**Course Description**

The World Bank defines an unsolicited proposal (USP) as a proposal made by a private party to undertake a public-private partnership (PPP) project, submitted at the initiative of the private firm, rather than in response to a request from the government.

The goal of the course is to provide the participant knowledge about key issues in USP projects, a discussion on how different countries manage unsolicited proposals and present international best practices. For example, Australia produced a Guide for Submission and Assessment of Unsolicited Proposals (2017) that outlines a transparent and streamlined approach that will facilitate the government and private sector working together to develop and deliver innovative ideas. Chile has adopted an approach whereby the project proponent is required to take part in a fully competitive tender process, but is given bonus points in relation to the evaluation. The South African National Roads Agency Policy grants the original proponent an advantage by giving it the opportunity to take part in the call for “best and final bids.”

This course focuses on the basic techniques of building, designing, interpreting, and analyzing a PPP project originated by the private sector.

**Learning Objectives**

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

- Understand the fundamental, purpose and scope of USPs
- Recognize the main characteristics of a USP system
- Identify how different countries manage USPs
- Know and be able to adapt the best practices in designing a sound USP system

**Who Will Benefit**

- Directors and key officers of finance ministries
- Officials of ministries with responsibility for the provision of public infrastructure and services
- Commissioners, directors and key staff of regulatory authorities, agencies, and commissions
- Staff of bilateral and multilateral international organizations

**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. Certification requirements include 24 CEUs of Public-Private Partnership courses and successful completion of PPP Specialist exam.

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

Fundamentals of Unsolicited Proposals (USP)
- The importance of innovation in the economy
- Capacity and resource needs and constraints in implementing PPP projects
- The economics of intellectual property rights
- USP and natural monopoly
- The problem of competence and transparency in USP model
- Introduction of auction theory

Best Practices in the Design of USP
- On accepting and selecting
- On processing and evaluation USP
- On incentives
- On tendering
- On fiscalization

Unsolicited Proposal System
- Origination unsolicited proposals
- Appraising unsolicited proposals
- Tendering unsolicited proposals
- Fiscalization of USP in implementation phase

USP Country Case Studies

Issues with Unsolicited Proposals
- Identifying “real” USP
- Incentives for unsolicited proposals
- Reimbursing for project development costs
- Swiss challenge system vs first refusal right
- Bonus system in the economic bidding variable
- Concepts and empirical evidence of impact of incentives