

Public-Private Partnerships (PPP) Contract Management

Date

15 December -19
December 2024

Istanbul

(\$)Fees

3500

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Why Choose this Training Course?

This interactive and practical 5-day training course will provide an insight into how the public-private partnership (PPP) project delivery model can be used to meet the challenges of funding contracts for infrastructure projects and services. It will take you through the key stages of PPP development and implementation.

The course will focus on how best to 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.

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This training course will feature:

- Discussions on the dynamics of PPPs
- How key risk areas can be managed
- Use of PPPs in different sectors and services
- The roles and relationships of public and private parties
- Focus on principal ways PPP contracts can be properly managed

What are the Goals?

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

- Describe the principal types of PPPs
- Appreciate the benefits and challenges of such projects
- 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 training course is suitable to a wide range of professionals involved in the development, appraisal,

implementation and management of PPPs, and will particularly benefit:

- Project and contracts personnel in both public and private sectors
- Government officials, ministries, public sector agencies
- Project financiers, developers, sponsors, consultants
- Risk management personnel
- Auditors and comptrollers

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 Course Content

Day One: 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 Two: 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 Three: 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 Four: 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 and Indemnities
- Intellectual property
- 'Step-in' rights

Day Five: Operation of the PPP Contract

Competency Description: As a project/contracts 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

The Certificate



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