

# P-13 Transaction Toolkit for PPP Procurement



## Course Description

*P-13 Transaction Toolkit for PPP Procurement* focuses on reviewing and explaining the key documents and processes typically used in the transaction phase of the project cycle.

Through both lectures and hands-on exercises, participants will gain an understanding of the procurement process for PPPs.

Drawing on available sources from several countries, and the World Bank PPP Knowledge Lab, the course examines critical documents and activities involved in the procurement of PPPs.

## Learning Outcomes

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

- Outline an information memorandum for a PPP procurement and oversee & review advisors retained to design and draft an InfoMemo
- Outline a request for qualification (RFQ) for PPPs and review RFQ evaluation criteria
- Identify the main components of a request for proposal (RFP) and evaluation criteria
- Compare and contrast alternative arrangements to international competitive bidding and assess the strengths and weaknesses of each technique
- Identify best practices for organizing and running the PPP procurement team

## Online Learning at its Best

IP3's two-week online courses allow participants to interact with top instructors and their own peers to develop a more in-depth understanding of the PPP landscape.

These courses “meet” online for live video webinar sessions that deliver students the opportunity to ask questions and receive speedy answers, much like our in-classroom courses. In between sessions, students have access to myriad resources, including video presentations, interactive discussion forums, and quizzes and knowledge checks.

## Online Learning Includes



Four 2-Hour  
Interactive  
Webinars



Two Hours  
Self-Paced  
Online Learning



Continuing  
Education Unit  
(CEU) Awarded

## Course Offering Online Learning

**Dates:** July 26-August 5, 2022

**Reg. Code** P13-220726-11 | **CEUs** 1.0 | **Tuition** \$1,000

## Who Will Benefit

- Staff from national, provincial, federal, state, and municipal governments
- Members of planning organizations and boards
- Regulators and authorities for infrastructure utilities and public services
- Legal, financial, construction and engineering professionals
- Staff of international donor organizations

## Transaction Documents for Procurement and Tendering

- Review of the Key Goals of Successful PPP Procurement and Transactions
- Selecting the Appropriate PPP Procurement Techniques
- Planning Key PPP Transaction Documents: Info Memos, RFQs, and RFPs
- Designing and Managing Effective PPP Procurement Workplans
- Hiring and Managing PPP Transaction Advisors

## Transaction Documents for Bidders and Private Investors

- Importance of Attracting Private Bidders to PPP Transaction Success
- How Private Investors Look at Potential PPP Bidding Opportunities
- Requests for Expressions of Interest (RfEols)
- Bidding Conferences and Investment Promotional Events
- The PPP Information Memorandum (“Info Memo”)

## PPP Request for Qualifications (RFQs)

- Purpose of Pre-Qualification in PPP Procurement
- Contents of PPP Requests for Qualifications Documents
- PPP RFQ Case Studies: India Bus Terminal and Jordan Wastewater PPPs
- Evaluations Criteria in PPP Bidder Qualifications
- Case Study of RFQ Evaluations Criteria

## PPP Requests for Proposals (RFPs)

- Purpose of Requests for Proposal (RFPs)
- Contents of PPP Requests for Proposal Documents
- PPP RFP Case Studies: India’s Model PPP RFP Document
- Managing Unsolicited Proposal (USPs) for PPPs
- Case Study of USPs: Virginia, USA and The Philippines

## Become a Certified PPP Specialist

Completion of P-13 Transaction Toolkit for PPP Procurement is a contributing factor in obtaining IP3’s PPP Specialist Certification.

This program provides an introduction to the core body of knowledge in public-private partnerships taught by IP3, creating a world-class standard in PPP skills development.

*Certification requirements include 24 CEUs and successful completion of a 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).**

