

# PUBLIC-PRIVATE PARTNERSHIP (PPP) STRATEGIES, METHODS, AND PROJECT STRUCTURING TECHNIQUES

## A TRAINING COURSE

Washington, DC  
August 4 -15, 2008



**ALL COURSE PARTICIPANTS RECEIVE A LAPTOP COMPUTER!**

### COURSE HIGHLIGHTS:

- Learn the latest on how to design, implement, and monitor a PPP program
- Master the art of determining “value for money” and design a “cost comparator” model to evaluate PPP options
- Explore best practices in conducting financial, economic, and technical feasibility studies
- Examine case study experiences in structuring bankable PPP deals
- Master the art of risk identification, mitigation, and allocation among parties involved in a PPP project
- Participate in a simulated PPP pre-feasibility analysis, a simulated PPP transaction negotiation, or simulated PPP monitoring exercise
- Develop your own PPP *Action Plan* to implement on-the-job
- Use your new laptop computer for Internet research, access to course materials during and after course, case study analysis, simulation exercise, and to create your own *Action Plan*
- Network and build professional relationships with your fellow participants and leading PPP specialists, regulators, bankers, and attorneys

### REGISTER ONLINE!

[www.ip3.org](http://www.ip3.org)

*“Structuring bankable PPP projects is the goal of every banker, project developer, and government agency. This course will help all stakeholders understand what it takes to identify, screen, and design viable PPP projects.”*

*Tommy White  
Chief Executive Officer,  
IP3*

Course Sponsor



The Institute for  
Public-Private Partnerships



Visit Our Website: [www.ip3.org](http://www.ip3.org)

## COURSE LEARNING OBJECTIVES

The objective of this course is to provide participants with a comprehensive understanding of the key elements to design, develop and monitor PPP programs and contracts in a variety of sectors. Key topics covered include: PPP strategies and structuring options; pre-feasibility and screening processes; financial and contractual planning; procurement, negotiation, and monitoring procedures/processes; and institutional requirements, including PPP unit creations.

Through presentations, case studies, simulated exercises, and on-site meetings with leading legal, financial, and institutional PPP experts, participants will gain new knowledge and skills that will enable them to develop their own PPP *Action Plan*.

### COURSE CONTENT

#### Module I: PPP Strategies and Options

- Rationale for identification of PPP projects as part of sustainable development planning
- Structuring considerations for relevant PPP options: service/management contracts, joint ventures, divestiture, licensing, leases, and concessions
- Sector application: water, energy, solid waste, municipal, transportation, housing, and ICT

#### Module II: Planning for PPP Projects

- Pre-feasibility planning and analysis
- Feasibility study requirements: economic, financial, social, legal/regulatory, and technical criteria
- Creating a standardized process (checklist) for PPP project screening
- Developing feasibility index and ranking opportunities for investment decisions

#### Module III: Risk Identification, Mitigation, and Allocation Programming

- Techniques to identify PPP project risks
- Analysis of risks and applicable allocation strategies to the most suitable party
- Developing security packages (legal agreements) to mitigate project risks
- Use of financial models to determine cost recovery and the level of tariff
- The role of insurance risk mitigation

#### Module IV: Procurement and Contract Monitoring

- Developing an overall strategy for contract writing, management, and negotiation
- Identifying key clauses required for technical and financial contract specifications
- Developing contract/project monitoring plans for better compliance

#### Module V: Institutional Requirements to Structure Bankable PPP Projects

- Capacity requirements necessary to conduct feasibility studies, risk allocation, and financial modeling and rationale for PPP Units
- Using a PPP Unit to structure, promote, and monitor viable PPP projects; institutionalize the procurement process; and serve as a communication tool

#### Module VI: Site Visits to PPP Programs/Projects

#### Module VII: Action Planning

### WHO SHOULD ATTEND

Government Officials from National Ministries, State Agencies, and Municipal Governments

Senior Management and Board Members from Utilities

Managers, Commissioners, and Line Staff from Regulatory Agencies/Authorities

Professionals from Financial Institutions

Staff of International Donor Organizations

### DATE, LOCATION & COST

DATES: AUGUST 4-15, 2008

LOCATION: WASHINGTON, DC

TUITION: \$4,450

COURSE CODE: 1818-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](http://www.ip3.org)

**Contact us about Professional Certification Programs!**