

# P-100 PPP Strategies, Methods, and Project Structuring



## Course Description

PPP Strategies, Methods, and Project Structuring is an introduction to the theory and practice involved in public-private partnership (PPP) procurement, project design and implementation. This course provides the fundamental framework for executing PPP projects and is required for more advanced training in this field.

This course provides a comprehensive overview of PPP procurement and project structuring. It will offer an introduction to the financial aspects of project structuring, including project finance and the core elements of PPP bankability. Through presentations, case studies, simulated exercises, and on-site meetings with leading legal, financial, and institutional PPP experts, participants will gain knowledge and skills that will enable them to design their own PPP action plan to implement in their organization.

## Who Will Benefit

- Government officials from ministries, state agencies, and municipal governments
- Senior management and board members from utilities
- Regulatory agencies and authorities
- Professionals from financial institutions
- Staff of international donor organizations

IP3 is an accredited provider of Continuing Education Units (CEUs) as sponsored by the International Association for Continuing Education and Training (IACET).



## Learning Objectives

Through successful completion of this course, participants will be able to:

- Describe the design, implementation, and monitoring of a PPP program
- Design a public sector comparator (PSC) model to evaluate PPP options
- Demonstrate the process of determining value for money (VfM)
- Identify best practices in the conduct of financial, economic, and technical feasibility studies
- Assess risk identification, mitigation, and allocation among parties involved in a PPP project
- Develop negotiation skills through a PPP pre-feasibility analysis, a PPP transaction negotiation, or PPP monitoring exercise
- Design a PPP action plan to implement within your organization

## Become a Certified PPP Specialist

IP3's PPP Specialist Certification program provides a core body of knowledge in public-private partnerships, creating a world-class standard in PPP skills development.

*Certification requirements include 24 CEUs and successful completion of a PPP Specialist exam.*

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## Rationale for PPPs

- What are PPPs?
- Why PPPs?
- When PPPs?
- Overview of the PPP project cycle

## Introduction to Action Plans

- Introduction and background
- Goals and indicators
- Partners and stakeholders
- Organization and implementation
- Environment analysis
- Work plan and resources
- Long-term goals and conclusions

## Overview of Project Cycle

- Why is the institutional framework important?
- Developing the policy framework
- Establishing the legal and regulatory framework
- PPP development process and project cycle
- Contract monitoring and supervision

## PPP Risk Analysis

- Risk assessment objectives
- Risk management and value for money
- Risk allocation and costs
- Risk management components
- Risk management process

## Construction Risks in PPPs

- Construction risks in PPPs and construction risk matrices
- Construction structures for the EPC in PPP projects
- Select clauses and issues
- Back-to-back contractual flow-through
- Lender protections under EPC and lender direct agreement
- O&M agreement and interface agreement

## Managing Fiscal Risks in PPPs

- Fiscal risks in the project cycle
- Contract management
- Gateway process for PPPs
- Selecting infrastructure projects
- Assessing affordability
- Proper PPP schemes and contracts
- Promoting competition
- Change and risk management
- Direct and contingent liabilities
- PPP fiscal accounting issues

## Creating Public Sector Comparators & Conducting Value for Money (VfM) Analysis for PPPs

- Public sector comparator (PSC)
- PSC criticism
- PSC and developing countries
- PSC reforms and alternative

## Stakeholder Engagement and Communicating the PPP Process

- What/who are stakeholders?
- Why engage stakeholders in PPP projects?
- Considering inclusivity, transparency and real partnership
- Why classify stakeholder types?

## Managing Contract Negotiations

- Contracts and monitoring: A lender's perspective
- Project finance theory and practice
- Preconditions for a smooth and successful PPP project
- Negotiation performance requirements
- Main pitfalls and how to address
- Renegotiations and cancellations

## Designing the PPP Procurement Process

- Procurement statutes
- PPP procurement and contract compared to traditional procurement
- Phases of PPP procurement
- Role of financing in structuring PPP procurement
- Unsolicited proposals and alternatives to open competitive bidding
- Key players in the procurement process

## Project Finance Structures and PPPs

- Introduction to project finance
- Key parties and contracts
- Project development
- Key economic considerations
- Due diligence
- Elements of a bankable deal
- Loan documentation
- Potential investor and loan issues

## Designing the PPP Contract

- Types of PPP contracts
- Government objectives
- Feasibility issues
- Attractiveness of the RFP
- Structuring the PPP
- Risk allocation
- PPP agreement terms

## Contract Management

- Public sector monitoring and supervision functions
- Private sector supervision functions
- Problem management

## Comprehensive Cost Benefit Analysis

- Traditional cost-benefit analysis
- Financial vs. socio-economic analysis
- Main steps for socio-economic evaluation
- Potential PPP identification
- Eligibility index

## Fiscal Risks and Contingent Liabilities in PPP

- PPPs and macroeconomic impact
- Main sources of risk
- Safeguarding against fiscal risks
- Managing fiscal costs and risks
- Types of public sector risk-sharing for PPPs
- Debt service coverage ratio (DSCR)