it is used to constantly “contact” and retrieve data from installed meters within the database at a set time frame or period. This information is not limited to consumption only; technical information can also be retrieved on set periods.

All information stored within the database can be viewed on daily basis. The software is designed in a way that as the information is retrieved then necessary calculations are done automatically. Calculation such as consumption to date and reports on any abnormalities such as power failures, phase failures and the like are flagged.



REVENUE PROTECTION, MANAGEMENT AND ENHANCEMENT

Our team member holds membership with the South African Revenue Protection Association (SARPA), which created a platform to share some valuable information with experts within the industry, we furthermore have skills and tools to fully utilize out GIS functionality to enhance service delivery in all sectors of revenue protection and management, these include:

- Data collection, clean up, normalization & data maintenance
- Mobile data collection and GPS survey, including utilization of portable data collection mechanism using the iPad
- Ring fencing of services for losses calculations and analyses
- Maintenance on the metering infrastructure to ensure proper metering

CREDIT CONTROL

We have developed user friendly systems around credit control focusing on the first part of Credit Control namely Disconnections/Reconnections. The whole idea was to have an “ON-LINE” system to make sure that the activities around this function are well managed and controlled.

ELECTRICAL INSTALLATIONS

Most of our team members have been exposed to variety of projects within the electrical installations spheres, ranging from metering equipment (both single phase, and three phase) to load controlling devices, we further familiarize ourselves with the latest technology available on the market by engaging with the relevant suppliers to be in line with the demand of the market.



PROJECT MANAGEMENT SERVICES, ENERGY BALANCING MODELS

Most utilities who are service providers turn to struggle in allocating resources when doing inspections, this is most encountered in the Redistribution sector, and these Models help Utility in putting resources in line with the demand/requirements of the distribution network. In most instances this is referred to as Energy Balancing Model.

This is done by balancing the Sales, Energy delivered, Technical Losses and Non-Technical Losses throughout the utilities' network.

DATA CAPTURING

We have vast experience in data capturing service within our Staff compliment, whose been exposed within the environment for the past 10 years. The company has also invested on the state of the art equipment in ensuring the smooth execution and quality of high standard.

We don't foresee the technology as the only solution, but we have advanced our processes and procedures, where GPS technology is used to geographically indicate the position of the captured equipment, we even go as far as capturing the photo to ensure high standards of data quality and accuracy.

We do take the Client's needs to form part of the processes; this is done to keep in line with the Client mandate and socio economic drives.

Our Credentials



Our Clients



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