

## Public Private Partnership-Negotiating & Managing PPP

*Cairo (Egypt)*

*8 - 12 June 2025*

UK Traininig

# PARTNER



# Public Private Partnership-Negotiating & Managing PPP

Code: OC28 From: 8 - 12 June 2025 City: Cairo (Egypt) Fees: 4000 Pound

## Introduction

Public-Private Partnerships PPP play a crucial role in enhancing infrastructure and driving economic development. This course aims to equip participants with the skills to effectively analyze and evaluate project proposals, apply best practices in procurement, and understand how to manage contractual disputes. The course will also focus on strategies to maintain public and political trust, ensuring the long-term success of partnerships through effective contract management.

## Course Objectives

- Analyze and evaluate project proposals to decide whether they are suitable for PPP.
- Apply best practice in procurement, promoting transparency, fairness and "bankability".
- Understand where contractual disputes are most likely to arise, and how to deal with them.
- Decide how best to respond to problems, and how to rescue a PPP.
- Determine how to secure and maintain political and public confidence in PPP.

## Course Outlines

### Day 1: PPP IN A GLOBALLY COMPETITIVE MARKET

- PPP and the "infrastructure gap".
- Global Competition for Funds and Expertise.
- PPP vs. Privatization - dispelling the myths and misconceptions.
- PPP Models and Structures.
- What makes a "bankable" PPP?
- Using PPP for Social Benefit and Economic Empowerment.
- Lessons from around the world - What can we learn from successful and failed PPPs?

### Day 2: THE BENEFITS OF A STRONG PPP UNIT

- PPP is one approach, not the only approach.
- Feasibility and Project Evaluation.
- Assessing and Managing demand risks.
- Community and Stakeholder Engagement - dispute avoidance, not dispute resolution.
- Principles of Good PPP Procurement.
- Dealing with unsolicited Project Proposals.

### Day 3: DRAFTING AND NEGOTIATING PPP CONTRACTS

- The Anatomy of a PPP.



- Parties, Roles and Structures.
- Regulating Assignment and Change of Control.
- Governing Law and Jurisdiction.
- Insurance and Guarantees.
- Specifications, Deliverables, Service Levels and KPIs.
- Using Payment Mechanisms to Incentivize and Enforce Performance.

#### Day 4: MANAGING CRITICAL EVENTS IN PPP

- Termination for Cause.
- Termination for Convenience or National Interest.
- Compensation and Orderly Termination.
- Rescuing a PPP: Exercising Step-in or Substitution Rights.
- Force Majeure or Relief Events - keeping your PPP on track.

#### Day 5: CONTRACT MANAGEMENT TO ENSURE LONG-TERM SUCCESS

- Understanding where Disputes are most likely to arise.
- Monitoring Performance and ensuring actionable data.
- Understanding Dates, Deadlines and Contractual Formalities.
- Understanding and Avoiding the Risk of Wrongful Termination.
- Managing Contractual change Mechanisms, Variation and Renegotiation.





# Blackbird Training Cities

## Europe



Malaga (Spain)



Sarajevo (Bosnia and Herzegovina)



Oporto (Portugal)



Glasgow (Scotland)



Edinburgh (UK)



Oslo (Norway)



Anney (France)



Bordeaux (France)



Copenhagen (Denmark)



Birmingham (UK)



Lyon (France)



Moscow (Russia)



Stockholm (Sweden)  
(Netherlands)



Podgorica (Montenegro)



Batumi (Georgia)



London (UK)



Istanbul (Turkey)



Amsterdam



Düsseldorf (Germany)



Paris (France)



Barcelona (Spain)



Munich (Germany)



Geneva (Switzerland)



Prague (Czech)



Vienna (Austria)



Rome (Italy)



Brussels (Belgium)



Madrid (Spain)



Berlin (Germany)



Lisbon (Portugal)



Zurich (Switzerland)



Manchester (UK)



Milan (Italy)



# Blackbird Training Cities

## USA & Canada



Los Angeles (USA)



Orlando, Florida (USA)



Online



Phoenix, Arizona (USA)



Houston, Texas (USA)



Boston, MA (USA)



Washington (USA)



Miami, Florida (USA)



New York City (USA)



Seattle, Washington (USA)



Washington DC (USA)



In House



Jersey, New Jersey (USA)



Toronto (Canada)

## Africa



Baku (Azerbaijan)  
(Thailand)



Maldives (Maldives)



Doha (Qatar)



Manila (Philippines)



Bali (Indonesia)



Bangkok



Beijing (China)



Singapore (Singapore)



Sydney (Australia)



Tokyo (Japan)



Jeddah (KSA)



Riyadh (KSA)



Dubai (UAE)



Kuala Lumpur (Malaysia)



Kuwait City (Kuwait)



Pulau Ujong (Singapore)



Jakarta (Indonesia)



Amman (Jordan)



Beirut (Lebanon)





## Blackbird Training Cities

### Asia



Kigali (Rwanda)



Cape Town (South Africa)



Accra (Ghana)



Lagos (Nigeria)



Marrakesh (Morocco)



Nairobi (Kenya)



Zanzibar (Tanzania)



Tangier (Morocco)



Cairo (Egypt)



Sharm El-Sheikh (Egypt)



Casablanca (Morocco)



Tunis (Tunisia)



## Blackbird Training Clients



UK Training  
**PARTNER**



## Blackbird Training Categories

### Management & Admin

Professional Skills  
Finance, Accounting, Budgeting  
Media & Public Relations  
Project Management  
Human Resources  
Audit & Quality Assurance  
Marketing, Sales, Customer Service  
Secretary & Admin  
Supply Chain & Logistics  
Management & Leadership  
Agile and Elevation

### Technical Courses

Hospital Management  
Public Sector  
Special Workshops  
Oil & Gas Engineering  
Telecom Engineering  
IT & IT Engineering  
Health & Safety  
Law and Contract Management  
Customs & Safety  
Aviation  
C-Suite Training



 International House 185 Tower Bridge  
Road London SE1 2UF United Kingdom

 +44 7401 1773 35  
+44 7480 775526

 [Sales@blackbird-training.com](mailto:Sales@blackbird-training.com)

 [www.blackbird-training.com](http://www.blackbird-training.com)

