

## Public-Private Partnerships (PPP) Project Preparation

Date

12 January -16 January  
2025

Istanbul

(\$)Fees

3500

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### Why Choose this Training Course?

It is widely recognised that good project preparation is fundamental to a successful PPP project. The concept of PPP obligates a more collaborative relationship between both sectors, fostered by openness and trust. This presents a major shift from the traditional arms-length approach in procuring services and executing projects. Well designed, feasible projects attract greater interest amongst potential investors and demonstrate the potential benefits of taking the project forward to procurement phase. Therefore, PPP projects critically require specialist trained personnel who possess a deep understanding of the many different constraints involved and who display extensive knowledge of how to prepare and commence a PPP project.

In this bespoke training course we will be addressing the current issues around the key areas and providing specialist knowledge, experience, evidence and practices of the relevant theory and concepts.

#### This training course will feature:

- Selection of a PPP contract type for given project context
- What constitutes a sound feasibility approach
- How to perform a basic project appraisal
- How to create an appropriate structure for a given PPP project
- Understand basic knowledge of the PPP scheme

### What are the Goals?

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

- Determine project identification, screening and selection
- Know the roles and responsibilities of the stakeholders in PPP projects
- Address the range of issues in identifying, financing, and procurement
- Analyse best practices in conducting financial, economic, and technical feasibility studies
- Evaluate risk identification, mitigation, and allocation among parties involved in a PPP project

### Who is this Training Course for?

This training course is suitable to a wide range of professionals but will greatly benefit:

- Policy makers
- Senior government personnel
- Director and senior management from private infrastructure/ public utility sectors - Sectors include: energy & electricity, water & waste water, transportation (roads, airports, ports, and rail), telecommunications, education, health, and municipal services
- Professionals who have some experience with infrastructure projects and wish to improve their knowledge and decision-making capacity to enact policies related to PPPs
- Technical and financial consultants
- Senior non-government organisation (NGO) officers

## 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. The overall objective of this training course is to help prepare and strengthen the capacity of delegates in the PPP schemes. It also aims to provide the technical and managerial knowledge necessary for the course delegates to plan, structure and implement the PPP projects effectively and efficiently.

## The Course Content

### Day One: Defining Public-Private Partnerships and Setting the Framework

**Competency Description:** It is essentially important that personnel involved in any PPP project understands the full scope and context of the various PPP schemes.

#### Key behaviours:

- Appreciate the fundamental concepts of the PPP scheme
- Understand the different types of PPP contracts
- Know and understand the critical phases and levels of a PPP project
- Appreciate the rationale behind market needs

#### Topics to be covered:

- Rationale, aim and motivation for engaging PPP
- Key phases of the PPP project process
- Different types of PPPs
- The four levels of preparation and implementation
- Analyse the important factors for the project preparation process

### Day Two: Key Decision Criteria to Select Public or Private Provision for a Particular Infrastructure Sector

**Competency Description:** Many vital decisions have to be made and PPP project professionals must recognise and understand the various options in order to make the right decision for a sustainable and successful PPP project.

#### Key behaviours:

- Understanding and knowledge of investment models
- Knowledge and insights of the different PPP models
- Analysis of data and decision making abilities
- Perform a basic project appraisal

**Topics to be covered:**

- Public investment delivery model
- Economies of scale and project grouping
- Commercialisation potential analysis
- Market potential
- Capacity of assuming long term commitments

**Day Three: Basics of Project Preparation: An Overview of its Key Components**

**Competency Description:** A critical success factor in any PPP project is understanding the various components and best practice to prepare and implement a comprehensive project implementation plan.

**Key behaviours:**

- Develop a practical ability to identify and manage project risks
- Understand the importance of financial and economic analyses
- Interpret costings estimates and impacts
- Develop and implement practical project plans

**Topics to be covered:**

- Project identification, risks, sustainability
- Project design: technical aspects, components, cost estimation, and financing
- Importance of project financial and economic analysis
- Preparing the Project Implementation Plan
- Project Management Arrangements – various types of agreements and monitoring indicators

**Day Four: Planning for PPP Project Management**

**Competency Description:** Preparation and planning in any project is vital. However, in PPP projects it is even more important that robust and viable project plans are developed to make sure that the project is based on strategic leadership and tactical appraisal.

**Key behaviours:**

- Appreciate the fundamental concepts of project management
- Choose the right people and skills for the various roles
- Formulate clear and concise management plans
- Appreciate the strategic objectives of stakeholder management

**Topics to be covered:**

- Appointing a PPP project manager and project team (Project Implementation Unit)
- Key roles within the project, including decision-making authorities, and sources and funding for assistance
- Preparing the project plan
- The absolute importance of stakeholder consultation and managing the interface
- Risk assessment and analysis

**Day Five: Project Pre-Feasibility Analysis**

**Competency Description:** Conceptualisation and conducting PPP project feasibility studies is paramount to implementing and delivering a sustainable project over a number of years.

**Key behaviours:**

- Perform a comprehensive Needs Analysis
- Understand the different types of feasibility studies required for any PPP project
- Distinguish between the needs and wants in the project scope
- Interpret and identify social and environmental safeguards

**Topics to be covered:**

- Needs and options analysis
- Legal feasibility
- Technical feasibility
- Scoping social/environment safeguards analysis
- Preliminary financial viability including expectations of required Government financial support



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