



PPP Strategies, Methods, and Project Structuring Techniques

April 16-27, 2018 | Washington, DC (6.0 CEUs)

Course Description

The objective of the *PPP Strategies, Methods, and Project Structuring Techniques* course is to provide participants with a comprehensive overview of public-private partnership (PPP) procurement and project structuring. In this course, the Institute for Public-Private Partnerships, A Tetra Tech Company (IP3), will cover key topics, such as the definition and rationale of the PPP procurement option; prefeasibility and screening processes; financial and contractual planning; procurement, negotiation, and monitoring procedures; and institutional requirements. The course will also offer an introduction to the financial aspects of project structuring, including project finance and the core elements of PPP bankability.

This course is an introduction to the basic policy and institutional issues involved in PPP procurement and project design and is required for more advanced training in this field.

Learning Outcomes

By successfully completing this course, participants will be able to:

- Develop a deep knowledge of the design, implementation, and monitoring of a PPP program
- Design a public sector comparator (PSC) model to evaluate PPP options
- Understand the process of determining value for money (VfM)
- Identify best practices in the conduct of financial, economic, and technical feasibility studies
- Assess risk identification, mitigation, and allocation among parties involved in a PPP project
- Develop negotiation skills through a PPP pre-feasibility analysis, transaction negotiation, or monitoring exercise
- Create a detailed, strategic PPP action plan to apply learning outcomes on the job

Course Offering

Dates: April 16-27, 2018

Location: Washington, DC

Code: 5006-WA

CEUs: 6.0

Tuition: \$5,500

Become a Specialist

IP3 is an accredited provider of Continuing Education Units (CEUs) as sponsored by the International Association for Continuing Education and Training (IACET)

Successful completion of this course will award 6.0 CEUs.



Who Should Attend

- Government officials from ministries, state agencies, and municipal governments
- Senior management and board members from utilities
- Regulatory agencies and authorities
- Professionals from financial institutions
- Staff of international donor organizations

Course Tuition Includes

- All training sessions/materials
- Presentations
- New computer
- Web-based course content/software
- High-speed internet access
- Receptions and tours
- Daily refreshments and lunch voucher
- Enrollment in professional certification program
- Professional certification counseling

Course Contents

PPP Strategies and Options

- Rationale for identification of PPP projects as part of sustainable development planning
- Structuring considerations for relevant PPP options: service and management contracts, joint ventures, divestiture, licensing, leases, and concessions

Planning and Implementing the PPP Project Cycle

- Prefeasibility planning and analysis
- Feasibility study requirements: economic, financial, social, legal and regulatory, and technical criteria
- Creating a standardized process (checklist) for PPP project screening
- Developing a feasibility index and ranking opportunities for investment decisions
- Stages of the project cycle, the role of PPP units, and inter-sectorial approval mechanisms
- Regulatory requirements and structures for PPP projects

Risk Identification, Mitigation, and Allocation Programming

- Techniques to identify PPP project risks
- Analysis of risks and applicable allocation strategies to the most suitable party
- Project finance and financial viability criteria for PPPs
- Developing security packages (legal agreements) to mitigate project risks
- Financial models and sensitivity analysis to determine project sustainability and structure
- The role of insurance, guarantees, and risk mitigation



Contracts and Negotiations

- Parties to a contract and roles, responsibilities, and risk allocation
- Technical and financial terms and performance requirements
- Key negotiation planning strategies
- Strategies to incorporate dispute resolution and arbitration procedures
- Managing a dispute process

Procurement and Contract Monitoring

- Key elements of the PPP contract. Choosing the right contract for successful PPP procurement
- International best practices for PPP procurement from prequalification through the RFP and contract negotiation and closing
- Monitoring and evaluating the PPP contract: key issues and institutional challenges
- Role of project implementation units and PPP units in the public sector

Strategic Action Planning

About IP3

IP3 is a leading, global provider of 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.

IP3 has trained more than 35,000 officials from over 175 countries on PPP programs and opportunities, regulation operations and management initiatives, competitive utility management reform, and public policy and good governance.

Our experts have worked with more than 600 government agencies, ministries, and organizations, including some of the world's most influential institutions.



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