



## PPP Project Preparation & Contract Management

Maximizing the Benefits and Mitigating Risks

### ► Upcoming Sessions

22 Jul-02 Aug 2024	Dubai - UAE	\$11,900
02-13 Dec 2024	Dubai - UAE	\$11,900
05-16 May 2025	Dubai - UAE	\$11,900
21 Jul-01 Aug 2025	Dubai - UAE	\$11,900
01-12 Dec 2025	Dubai - UAE	\$11,900

### ► Training Details

#### Why Choose this Training Course?

It is widely recognised that good project preparation and contract management 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.

This PPP Project Preparation & Contract Management training course focuses on how best to prepare for a PPP project and then 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.

#### This Anderson 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 key risk areas can be managed
- Focus on principal ways PPP contracts can be properly managed

#### The Structure

This comprehensive training course consists of two modules which can be booked as a 10-Day Training event, or as individual, 5-Day training courses.

Module 1 - [Public-Private Partnership \(PPP\) Project Preparation](#)

Module 2 - [Public-Private Partnership \(PPP\) Contract Management](#)

#### What are the Goals?

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

- ▶ Determine project identification, screening and selection
- ▶ Address the range of issues in identifying, financing and procurement
- ▶ Analyse best practices in conducting financial, economic and technical feasibility studies
- ▶ 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 Anderson 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 (energy & electricity, water & waste water, transportation (roads, airports, ports, and rail), telecommunications, education, health and municipal services
- ▶ Project and contracts personnel in both public and private sectors
- ▶ Risk management personnel
- ▶ Auditors and Comptrollers
- ▶ Professionals who have some experience with infrastructure projects and wish to improve their knowledge and decision-making capacity to enact policies related to PPPs

## **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 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 and contracts effectively and efficiently.

## **▶ Training Details**

### **Module 1: Public-Private Partnership (PPP) Project Preparation**

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

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

#### **Day Two: Key Decision Criteria to Select Public or Private**

## Provision for a Particular Infrastructure Sector

**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
- ▶ The structure of the PPPs
- ▶ Different types of PPPs
- ▶ The four levels of preparation and implementation
- ▶ Analyse the important factors for the project preparation process

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

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

### Key behaviours:

- ▶ Appreciate Understanding and knowledge of investment models
- ▶ Know how to select suitable PPP projects
- ▶ Knowledge and insights of the different PPP models
- ▶ Analysis of cost benefits and
- ▶ Decision making abilities giving value for money
- ▶ Perform a basic project appraisal

### Topics to be covered:

- ▶ Public investment delivery model
- ▶ Economies of scale and project grouping
- ▶ Analysis of cost benefits of a PPP project
- ▶ How to get value for money in PPP projects
- ▶ Commercialisation potential analysis
- ▶ Market potential
- ▶ Capacity of assuming long term commitments

## Day Four: Planning for PPP Project Management

**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
- ▶ Decipher payment mechanisms in PPP projects
- ▶ Develop and implement practical project plans

### Topics to be covered:

- ▶ Project identification, risks, sustainability
- ▶ Project design: tender strategy, technical aspects, components, cost estimation, and financing
- ▶ Structuring a PPP contracts
- ▶ How to avoid common pitfalls
- ▶ Importance of project financial and economic analysis
- ▶ Understanding and applying payment mechanisms
- ▶ Preparing the Project Implementation Plan
- ▶ Project Management Arrangements - various types of agreements and monitoring indicators

## Day Five: Project Pre-Feasibility Analysis

**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 importance of proactive project management strategy
- ▶ Know the fundamental concepts of project management
- ▶ Identify the challenges parties face in a PPP projects and how to overcome them
- ▶ 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
- ▶ Dealing with main challenges of a PPP project
- ▶ The absolute importance of stakeholder consultation and managing the interface
- ▶ Risk assessment and analysis
- ▶ Going beyond the construction phase to ensure success in Operations
- ▶ Hand back of asset upon contract expiry

## Module 2: Public-Private Partnership (PPP) Contract Management

### Day Six: 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 Seven: 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 Eight: 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 Nine: 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, indemnities
- ▶ Intellectual property
- ▶ 'Step-in' rights

## Day Ten: Operation of the PPP Contract

**Competency Description:** As a project/contract 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

Anderson Certificate of Completion will be provided to delegates who attend and complete the course

## ▶ INFO & IN-HOUSE SOLUTION

For more information about this course, call or email us at:

Call us: +971 4 365 8363

Email: [info@anderson.ae](mailto:info@anderson.ae)

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