

PPP Project Preparation & Contract Management

(10 Days Training Course)

An **informatech** Training Course
all copyrights reserved



Why Choose this Training Course?

It is widely recognised that good project preparation and contract management is fundamental to a successful PPP project. The concept of PPP obligates a more collaborative relationship between both sectors, fostered by openness and trust. This presents a major shift from the traditional arms-length approach in procuring services and executing projects. Well designed, feasible projects attract greater interest amongst potential investors and demonstrate the potential benefits of taking the project forward to procurement phase.

This career building training course in Dubai will focus on how best to prepare for a PPP project and then manage the PPP procurement process; identifying, assessing and allocating the principal risks in structuring the PPP contract, and other key issues that need to be considered in managing these long term high risk contracts.

Exposure to both of the commercial landscape and background to PPP as well as its implementation will promote greater understanding of its place in infrastructure procurement.

This course will feature:

- Selection of a PPP contract type for given project context
- What constitutes a sound feasibility approach
- How to perform a basic project appraisal
- Selection of a PPP contract type for given project context
- How key risk areas can be managed
- Focus on principal ways PPP contracts can be properly managed

This comprehensive training course consists of two modules which can be booked as a 10-Day Training event, or as individual, 5-Day training courses.

Module 1 – Public-Private Partnership (PPP) Project Preparation

Module 2 – Public-Private Partnership (PPP) Contract Management

By the end of this Course, participants will be able to:

- Determine project identification, screening and selection
- Address the range of issues in identifying, financing, and procurement
- Analyse best practices in conducting financial, economic, and technical feasibility studies
- Analyse the principal risk areas and issues common to all PPPs
- Explain the PPP procurement process
- Identify key PPP contract clauses

Who is this Training Course for?

This Course is suitable to a wide range of professionals, but will greatly benefit:

- Policymakers
- Senior government personnel
- Director and senior management from private infrastructure/public utility sectors (energy & electricity, water & waste water, transportation (roads, airports, ports, and rail), telecommunications, education, health, and municipal services
- Project and contracts personnel in both public and private sectors
- Risk management personnel
- Auditors and comptrollers
- Professionals who have some experience with infrastructure projects and wish to improve their knowledge and decision-making capacity to enact policies related to PPPs

How will this Training Course be presented?

This training course will utilise a variety of proven adult learning techniques to ensure maximum understanding, comprehension and retention of the information presented. The daily workshops will be highly interactive and participative. This will involve regular discussions on the whole concept of PPPs, its uses and limitations, and how best to contract manage these high risk (and potential high reward) contracts.

The overall objective of this training course is to help prepare and strengthen the capacity of delegates in the PPP schemes. It also aims to provide the technical and managerial knowledge necessary for the course delegates to plan, structure and implement the PPP projects and contracts effectively and efficiently.

Module 1: Public-Private Partnership (PPP) Project Preparation

Day One: Defining Public-Private Partnerships and Setting the Framework

Competency Description: It is essentially important that personnel involved in any PPP project understands the full scope and context of the various PPP schemes.

Key behaviours:

- Appreciate the fundamental concepts of the PPP scheme
- Understand the different types of PPP contracts
- Know and understand the critical phases and levels of a PPP project
- Appreciate the rationale behind market needs

Topics to be covered:

- Rationale, aim and motivation for engaging PPP
- Key phases of the PPP project process
- Different types of PPPs
- The four levels of preparation and implementation
- Analyse the important factors for the project preparation process

Day Two: Key Decision Criteria to Select Public or Private Provision for a Particular Infrastructure Sector

Competency Description: Many vital decisions have to be made and PPP project professionals must recognise and understand the various options in order to make the right decision for a sustainable and successful PPP project.

Key behaviours:

- Understanding and knowledge of investment models
- Knowledge and insights of the different PPP models
- Analysis of data and decision making abilities
- Perform a basic project appraisal

Topics to be covered:

- Public investment delivery model
- Economies of scale and project grouping
- Commercialisation potential analysis
- Market potential
- Capacity of assuming long term commitments

Day Three: Basics of Project Preparation: An Overview of its Key Components

Competency Description: A critical success factor in any PPP project is understanding the various components and best practice to prepare and implement a comprehensive project implementation plan.

Key behaviours:

Develop a practical ability to identify and manage project risks
Understand the importance of financial and economic analyses
Interpret costings estimates and impacts
Develop and implement practical project plans

Topics to be covered:

Project identification, risks, sustainability
Project design: technical aspects, components, cost estimation, and financing
Importance of project financial and economic analysis
Preparing the Project Implementation Plan
Project Management Arrangements – various types of agreements and monitoring indicators

Day Four: Planning for PPP Project Management

Competency Description: Preparation and planning in any project is vital. However, in PPP projects it is even more important that robust and viable project plans are developed to make sure that the project is based on strategic leadership and tactical appraisal.

