



Public-Private Partnership Skills and Competency Development

March 26-May 11, 2018 | Online (6.0 CEUs)

Course Description

The Institute for Public-Private Partnerships, A Tetra Tech Company (IP3), and the SADC Banking Association are pleased to offer a six-week intensive training program on *Public-Private Partnership (PPP) Skills and Competency Development*.

This program has been developed with financial support from the Banking Association of South Africa and the Canadian International Development Agency (CIDA). It will provide a practical, hands-on, and results-oriented capacity building experience for organizations and institutions that are currently designing or implementing PPP programs at the national, state, or municipal levels.

Course Offering

Dates: March 26-May 11, 2018

Location: Online

Code: 4001-OL

CEUs: 6.0

Tuition: \$1,100

Learning Outcomes

- Evaluating the forms of PPPs and where they are being used within the SADC region and worldwide
- Analyzing SADC-specific institutional reviews and case studies
- Evaluating the implications of regulation on PPPs
- Analyzing the process of identifying PPP opportunities and the key elements of a PPP prefeasibility study
- Applying the elements to effectively structure financing for PPP arrangements and conducting a financial modeling simulation exercise
- Understanding how PPPs can be designed to stimulate the local private sector and encourage local economic development
- Applying skills to effectively manage and communicate with PPP stakeholders, including customers, the media, and labor unions
- Creating a detailed, personalized strategic action plan to help you apply learning outcomes on the job

About IP3's Online Courses

IP3's online courses deliver high-performance training at very low costs for your organization. IP3 participants appreciate the anytime access to course materials, minimal bandwidth requirements, and global audience reach that our online courses offer.

Participants who successfully complete the course requirements will receive a *Certificate of Achievement*.

Who Should Attend

- Privatization agencies, PPP units, or procurement agencies
- Ministries of finance, energy, water, transportation, telecommunications, health and education
- Government leaders and managers from local and regional government agencies
- Development and private sector banks
- Regulatory commissions or contract monitoring units
- Attorneys, accountants, bankers, and project developers from the private sector
- Multilateral and bilateral donor agencies involved with PPP development

Course Tuition Includes

- All training materials
- Industry expert instructor
- 24 hour access to the learning management system
- One year of access to course materials
- ICT help desk
- Enrollment in professional certification
- Professional certification counseling
- International audience reach

Course Contents

PPP Concepts, Rationale, and Contractual Options

- Overview of the forms of PPPs
- Global experience with PPPs and SADC examples
- New variations on PPPs, including output-based aid

Project Appraisal and Feasibility Studies

- Objectives and key elements of feasibility studies
- Value for money and public sector comparator concepts
- Criteria for screening projects
- Managing and allocating risks in PPP
- Engaging consultants to assist with the PPP process

Project Finance and Investment Analysis

- Options for financing PPPs
- Rationale for a project finance approach
- Challenges of project finance for PPPs, including currency devaluation, the need for guarantees, and special considerations for donor-financed projects
- Simulation exercise

The Procurement Process

- Various forms of procurement including competitive bidding, competitive negotiations, and sole sourcing
- Methods for structuring bid evaluation criteria
- Maximizing transparency in the procurement process

Communications and Stakeholder Relations

- Methods for managing stakeholder relations
- Structuring a communications program
- Addressing the human resources and labor relations implications of PPPs

Contract Management, Monitoring, and Evaluation

- Using the PPP contract as a regulatory instrument
- Establishing an independent regulatory framework for PPPs
- Forms of economic regulation, including price cap and rate-of-return
- Monitoring contractors' performance through Key Performance Indicators (KPIs)

All six modules include case study analysis



Benefits for Human Resource Departments

- Dramatic cost savings—no travel or per diem costs while maintaining work productivity
- 24/7 availability of course features—access from any internet connection at any time
- Scalability—one employee or one thousand can be trained at the same time at a low cost
- Collaboration and learning through interactive discussion boards and action planning
- Browser-based platform—no special computer skills needed, and courses work fine in low bandwidth

Benefits for Participants

- Instructor-led online training—flexible enough to be accessed anytime, anywhere, removing all the geographical barriers
- Collaborate and interact with fellow participants from around the world and our course facilitator in easy-to-use discussion boards, email, and chat room communication tools
- Take multiple courses towards professional certification while reducing costs and increasing office productivity



Sponsoring Organization

The SADC Banking Association

The SADC Banking Association was founded in 1998 with the objective of coordinating the activities of national associations of banks in the SADC region. SADC member countries include Angola, Botswana, Lesotho, Malawi, Mauritius, Mozambique, Namibia, South Africa, Swaziland, Tanzania, Zambia, and Zimbabwe. One of the key activities is the management of the SADC PPP Capacity Building Project under funding from CIDA. For more information, please visit www.banking.org.za.

Incentive Scholarship Fund for SADC Nationals

To support the capacity building goals of the SADC Banking Association, numerous tuition scholarships are available for SADC nationals and other African countries. For eligibility requirements, please visit ip3.org or contact us using the information at right.

About our Partnership

Priority registration is provided to SADC member countries. Participants from the rest of Africa and the global community are encouraged to register.

Once enrolled in the course, you will receive detailed information and syllabus, including login and course site navigation documents, by email 24 hours before the course start date.



For additional information about the program or future date offerings, please contact:

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About IP3

IP3 is a leading global provider of public-private partnership (PPP) consulting and capacity building services. IP3 provides institutional support to public and private sector entities engaged in PPP projects around the world, helping mobilize private sector expertise and resources to enhance the quality and availability of infrastructure for public services. Sectors include transportation (road, ports, and airports), social infrastructure, water, energy, telecom, and the defense industry.

IP3 has over 20 years of experience in both establishing an enabling environment for each form of PPP and providing transaction-specific support throughout the entire project life-cycle. IP3 has financial, economic, legal, policy, institutional, technical, and other expertise and experience across all sectors. IP3's core team of instructors has advised on nearly \$30 billion in PPP transactions and designed some of the most successful and innovative PPP frameworks in emerging markets. IP3 uses the lessons learned and the global best practices from the UK PFI, P3 Canada, Australian, Western European, and Latin American models to create innovative solutions for our clients.



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