Advanced Public-Private Partnership (PPP) Projects Training Course



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4100 € (Per Person)

Ref: #PMP7860_279988

Course Introduction / Overview:

This comprehensive training course provides an in-depth exploration of the entire Public-Private Partnership (PPP) project lifecycle, from initial conception and feasibility analysis to financial closing, contract management, and performance monitoring. In an era of increasing demand for efficient infrastructure and public service delivery, PPPs have emerged as a critical mechanism for leveraging private sector expertise and capital. This program is designed to equip participants with the strategic, financial, and legal competencies required to successfully structure, negotiate, and manage complex PPP projects. Drawing upon global best practices and insights from leading experts like E. H. E. Yescombe, author of the seminal work "Public-Private Partnerships: Principles of Policy and Finance", the course delves into the nuances of risk allocation, value for money analysis, and bankable project structuring. BIG BEN Training Center has developed this curriculum to move beyond theoretical knowledge, focusing on practical application through real-world case studies and interactive simulations. Participants will gain a holistic understanding of both the public and private sector perspectives, enabling them to navigate the intricate dynamics of these long-term collaborations and deliver sustainable value for all stakeholders involved in infrastructure development and public asset management.

Target Audience / This training course is suitable for:

- Government Officials and Public Sector Managers.
- Project Directors and Managers.
- Financial Analysts and Investment Bankers.
- Legal Advisors and Corporate Counsel.
- Procurement and Tendering Specialists.
- Infrastructure Developers and Contractors.
- Management Consultants and PPP Advisors.
- Engineers and Technical Consultants involved in public projects.
- Executives from private sector companies seeking to engage in PPPs.

Target Sectors and Industries:

- Transportation and Logistics (Roads, Ports, Airports).
- Energy and Utilities (Power Generation, Water, Waste Management).
- Social Infrastructure (Healthcare, Education, Public Housing).
- Information and Communication Technology (ICT).
- Telecommunications.
- Real Estate and Urban Development.
- Government agencies and public authorities at national, regional, and local levels.

Target Organizations Departments:

- Project Management Office (PMO).
- Finance and Treasury Departments.
- Legal and Compliance Departments.
- Strategic Planning and Business Development.
- Procurement and Contracts Departments.
- Infrastructure and Public Works Departments.
- Policy and Regulation Units.

Course Offerings:

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

- Develop a comprehensive understanding of the PPP framework and its various models.
- Conduct thorough feasibility studies and value for money (VfM) assessments.
- Master the principles of financial modeling and structuring for PPP projects.
- Identify, analyze, and allocate project risks effectively between public and private partners.
- Navigate the legal and regulatory complexities of PPP procurement and contracting.
- Prepare and evaluate tender documents and concession agreements.
- Manage stakeholder relationships throughout the PPP project lifecycle.
- Implement robust performance monitoring and contract management systems.
- Negotiate PPP deals with confidence, balancing public interest and commercial viability.

Course Methodology:

The training methodology at BIG BEN Training Center is designed to be highly interactive, practical, and participant-centered, ensuring a deep and lasting learning experience. This course moves beyond traditional lectures to immerse participants in the real-world challenges of Public-Private Partnerships. A cornerstone of our approach is the extensive use of case studies drawn from successful and challenging PPP projects across various sectors globally. These cases will be analyzed in group discussions, allowing participants to dissect complex financial structures, legal agreements, and risk allocation strategies. Interactive workshops and simulation exercises will provide hands-on practice in key areas such as negotiation, financial modeling, and risk assessment. Expert-led sessions will break down core concepts, supported by practical examples and best-practice frameworks. Team-based projects will encourage collaborative problem-solving, mirroring the multi-stakeholder environment of actual PPPs. Continuous feedback from the instructor and peers is integrated throughout the program, fostering a dynamic learning environment where participants can apply new knowledge, share experiences, and build the confidence needed to lead and manage successful PPP initiatives in their respective organizations.

Course Agenda (Course Units):

Unit One: Foundations of Public-Private Partnerships (PPP)

- Introduction to the concept and rationale of PPPs.
- Historical evolution and global trends in PPPs.
- Types of PPP models (e.g., BOT, DBFO, Concessions).
- The strategic role of PPPs in national infrastructure development.
- Key stakeholders and their respective roles and objectives.
- The PPP policy, legal, and institutional framework.
- Comparing PPPs with traditional public procurement methods.

Unit Two: PPP Project Identification and Feasibility

- The PPP project lifecycle from conception to operation.
- Project identification and screening criteria.
- Conducting comprehensive project feasibility studies.
- Introduction to Value for Money (VfM) analysis.
- Understanding the Public Sector Comparator (PSC).
- Assessing project affordability and commercial viability.
- Environmental and social impact assessment for PPP projects.

Unit three: Financial Structuring and Legal Framework of PPPs

- Fundamentals of project finance for PPPs.
- Sources of financing (equity, senior debt, mezzanine debt).
- Developing a robust PPP financial model.
- Key financial indicators and bankability requirements.
- The legal framework for PPP contracts and concession agreements.
- Understanding key clauses in a PPP agreement.
- Legal aspects of dispute resolution and contract renegotiation.

Unit Four: PPP Procurement and Risk Management

- Structuring a transparent and competitive PPP procurement process.
- Developing tender documents (RFQ, RFP).
- Bid evaluation criteria and selection of the private partner.
- The principles of negotiation in PPP transactions.
- Comprehensive risk identification and analysis in PPPs.
- Developing the risk allocation matrix.
- Strategies for mitigating and managing project risks.

Unit Five: PPP Contract Management and Advanced Topics

- Post-financial close project and contract management.
- Establishing effective performance monitoring systems.
- Managing stakeholder relations and communications.
- Handling unsolicited proposals (USPs) in a PPP framework.
- Challenges in managing long-term PPP contracts.
- Ex-post evaluation and lessons learned from PPP projects.
- The future of PPPs: sustainability, climate resilience, and digital infrastructure.

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:

In a PPP model, how can governments ensure long-term public value and social equity are prioritized over short-term private profitability, especially in essential services like healthcare and water?

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

This training course distinguishes itself by offering a holistic, 360-degree perspective on the entire Public-Private Partnership lifecycle, a feature often fragmented in other programs. While many courses focus narrowly on either finance or law, this curriculum integrates the strategic, financial, legal, and operational dimensions of PPPs into a single, cohesive learning journey. Its core strength lies in its practical, case-based methodology, which moves beyond theory to immerse participants in the complex decision-making scenarios faced by both public and private sector leaders. We emphasize the development of practical skills in risk allocation, financial modeling, and negotiation, ensuring participants can immediately apply their learning. Furthermore, the course content is continuously updated to reflect the latest global trends, including the growing importance of sustainability, social impact, and digital infrastructure in modern PPPs. By focusing on the intricate balance between public interest and commercial viability, the program equips professionals not just to execute projects, but to structure partnerships that deliver enduring public value and are resilient to long-term challenges, providing a level of strategic insight that is rare in the training market.