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Revenue Assurance Control Desk (RACD)[®] Offers a Window into Revenue Assurance for Utilities and Retail Providers

Kopac's patent pending process for protecting utility and retail energy provider revenue is released

HOUSTON--([BUSINESS WIRE](#))--Both regulated utilities and deregulated retail energy providers will cope with significant changes in the years ahead. Protecting and maintaining revenue and profits is a growing priority. Successful companies manage risk, adopt best practices, and apply new technology to maximize profits and stay competitive. Kopac Consulting, a leader in providing solutions to the energy industry, has just released *Revenue Assurance Control Desk: A Reference Guide for Utilities and Energy Providers*.

Thoughtful managers are always looking for innovations that will protect profitability. Revenue assurance is a ready solution to sustain an organization's existing hard-earned revenue stream. The value proposition is strong: reduced risk in the revenue stream, recovery of missed revenue that can range between .5% and 5% of revenue, and a single point of reference on managing revenue processes.

Revenue assurance is already a widely adopted practice in the telecommunications industry, yet experience proves it is equally valuable to energy providers as well. Factors such as multiple pricing plans, timing changes, account turnover, regulations, complex systems, and processes create revenue leak points.

The [Revenue Assurance Control Desk \(RACD\)](#), created by Kopac Consulting, marries [revenue assurance](#) concepts of the telecommunications industry with the *control desk* standard used by manufacturers in maintaining statistical quality control to create a new solution for utilities and [retail energy](#) providers. The RACD solution is crafted so that a trained and functioning RACD department within an organization can find, source, and identify for recovery revenue leaks, as well as improve processes and controls. The process extends from pre-contract to cash within the revenue stream.

"Organizations need a way to ensure they capture and retain their hard-earned revenues. The Kopac RACD solution addresses this assurance and hard-dollar recoveries," said [John Kopalchick](#), Kopac's president and developer of the solution. "The essence of a RACD involves setting up a sustainable process to baseline operations, monitor revenue risk, audit for recoveries, investigate inquiries, and recommend process improvements."

The guide contains 82 pages of discussion, case study, and methods for adopting what could be an industry best practice. To receive a complimentary copy of Revenue Assurance Control Desk © [A Reference Guide for Utilities and Retail Energy Providers](#) please send your request to info@kopacconsulting.com.

About Kopac

Kopac (www.kopacconsulting.com) is a Houston based company providing solutions to energy related companies in North America. [Kopac Consulting](#) provides four groundbreaking tools for lowering costs and increasing revenues: 1) [Revenue Assurance](#); 2) [Capital Planning & Investment](#); 3) [Managed Project Solutions](#); and 4) [Supply Chain Management](#).

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