

# Sector Reform and Utility Commercialization (SRUC)

**Development Challenge:** In many developing countries, the power network infrastructure is old and dilapidated. Utility staff members lack the expertise, knowledge, and tools to perform their jobs well. Customers experience frequent outages and poor quality service. Utilities don't collect the needed revenue to fix these problems, and many customers don't pay bills on time if at all. Power outages cost as much as 2% of a developing country's annual GDP.

## Expected Pathways to Impact:

SRUC supports utility commercialization by enhancing the financial viability and long-term sustainability of electricity systems by facilitating modernization of utilities and laying the groundwork for clean energy investments.

SRUC works hand-in-hand with developing country power utilities to increase access, decrease technical losses, build human capital, and embrace private sector market models to create more efficient utilities that provide reliable, high quality electricity services customers will be willing to pay for.

**Partnerships:** SRUC is seeking partnerships with governments, non-profits, subject matter experts, and the private sector partners for the following areas of collaboration:



Knowledge Sharing



Joint Ventures



Speaking Events



Project Development

## Delivery Offerings

- Designing New Market Structures
- Developing Legal & Regulatory Frameworks
- Designing Models for Private Sector Participation
- Hosting Workshops and Forums
- Corporate Governance
- Utility Financial Modeling & Tariff Analyses
- Customer Regularization & Metering
- Utility Organization & Capacity Building
- Financial Sustainability Strategic Planning
- Electricity Code Review and Analysis

**Implementation Team:** Deloitte Consulting LLP and its small business consortium: Creative Business Solutions Inc., Global Business Solutions, Inc., Princeton Energy Resources International (PERI) LLC, Smyser Associates, and Athena Global Alliance



**Program Impact:** SRUC has help improved utility operations and commercial viability as well as facilitated investments in renewable energy.

**Jamaica:** Providing legal connections to 400+ residents in a low-income area; trained 100+ participants on best practices for loss reduction

**Indonesia:** Helped PLN conduct PPA renegotiations of uneconomical existing geothermal offtake terms – decreased risks, improved the enabling environment, and moved stalled geothermal projects

**Haiti:** Analyzed the operational and financial position of a utility to provide recommendations for cost recovery and long-term sustainability

**Mozambique:** Providing technical assistance in strategic planning and process improvement on commercial loss reduction

**Democratic Republic of the Congo:** Conducted a regulatory review of energy sector legislation and advised the gov't on private sector participation

**Trainings and Communications:** Developed and led trainings on reverse auction methodologies, utility loss reduction, and other critical sector reform topics. Developed an animated training [video](#)

## Contacts:

Jeremy Foster  
Contracting Officer's  
Representative  
USAID / E3  
jfoster@usaid.gov

Sophia Peters  
Chief of Party  
Deloitte Consulting LLP  
sopeters@deloitte.com