Key behaviours:

Appreciate the fundamental concepts of project management
Choose the right people and skills for the various roles
Formulate clear and concise management plans
Appreciate the strategic objectives of stakeholder management

Topics to be covered:

Appointing a PPP project manager and project team (Project Implementation Unit)
Key roles within the project, including decision-making authorities, and sources and funding for assistance
Preparing the project plan
The absolute importance of stakeholder consultation and managing the interface
Risk assessment and analysis

Day Five: Project Pre-Feasibility Analysis

Competency Description: Conceptualisation and conducting PPP project feasibility studies is paramount to implementing and delivering a sustainable project over a number of years.

Key behaviours:

Perform a comprehensive Needs Analysis
Understand the different types of feasibility studies required for any PPP project
Distinguish between the needs and wants in the project scope
Interpret and identify social and environmental safeguards

Module 2: Public-Private Partnership (PPP) Contract Management

Day Six: Dynamics of PPPs

Competency Description: As a project/contract professional you need to understand the background and challenges of PPP infrastructure procurement.

Key Behaviours:

- Appreciate the nature of PPPs
- Understand the scope and structure of PPPs
- Recognise the challenges both public and private sectors face
- Understand how PPPs are financed
- Identify the principal limitations of PPPs

Topics to be covered:

- Commercial landscape and background to PPPs
- PPP types and structures
- How PPPs are financed
- Implications of fiscal commitments
- Limitations and pitfalls of PPP procurement

Day Seven: Development and Implementation of a PPP Transaction

Competency Description: As a project/contract professional you need to develop an understanding of the key stages and inputs of PPP infrastructure procurement.

Key Behaviours:

- Develop an appropriate procurement strategy
- Understand how to develop an output specification
- Identify key qualification and evaluation criteria
- Appreciate what financial close means
- Understand how to deal with unsolicited bids

Topics to be covered:

- Procurement strategies
- Managing the bid process
- Performance-based output specifications
- Reaching financial close
- Dealing with unsolicited bids

Day Eight: Structuring the PPP Contract

Competency Description: As a project/contract professional you need to be able to identify, assess and allocate the principal risks associated with the PPP form of procurement.

Key Behaviours:

- Identify key risk areas in PPP contracts
- Be able to interpret performance requirements
- Understand payment structures and mechanisms
- Recognise how to manage and resolve disputes
- Appreciate principal triggers to termination

Topics to be covered:

- Identification, assessment and allocation of principal risks
- Performance and service requirements
- Different payment mechanisms
- Management and resolution of disputes
- Triggers and implications of termination

Day Nine: Managing Other Key Elements of PPP Contracts

Competency Description: As a project/contract professional you need to understand and manage other key risk areas under a PPP contract.

Key Behaviours:

- Distinguish between relief and compensation events
- Understand price and payment issues
- Identify types of warranty and guarantee
- Recognise other key liability issues
- Understand the nature of 'step-in' rights

Topics to be covered:

- Compensation and other relief events
- Price and payment terms
- Warranties, guarantees, indemnities
- Intellectual property
- 'Step-in' rights

Day Ten: Operation of the PPP Contract

Competency Description: As a project/contract professional you need to develop both qualitative and quantitative management skills to support the long term nature of PPP contracts.

Key Behaviours:

- Appreciate the nature of the relationship between public and private partners
- Understand ways of monitoring delivery and risk
- Recognise how to deal with change
- Develop a practical ability to manage contract expiry
- Identify key elements of asset handover

Topics to be covered:

- Relationship management between public and private partners
- Monitoring performance delivery and risk
- Dealing with change
- Managing contract expiry
- Handover of the asset or service

informatech™ is a global leadership consultancy that aligns people, purpose & strategy – driving socially responsible transformation in global organisations. Our international network includes 215 partners, consultants, and coaches in 24 countries throughout Europe, North America, Latin America, Asia, and Africa. We transform leaders, align teams and create fierce resolve and passion to win.

Typical interventions are to accelerate performance, execute strategy and embed capability and change. Our programmes are part of the core curriculum in many of our client's corporate universities, and our leadership development programmes have over 300,000 executive alumni. Methodologies are based on more than 100 corporate turnarounds and performance acceleration assignments in FTSE 100 and Fortune 500 companies. Austria, Belgium, Brazil, Canada, China, Colombia, Denmark, Finland, France, Germany, Italy, Mexico, Norway, Poland, Portugal, Russia, Serbia, South Africa, Spain, Sweden, The Netherlands, UK, Uruguay, and the USA.

