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EEP collects 22.5 bln birr within nine months from selling power

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Ethiopian Electric Power (EEP) has been doing various activities to provide better services that increase its revenues every year.

EEP Sales and Customer Management Manager Minilik Getahun said that the organization, in addition to power sales, leases Optical Ground Wire (OPGW) cables that are installed along the high-voltage transmission lines to telecom companies.

OPGW cables are highly preferred since they are protected and not exposed to damage and theft. Leasing the cables enables EEP to increase its revenue while enabling telecom companies to provide quality and competitive services.

EEP also gets revenues by doing feasibility studies, engineering consultancy and contracting construction tasks for private investors who build substations and transmissions. Besides, EEP gets more revenues by generating more power across the country. For instance, the kickoff of the recent Genale Dawa 300 megawatts and Ethiopian Great Renaissance Dam (GERD) two turbines' power generation



Minilik Getahun

increases the revenue of the organization.

Currently, EEP is selling more than 14,000GWh locally and over 2500 GWh to the neighboring countries. Accordingly, it earned over 20 billion Birr in 2014 Ethiopian fiscal year. Although EEP planned to collect 25 billion Birr this fiscal year, it achieved 90 percent or 22.5 billion of the plan within nine months.

Though its service is growing in terms of quality and revenue, some gaps come from in customers' side, he identified adding: "Among others, the reluctance of customers to sign a Power Purchase Agreement (PPA)

and Service Level Agreement (SLA) is a challenge to discharge institutional responsibilities."

Besides, some organizations, especially governmental institutions such as Ethio-Telecom, railway companies, and so on are not interested in paying fees on time. The ongoing unrest in Sudan is also an obstacle for timely payments, he noted adding: "Despite the challenges, EEP is serving 15 industries and institutions that have high energy usage. Ethiopia Electric Utility, cement factories, metal factories, companies engaged in the telecom sector, and so on are the main clients of the EEP.

EEP is closely working with organizations to solve their problems. Especially, in addition to the annual general meetings, various platforms, including email, letters, face-to-face complaining procedure, and so on, has been set up for them to address their problems and concerns at any time using all kinds of means."

Furthermore, he explained that EEP has installed smart meters at every station to address the services and facilities modernly. This allows configuring of regular data, collecting and accessing data remotely, reducing time and manpower for the collection of data, providing data

for customers and companies timely. These are to make error-free statistics and desired services, minimizing costs, and easily accessing additional needed data.

Moreover, smart meters are playing a major role in recording capacity, energy, and reactive power data. The energy capacity data files the energy used by an industry per hour while the energy data captures the required and allowed energy for the industry. This is very important for the customer to utilize the ratified energy, avoid paying unused energy fees, and conduct various analyses.

Smart meters measure the reactor power data. This prevents any industry from wasting energy by using obsolete machines because there will be power factors penalty if the industry wastes energy by operating using old machines. "Hence, this helps industries not only waste energy but also use modern and energy-saving machines" he reasoned.

Indeed, a good organization-costumer relationship, availability of convenient facilities, expansion works, efforts to provide better resources, strong leadership, and low prices have made EEP to be preferred by companies, industries, and neighboring countries.

Ethiopia's Electric Power Startup Process