Public Private Partnership-Negotiating & Managing PPP

22 – 26 March 2027
Düsseldorf (Germany)



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Introduction

Public-Private Partnerships PPP are critical to modern infrastructure development and economic growth. These collaborations between government bodies and private entities allow for the creation of vital public services and infrastructure projects that may not be possible through public funding alone. In this course, participants will gain the skills and knowledge to evaluate project proposals, apply best practices in procurement, and manage contractual disputes. The course also emphasizes strategies for maintaining public and political trust, which is essential for the long-term success of any PPP.

Whether you are involved in drafting a Public-private partnership agreement, negotiating terms, or managing the execution of a PPP project, this course will equip you with the tools to navigate the complexities of PPPs and ensure successful outcomes.

Course Objectives

By the end of this course, participants will be able to:

- Analyze and evaluate project proposals to determine their suitability for public-private partnerships.
- Apply best practices in procurement to promote transparency, fairness, and bankability of the projects.
- Understand where contractual disputes are most likely to arise and how to manage or resolve them effectively.
- Decide how to respond to challenges and rescue a PPP when needed.
- Maintain public and political confidence in PPP projects, ensuring long-term success.



Course Outlines

Day 1: PPP in a Globally Competitive Market

- Understanding the PPP and the infrastructure gap.
- Global competition for funds and expertise in PPP projects.
- Exploring the differences between PPP vs. privatization, and dispelling common myths.
- Overview of different PPP models and structures.
- What makes a "bankable" PPP and the importance of securing funding.
- How PPP can be used for social benefit and economic empowerment.
- Learning from global public-private partnerships examples, analyzing both successes and failures.

Day 2: The Benefits of a Strong PPP Unit

- The importance of having a PPP unit and how it plays a pivotal role in project success.
- Conducting feasibility and project evaluation to ensure project viability.
- Managing demand risks in PPP projects.
- Community and stakeholder engagement to avoid disputes and foster collaboration.
- Principles of good PPP procurement and how to deal with unsolicited project proposals.

Day 3: Drafting and Negotiating PPP Contracts

- The anatomy of a PPP contract - essential elements and parties involved.
- Regulating assignment and change of control in contracts.
- Key aspects of governing law and jurisdiction in international PPP agreements.
- Incorporating insurance and guarantees to protect the interests of both parties.
- Setting service levels, KPIs, and clear specifications to ensure high performance.
- Using payment mechanisms to incentivize and enforce contract compliance.

Day 4: Managing Critical Events in PPPs

- Strategies for termination for cause and termination for convenience or national interest.
- Managing compensation and orderly termination of contracts.
- Techniques for rescuing a PPP, including the use of step-in or substitution rights.
- Managing force majeure or relief events to keep your PPP on track.
- Understanding and mitigating the risks of public-private partnerships.

Day 5: Contract Management to Ensure Long-Term Success

- Identifying where disputes are likely to arise and how to resolve them.
- Monitoring performance and ensuring actionable data for better project management.
- Understanding deadlines, contractual formalities, and ensuring timely execution.
- Managing contract changes, variations, and renegotiations to maintain project success.



Why Attend This Course: Wins & Losses!

- Learn how to analyze and evaluate project proposals to determine their suitability for a public-private partnership.
- Understand how to apply best practices in PPP procurement to ensure fairness and transparency.
- Gain skills in conflict management and negotiation to handle any disputes that arise during the partnership.
- Master contract management techniques to ensure the long-term success of your PPP.
- Develop the ability to manage risks of public-private partnerships, ensuring smoother project execution.
- Learn how to maintain public and political trust, a critical factor for the success of PPPs.

Conclusion

This course provides comprehensive knowledge and skills necessary to successfully engage in public-private partnerships. From understanding the PPP process, drafting and negotiating contracts, to managing risks and resolving conflicts, this course is designed to help you navigate the complexities of these partnerships with confidence. Public-private partnerships are essential to global development, and equipping yourself with the right knowledge is crucial to your success in this field.

Join us to become a proficient expert in managing public-private partnerships and ensuring their long-term sustainability.

