

STRUCTURING AND FINANCING PPP PROJECTS IN THE TRANSPORTATION SECTOR

A TRAINING COURSE

Washington, DC
December 4 - 15, 2006



ALL COURSE PARTICIPANTS RECEIVE A LAPTOP COMPUTER!

COURSE HIGHLIGHTS:

- Learn how to identify and select successful public-private partnership transport projects for highways, airports, ports and railways
- Learn how to develop effective procurement procedures for improved project development
- Understand how to structure and enhance the financial viability of projects seeking investment by private investors
- Learn how to manage and monitor the performance of your private sector contractor
- Utilize computer techniques to analyze the financial viability of transport infrastructure projects
- Develop your own PPP Transportation Action Plan to take home and implement
- Network and build professional relationships with your fellow participants and leading PPP specialists, regulators, bankers, and attorneys

REGISTER ONLINE!

www.ip3.org

“The transportation sector (i.e. roads, airports, ports, rail) is a \$900 billion industry that is ideal for private sector participation initiatives. Attend this course to gain an edge for your organization in the planning and structuring of transport-related PPP investments and contracts.”

*Tommy White
Chief Executive Officer
IP3*

Course Sponsor



**THE INSTITUTE FOR
PUBLIC-PRIVATE PARTNERSHIPS**



Visit Our Website: www.ip3.org

COURSE LEARNING OBJECTIVES

In this course, participants will gain the requisite skills to be able to identify, structure, procure, finance, negotiate, and monitor public-private partnership and private sector investments and contracts in the highway, airport, port and rail sectors. Key topics include: transportation PPP policy design; project identification and selection strategies; financing transport PPP projects; procurement and negotiation strategies; and contract/project monitoring techniques.

This course contains six modules that will be covered over a two-week period. Participants will be responsible for attending all presentations and site visits, actively participate in discussions, case studies and group exercises, and complete a strategic *Action Plan* to directly facilitate changes within their organization, department, and/or team.

COURSE CONTENT

Module I: PPP Policies and Project Selection Strategies for the Transport Sector

- Developing effective public-private partnership policies
- Understanding techniques to screen appropriate transport projects
- Designing strategies to create an institutional capacity for public-private partnerships

Module II: Project Identification and Structuring Techniques for PPP Transportation Projects

- Essential project appraisal techniques
- Preparing and conducting PPP feasibility studies for highway, airports, ports, and rail
- Developing demand and traffic forecasting models
- Effective project structuring techniques and risk mitigation strategies
- Mastering the types of transport PPPs: contracts, leases, concessions

Module III: Project Procurement, Negotiation, and Monitoring of PPP Transport Projects

- Transportation project procurement processes
- Preparing effective technical and financial bid documents
- Designing transparent and innovative evaluation criteria
- Negotiation and award: government expectations, private sector realities, and "win-win" solutions
- Safeguarding project outcomes: effective project monitoring procedures

Module IV: Transportation Project Financial Modeling and Credit Enhancement Techniques

- Financial analysis techniques of transport infrastructure projects
- Economic analysis of transport projects
- Designing financing strategies suited to project strengths
- International transportation co-financing techniques
- Case studies in international negotiation: Lessons learned from the highway, ports, airports and rail sectors

Module V: Site Visits to PPP Transportation Projects

Module VI: Action Planning

WHO SHOULD ATTEND

Government Transportation Policy-Makers, Managers, Planners and Engineers

Government Finance, Regulatory and Procurement Officials

Senior Officials from PPP Centers and Privatization Units

Public Service and Utility Managers, Financiers and Lawyers

DATE, LOCATION & COST

DATES: DECEMBER 4-15, 2006

LOCATION: WASHINGTON, DC

TUITION: \$3,350

COURSE CODE: 1631-WA

CEUs EARNED: 6.0 CEUs

TECHNOLOGY AND LEARNING AT IP3

Since our founding, IP3 has proudly recognized the importance of technology in our capacity building programs. We have provided thousands of participants with laptop computers and relevant software packages which have been integrated into computer-based problem/case study solving exercises; simulated financial, economic, and legal modeling sessions; Internet-based research activities; communication tools; and Action Planning programming. In this course, each participant will receive a new mobile Intel® Pentium® 4 or Celeron® laptop computer to take advantage of this integration of learning technologies offered during the course and after their return to the office.

INSTITUTE FOR PUBLIC-PRIVATE PARTNERSHIPS (IP3)

The Institute for Public-Private Partnerships, Inc. (IP3) is an international training and consulting firm that focuses on advancing public-private partnership programs and opportunities, regulation operations and management initiatives, and competitive utility management reform in the environmental (waste/sanitation and solid waste), energy, transportation, technology, municipal service, health, and education sectors. Since 1994, we have trained over 12,000 professionals from over 175 countries worldwide.

For More Information and to Register:

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Register Online at: www.ip3.org

Contact us about Professional Certification Programs!