Revenue Protection & Water Loss Management Masterclass

31 January – 4 February 2027
Riyadh (KSA)



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Why This Course

Utility providers face increasing pressure to improve operational efficiency, reduce resource losses, and protect revenue in a rapidly evolving regulatory and technological environment. Water and electricity losses—whether technical or non-technical—can significantly affect financial performance, infrastructure sustainability, and service reliability.

This intensive 1-week program equips utility professionals with advanced strategies for revenue protection and water loss management. Participants will explore modern tools such as smart metering, data analytics, and leak detection technologies while learning how to implement effective operational and customer engagement strategies that minimize losses and strengthen utility performance.

What You'll Learn and Practice

By participating in this program, you will:

- Develop comprehensive strategies to protect revenue in utility operations.
- Apply advanced smart metering technologies and data analytics techniques.
- Implement effective water loss management and leak detection solutions.
- Design customer engagement initiatives to reduce non-technical losses.
- Strengthen regulatory compliance and governance in utility management.
- Use digital tools to monitor, analyze, and prevent operational losses.

The Program Flow

Day 1: Fundamentals of Revenue Protection

- Understanding revenue protection principles in utility management.
- Identifying technical and non-technical losses in utility systems.
- Assessing the economic impact of losses on operational performance.
- Reviewing regulatory frameworks and compliance requirements.

Day 2: Advanced Metering Infrastructure

- Understanding smart metering technologies and their operational benefits.
- Managing data collection and metering management systems.
- Detecting meter tampering and unauthorized usage.
- Implementing remote disconnection and reconnection capabilities.



Day 3: Water Loss Management Techniques

- Conducting water audits and loss assessments.
- Applying modern leak detection and localization technologies.
- Managing pressure systems to reduce water losses.
- Implementing asset management and pipeline rehabilitation strategies.

Day 4: Data Analytics for Revenue Protection

- Using big data analytics in utility operations.
- Applying predictive modeling to detect potential losses.
- Identifying consumption anomalies through data analysis.
- Using GIS mapping tools to monitor and manage system performance.

Day 5: Customer Engagement and Loss Prevention

- Designing customer awareness and education programs.
- Implementing incentive schemes to encourage responsible consumption.
- Managing disputed billing and customer complaints.
- Understanding legal and regulatory aspects of revenue protection.

Individual Impact

- Strengthen knowledge of revenue protection and loss management strategies.
- Gain practical expertise in smart metering and data analytics tools.
- Improve ability to detect and prevent utility losses effectively.
- Develop skills for engaging customers and managing operational risks.

Work Impact

- Improve financial sustainability through reduced revenue losses.
- Enhance operational efficiency in water and electricity utilities.
- Support data-driven decision-making in utility management.
- Strengthen customer trust through transparent and efficient service delivery.

Training Methodology

This program combines technical knowledge with practical learning to ensure real-world application. Learning methods include:

- Interactive workshops and expert-led discussions.
- Case studies from water and electricity utility operations.
- Practical exercises in data analysis and leak detection strategies.
- Group activities focused on loss management planning.
- Practical tools and templates for revenue protection programs.



Beyond the Course

By the end of the program, participants will be able to:

- Design and implement effective revenue protection strategies.
- Develop structured water loss management programs.
- Use smart technologies and analytics to detect and prevent losses.
- Strengthen operational performance and financial sustainability in utility organizations.

