

# PPP SKILLS AND COMPETENCY DEVELOPMENT ONLINE TRAINING PROGRAMME

February 7 - March 21, 2007

May 9 - June 20, 2007

August 15 - September 26, 2007

November 1 - December 12, 2007



## SIX INTERACTIVE MODULES OVER SIX WEEKS

### Weekly Activities in Each Module

Review topical "content-rich" documents and reference materials, case studies, and simulation exercises and complete written assignments.

Through discussion boards, e-mail, and chat rooms, participate interactively with collaborate assignments and exchanges with participants and course facilitators worldwide.

Develop, through a six-step Action Planning Process, a comprehensive strategic plan for yourself and your organisation with weekly feedback and guidance from the course facilitator and other participants.

### PROGRAMME HIGHLIGHTS

- Learn about the forms of PPP and where they are being used both within the SADC region and worldwide
- Review SADC specific institutional reviews and case studies
- Learn about the implication of regulation on PPPs
- Learn the processes to identify PPP opportunities and the key elements that go into a PPP pre-feasibility study
- Learn the elements to effectively structure the financing for PPP arrangements and put your new knowledge to the test in a financial modeling simulation exercise
- Understand how PPPs can be designed to stimulate the local private sector and encourage local economic development
- Develop skills to effectively manage (and communicate with) the stakeholders to a PPP, including customers, the media, and labour unions
- Develop a detailed and personalised Strategic Action Plan that will help you apply what you have learned on-the-job



## INTRODUCTION

The SADC Banking Association, with financial support from The Banking Association South Africa and the Canadian International Development Agency (CIDA), is pleased to offer, in cooperation with the Institute for Public-Private Partnerships (IP3), a six-week intensive training programme on *PPP (Public-Private Partnership) Skills and Competency Development*.

The overall goal of this programme is to provide organisations and institutions that are currently designing or implementing public-private partnership programmes at the national, state, or municipal levels with a practical, hands-on, and results-oriented capacity building experience that will further their PPP planning and implementation objectives. The programme consists of six modules, with each module being conducted over a one-week period.

Participants in the course will be responsible for completing weekly assignments, interacting via discussion boards and e-mails with fellow participants and course facilitators, and completing an action plan. The programme will be conducted entirely over the Internet—access can be made from any computer (at any time) with an Internet connection.

### PARTICIPATING IN AN ONLINE TRAINING PROGRAMME

Training “online” may be an unfamiliar (and intimidating) experience for many people. It doesn’t have to be that way—as long as you know how to use basic Internet functions. Virtually the entire course is “point and click” with your mouse. After the first week of training, you will be an expert in maneuvering through the course site.

A key advantage to “online training” is that course material is available “24/7” so you can access material and complete your assignments on your schedule and not someone else’s. Additionally, the discussion board threads are an excellent communication tool—the power of the written word is a very effective communication medium.



## WEEKLY COURSE MODULE TOPICS

### Week I: PPP Concepts, Rationale, and Contractual Options

- Overview of the forms of PPP
- The global experience with PPP and SADC examples
- New variations on PPP, including output-based aid
- Case Study

### Week II: Project Appraisal and Feasibility Studies

- Objectives and key elements of feasibility studies
- The ‘value for money’ and ‘public sector comparator’ concepts
- Criteria for screening projects
- Managing and allocating risks in PPP
- Engaging consultants to assist with the PPP process
- Case Study

### Week III: Project Finance and Investment Analysis

- Options for financing PPPs
- The rationale for a project finance approach
- The challenges of project finance for PPP, including currency devaluation, the need for guarantees, and special considerations for donor-financed projects
- Case Study and simulation

### Week IV: The Procurement Process

- The various forms of procurement including competitive bidding, competitive negotiations, and sole sourcing
- Methods for structuring bid evaluation criteria
- Maximising transparency in the procurement process
- Case Study

### Week V: Communications and Stakeholder Relations

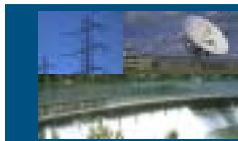
- Methods for managing stakeholder relations
- Structuring a communications program
- Addressing the human resources and labour relations implications of PPP
- Case Study

### Week VI: Contract Management, Monitoring and Evaluation

- Using the PPP contract as a regulatory instrument
- Establishing an independent regulatory framework for PPP
- The forms of economic regulation, including price cap and rate-of-return
- Monitoring contractors’ performance through Key Performance Indicators (KPIs)
- Case Study

## CONTINUING EDUCATION UNITS (CEUs) EARNED AND PROFESSIONAL CERTIFICATION

Participants who successfully complete the requirements of the course will earn 6.0 CEUs (Continuing Education Units) and a *Certificate of Achievement* for participation. These CEUs can be used towards becoming a *Certified Public-Private Partnership Specialist™* under the jointly sponsored professional certification program offered by IP3 and WEDC of Loughborough University. 24.0 CEUs, among other requirements, are necessary for certification. Complete information on the certification programme can be found at the following link:  
[www.globalcertifications.org](http://www.globalcertifications.org).



