Strategic PPP Frameworks and Contract Management Training Course



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4100 € (Per Person)

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Course Introduction / Overview:

Public-Private Partnerships (PPPs) have become a critical mechanism for delivering large-scale public infrastructure and services globally. This intensive training course provides a comprehensive A-to-Z guide on the entire PPP lifecycle, from initial policy and project identification to contract management and eventual handover. The curriculum is designed to equip participants with the strategic skills needed to structure, procure, and manage successful PPP projects, ensuring they deliver sustained Value for Money (VfM) and meet public service objectives. Drawing on global best practices and established frameworks, the course delves into the complexities of risk allocation, financial modeling, and legal structuring. As noted by the prominent expert E. R. Yescombe in his seminal work, "Public-Private Partnerships: Principles of Policy and Finance", a successful partnership hinges on a meticulously crafted contractual and financial foundation. BIG BEN Training Center has developed this program to bridge the gap between theoretical knowledge and practical application, empowering professionals to navigate the intricate landscape of infrastructure finance and government contracting with confidence and expertise, ultimately fostering sustainable infrastructure development.

Target Audience / This training course is suitable for:

- Government Officials and Public Sector Managers.
- Project Finance Analysts and Managers.
- Infrastructure and Investment Bankers.
- Legal Counsel and Contract Specialists.
- Procurement and Tendering Officers.
- Engineers and Technical Advisors.
- Policy Makers and Regulators.
- Construction Project Managers.
- Management Consultants specializing in infrastructure.
- Executives from private sector concessionaires and developers.

Target Sectors and Industries:

- Transportation and Logistics (Roads, Ports, Airports).
- Energy and Utilities (Power Generation, Water, Waste Management).
- Telecommunications and Information Technology.
- Healthcare and Social Infrastructure (Hospitals, Schools).
- Urban Development and Real Estate.
- Tourism and Hospitality.
- Government Agencies and Public Administrations.
- Financial Services and Investment Banking.
- Engineering and Construction.

Target Organizations Departments:

- Project Management Office (PMO).
- Finance and Treasury Departments.
- Legal and Compliance Departments.
- Procurement and Sourcing Departments.
- Strategic Planning and Policy Units.
- Infrastructure and Capital Projects Divisions.
- Business Development and Investment Teams.
- Contract Administration and Management.
- Operations and Facilities Management.

Course Offerings:

By the end of this course, the participants will have able to:

- Analyze the core principles and rationale behind using PPPs for public service delivery.
- Differentiate between various PPP models like BOT, DBFO, and concessions.
- Conduct comprehensive feasibility studies and Value for Money (VfM) assessments.
- Structure bankable PPP projects by developing robust financial and legal frameworks.
- Design and manage a transparent and competitive PPP procurement process.
- Master the art of negotiating complex PPP concession agreements.
- Develop and implement effective risk allocation and mitigation strategies.
- Manage the PPP contract lifecycle, including performance monitoring and dispute resolution.
- Evaluate the social and economic impacts of PPP projects on communities.
- Apply international best practices for PPP governance and stakeholder management.

Course Methodology:

The training methodology at BIG BEN Training Center is designed to be highly interactive, practical, and participant-centered. This course moves beyond traditional lectures to create an immersive learning environment that fosters deep understanding and skill development. A cornerstone of our approach is the extensive use of real-world case studies from various sectors and regions, allowing participants to analyze both successful and failed PPP projects to draw critical lessons. Interactive sessions, group discussions, and brainstorming workshops encourage the exchange of ideas and experiences among professionals from diverse backgrounds. Practical exercises, such as developing a risk allocation matrix or simulating a contract negotiation session, provide hands-on experience with key PPP tools and techniques. Participants will receive continuous and constructive feedback from the instructor and peers, ensuring they can apply the learned concepts directly to their professional challenges. This blended learning approach ensures that participants leave not just with knowledge, but with the confidence and competence to manage complex PPP initiatives.

Course Agenda (Course Units):

Unit One: Fundamentals of Public-Private Partnerships

- Introduction to the concept and evolution of PPPs.
- The rationale for using PPPs in public infrastructure and services.
- Key terminology and definitions in the PPP lexicon.
- The global landscape of PPPs and emerging trends.
- The main stakeholders in a PPP project and their respective roles.
- Understanding the complete PPP project lifecycle from conception to completion.
- Core principles of Value for Money (VfM) and Public Sector Comparator (PSC).

Unit Two: PPP Frameworks and Project Structuring

- Overview of different PPP models (BOT, BOOT, DBFO, LDO, etc.).
- Developing a national and sectoral PPP policy and legal framework.
- The process of project identification, screening, and prioritization.
- Conducting detailed technical, economic, and financial feasibility studies.
- Introduction to financial modeling for PPP projects.
- Structuring PPP projects for bankability and investor appeal.
- Environmental and Social Impact Assessment (ESIA) in PPPs.

Unit Three: The PPP Procurement and Bidding Process

- Key stages of the PPP procurement cycle.
- Developing tender documents: Request for Qualification (RFQ) and Request for Proposal (RFP).
- Best practices for a transparent and competitive bidding process.
- Bid evaluation criteria and selection of the preferred bidder.
- Managing unsolicited proposals (USPs) within a PPP framework.
- The role of transaction advisors in the procurement phase.
- Ensuring probity and preventing corruption in PPP procurement.

Unit Four: Negotiating and Finalizing the PPP Contract

- Understanding the structure of a typical PPP concession agreement.
- Detailed analysis of key contractual clauses (e.g., force majeure, termination).
- The principles and practice of risk identification, analysis, and allocation.
- Developing a comprehensive risk allocation matrix.
- Strategies and tactics for successful PPP contract negotiation.
- Achieving commercial close and financial close.
- The importance of clear payment mechanisms and performance standards.

Unit Five: Advanced PPP Contract and Performance Management

- Establishing a robust contract management and administration unit.
- Techniques for monitoring the private partner's performance.
- Managing variations, claims, and contract renegotiations.
- Frameworks for effective stakeholder communication and relationship management.
- Strategies for dispute avoidance and resolution mechanisms.
- Preparing for contract expiry, asset handover, or refinancing.
- Ex-post evaluation and lessons learned for future PPP projects.

FAQ:

Qualifications required for registering to this course?

There are no requirements.

How long is each daily session, and what is the total number of training hours for the course?

This training course spans five days, with daily sessions ranging between 4 to 5 hours, including breaks and interactive activities, bringing the total duration to 20 - 25 training hours.

Something to think about:

Beyond financial metrics and risk allocation, how can public-private partnerships be structured to genuinely prioritize long-term social value and community well-being over simple project completion?

What unique qualities does this course offer compared to other courses?

This course distinguishes itself by offering a holistic, lifecycle-based perspective on Public-Private Partnerships, moving beyond a narrow focus on financial structuring or procurement. While many programs concentrate on the pre-contractual phases, our curriculum dedicates significant attention to the critical, long-term challenges of contract management, performance monitoring, and stakeholder relations, which are often the determinants of a project's ultimate success. The academic rigor of the course is grounded in practical reality, integrating globally recognized frameworks with in-depth case studies that explore the nuances of both successful and challenging projects across various sectors. Rather than merely presenting tools, we focus on cultivating strategic thinking, enabling participants to understand the 'why' behind the 'how'. The emphasis on negotiation simulations and interactive problem-solving sessions ensures that participants develop the practical skills and confidence needed to navigate the complex interpersonal and political dynamics inherent in any PPP. This comprehensive approach provides a unique and powerful learning experience, equipping professionals not just to execute PPPs, but to lead them effectively and responsibly.