

STRUCTURING, EVALUATING, AND NEGOTIATING INDEPENDENT POWER PRODUCER (IPPs) TRANSACTIONS

A TRAINING COURSE

Washington, DC
June 9 - 20, 2008



ALL COURSE PARTICIPANTS RECEIVE A LAPTOP COMPUTER!

COURSE HIGHLIGHTS:

- Learn why IPPs can accelerate energy production and efficiency
- Learn how to develop a national IPP program
- Learn the key elements of the policy, legal, institutional and regulatory framework for IPPs
- Understand the project structuring methods for successful IPP transactions
- Develop the methodology for planning and implementing IPPs
- Learn what types of renewable energy projects and "clean" technologies are appropriate for IPPs
- Learn how to communicate with consumers and stakeholders on IPP projects
- Develop your own *IPP Structuring and Financing Action Plan* for your utility, ministry or local government
- Site visits and meetings with utility, regulatory, and government experts on best practices of energy policy, IPP structuring, financing and regulation

REGISTER ONLINE!

www.ip3.org

"Most countries are still trying to meet the existing, let alone future, demand for energy. IPPs not only represent a source of capital investment but also a 'partner' in the drive to improve access, quality, and affordable sources of energy."

Matthew Hensley

President, IP3

Course Sponsor



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COURSE LEARNING OBJECTIVES

This course, "Structuring, Evaluating, and Negotiating Independent Power Producer (IPPs) Transactions" is designed to provide participants with a detailed understanding of the concepts, tools, options, and techniques of promoting IPP's in the energy sector. Participants will improve their understanding and capability in performing program and project analysis, and will learn policy, technical, and management techniques to effectively plan, tender, finance, and regulate IPPs. Moreover, participants will be exposed to international best practices in structuring and financing IPP projects through meetings and site visits with US industry experts.

This course contains five modules that will be covered over a two-week period. Participants will be responsible for attending all presentations and site visits, actively participating in discussions, case studies, and group exercises, and complete a strategic *Action Plan* to implement upon their return to their organization.

COURSE CONTENT

Module I: Rationale and Strategies for Reforming and Unbundling the Power Sector

- Understanding why energy sector reform is so critical
- Reviewing the reform options: single buyer vs. multi-buyer market
- Defining the roles and responsibilities in energy reform
- Auditing the legal, policy, and regulatory framework: gaps or opportunities?
- Renewable energy and clean technology: IPPs as a catalyst
- Rural electrification programs and IPPs

Module II: Structuring the Model IPP Transaction

- Forms of private investment in the power sector
- Preparing the "business case" for an IPP: feasibility analysis and options
- Conducting demand forecasts and capacity constraints after constraints analyses
- Structuring the IPP financial model
- Developing financial and economic tools to develop a "power market"
- Understanding the Power Purchase Agreement (PPA)

Module III: Managing the IPP Program

- Establishing an IPP program and unit
- Defining roles and responsibilities
- Preparing a "pipeline" of viable IPP projects
- Developing standardized bidding and contract documents
- Managing an effective procurement: strategies and techniques
- Bid evaluation negotiation procedures and tactics

Module IV: Managing IPP Risks: Pre- and Post-Transaction

- Understanding the "off take" risks
- Managing financial risks for both public and private parties
- Controlling risks in the power sales agreements and security packages
- Measuring the host market fundamentals: The primacy of cost
- The regulatory challenges of IPPs and cost recovery

Module V: Successfully Closing the IPP Deal: Negotiation, Stakeholder Consultation, and Crisis Management Strategies

- Aligning government, consumer and investor expectations
- Developing a stakeholder consultation strategy
- Avoiding renegotiation of contracts and indexing strategies
- Learning how to structure and manage unanticipated events
- Managing the challenges of energy demand, investment, and the environment

WHO SHOULD ATTEND

Government Officials from Ministries of Energy and Power

Managers and Engineers from Energy Utilities

Management and Technical Staff from Regulatory Agencies

Economic and Financial Experts engaged in the energy and gas sectors

DATE, LOCATION & COST

DATES: JUNE 9-20, 2008
LOCATION: WASHINGTON, DC
TUITION: \$4,450
COURSE CODE: 1814-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 25,000 professionals from over 150 countries worldwide.

For More Information and to Register:

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Register Online at: www.ip3.org

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