Professional Certification Programs  
**Certified Public-Private Partnership Specialist™ Program**

## WHO SHOULD PARTICIPATE

Senior and Middle Managers and Line Staff from **Privatisation Agencies, PPP Units or Procurement Agencies**  
Senior and Middle Managers from **Ministries of Finance, Energy, Water, Transportation, Telecommunications, Health and Education**  
Government Leaders and Managers from **Local (Municipal) and Regional Government Agencies**  
Senior and Middle Managers from **Development and Private Sector Banks**  
Commissioners and Line Staff from **Regulatory Commissions or Contract Monitoring Units**  
Attorneys, Accountants, Bankers and Project Developers from the **Private Sector** involved with PPPs  
Staff from Multi and Bi-Lateral **Donor Agencies** involved with PPP development

This course is a skills development course with practical applications for PPP development. Sectors that are highlighted include energy/electricity, municipal services, water, solid waste, telecommunications, health, and education.

Priority registration is provided to SADC member countries, however participants from the rest of Africa and the global community are encouraged to register.

***“The online course ‘PPP Skills and Competency Development’ covers the essential features of PPP, ranging from the PPP concept and types, feasibility assessment, financing, procurement, pre-contract and post-contract management. Each of the six modules is supported by recent case studies drawn from SADC countries’ and worldwide experiences. This course is strongly recommended for those wishing to better understand the challenges of PPP development in the African context.”***

***Dr. Kishore Baguant  
Former Head, PPP Secretariat  
Ministry of Finance and Economic Development  
Port Louis, Mauritius***



## REQUIREMENTS FOR COMPLETING THE PROGRAMME

The six-week course is an intensive program designed for skills development in public-private partnerships. The weekly assignments require approximately eight to ten hours' commitment by the participant. There is an additional follow-up component 3-4 months after the course concludes on the status of your Action Plan.

Your work can be completed any time during each week, but assignments must be posted to the course site on the due dates. You do not have to be “online” all the time to do your assignments—all documents are in PDF and can be downloaded, saved and printed easily. You can complete your assignments off-line and then upload to the course site when ready. Assignments in the discussion board will require your connection to the Internet and the course site.

Assignments will be reviewed by the course facilitator and other participants, who will provide written feedback. All assignments must be completed in full and on time to receive your *Certificate of Achievement* and 6.0 CEUs.

## SPONSORING ORGANIZATIONS

**The SADC Banking Association** was founded in 1998 with the objective of coordinating the activities of national associations of banks in the SADC region (member countries include Angola, Botswana, Lesotho, Malawi, Mauritius, Mozambique, Namibia, South Africa, Swaziland, Tanzania, Zambia, and Zimbabwe). One of the key activities is the management of the *SADC PPP Capacity Building Project* under funding from CIDA. For more information, please visit: [www.banking.org.za/sadc/](http://www.banking.org.za/sadc/).

**The Institute for Public Private Partnerships, Inc. (IP3)** founded in 1994, is an international capacity building firm that has trained thousands of officials worldwide on all aspects of designing, financing, developing, and monitoring public-private partnership programs and projects in the energy, water, telecommunications, transportation, and municipal service sectors. IP3 began offering PPP and infrastructure regulation online courses in 2004 and has trained hundreds of officials using this leading learning technology. For more information, please visit: [www.ip3.org](http://www.ip3.org).

## PROGRAMME DATES, FEES AND REGISTRATION

The programme will be offered four times a year over a five year period (2006 - 2011). Current 2007 dates include:

February 7 - March 21, 2007	May 9 - June 20, 2007
August 15 - September 26, 2007	November 1 - December 12, 2007

Registration can be completed in the following ways:

1. Online at: [www.ip3.org](http://www.ip3.org) (click on "SADC-IP3 PPP Online Course" in the left menu bar and follow the instructions)
2. By fax (please contact either Mr. Marburger or Mrs. Kairuki below for the registration form).

Course tuition fees are US\$750.00 per participant. Payments can be made by wire transfer, check or credit card. Payment details will be provided to the participant after registration. Scholarships are available for SADC Nationals (see box below).

Priority registration is provided to SADC member countries, however participants from the rest of Africa and the global community are encouraged to register.

***"The recently concluded online course on 'PPP Skills and Competency Development' was very well structured and user friendly. The skills-based training has significantly enhanced my capabilities to identify, procure, and monitor PPP projects in a variety of sectors — which will serve my organization and other stakeholders well. I encourage those individuals and organizations pursuing PPP project opportunities to take this online course."***

**David Kapitolo**  
**Director General**  
**Zambia National Tender Board**  
**Lusaka, Zambia**

### Incentive Scholarship Fund for SADC Nationals

To support the capacity building goals of the SADC Banking Association, there are numerous tuition scholarships available for SADC Nationals and individuals from SADC-based organizations. For eligibility requirements, please visit [www.ip3.org/projects/2520\\_07.htm](http://www.ip3.org/projects/2520_07.htm) or contact Mrs. Kairuki from the SADC Banking Association below.

## CONTACT

For additional information about the programme (or future date offerings) please contact:

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**Register Online at [www.ip3.org!!](http://www.ip3.org!!)**