

PPP - ACHIEVING FINANCIAL CLOSE, CONTRACT MANAGEMENT AND HANDBACK

PPP, PROCUREMENT, SUPPLY CHAIN AND TRADE PORTFOLIO

NEW COURSE FOR 2024



CROWN AGENTS
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PPP - ACHIEVING FINANCIAL CLOSE, CONTRACT MANAGEMENT AND HANDBACK

NEW

COURSE OUTLINE

Public Private Partnerships (PPPs) may be well conceived and pass through initial project planning, appraisal and procurement phases, yet they may still stall and fail to achieve financial close. PPPs differ considerably from traditional forms of procurement, bring with them many opportunities and advantages but also much greater complexity and different and substantial risks. This course builds on the fundamental understanding of PPPs. It equips delegates to deal with the process of reaching a final PPP contract, managing the contract during construction and operational phases and, finally, dealing with the "handback" process at the end of the PPP contract.

The course will look at the process from the preferred provider decision through to financial close. This is a key part of the process that can carry significant risk and needs to be prepared for and handled well. Delegates will learn best practice approaches to PPP contract management and reporting and the ways in which risks can best be managed throughout the contract life. They will learn what is and is not typically negotiable under a PPP and develop key negotiation skills, and explore contract management arrangements and the associated risks from the government perspective. Finally, delegates will examine the approaches to forming contracts and factors towards contract end that help achieve an optimal asset "handback" at the conclusion of the contract.

COURSE OBJECTIVES: On completion, you will be able to:

- Understand what is required to move a PPP contract towards "Financial Close" and successful delivery
- Conclude PPP financing structures and arrangements under a bankable PPP
- Effectively participate in negotiations with potential and current providers
- Construct a PPP contract management framework

- Apply lessons in the effective avoidance, management and resolution of PPP contract issues
- Prepare for and plan asset "handback" at the contract end

KEY TOPICS

- Achieving Financial Close
- PPP Financing
- Contract Design and Dispute Resolution Mechanisms
- Contract Negotiations
- Contract Management approaches and practical application
- Contract Issue Management
- Negotiations with Providers
- Asset management, maintenance and handback

This is week one of **The PPP, Procurement and Contract Management Toolkit**.

DURATION	FEE	DATE	VENUE
05 days	£2,650	24 - 28 June 2024	London
		18 - 22 November 2024	Washington D.C.

"ON DEMAND" COURSES



In addition to the scheduled dates shown, we are flexible to schedule additional dates to our calendar in a location of your choice. To ensure we can explore adding an additional date, do aim to contact us with your request with a minimum of 4 months' notice to allow the course to be advertised.

WE REWARD LOYALTY

We offer all our clients a '4+1' loyalty scheme. For every four delegates enrolled from an organisation in any calendar year, we will provide you with one additional place, free of charge.

"Excellent and well organised programme. Faculty and facilities were carefully chosen and are the best in the field."

CYRIL KWABENA OTENE NSIAH, Deputy Clerk, Parliamentary Services of Ghana. A delegate attending Public Procurement for Works and Consultancy.



FEATURED TRAINER DAVID BAXTER

David Baxter is a Senior PPP Advisor to the International Sustainable Resilience Center (ISRC) and a steering committee member of the World Association of PPP Units and Professions (WAPPP) based in Geneva.

During 30 + years of international development consulting he has worked in Asia, Africa, the Middle East, Europe and North and South America as a PPP strategy and procurement expert. He has collaborated on infrastructure policy, project planning and development, and project procurement with institutions that include the World Bank, Islamic Development Bank, African Development Bank, USAID, Asian Development Bank, and the Millennium Challenge Corporation (MCC). A specialized focus area of his has been Public Private Partnerships (PPPs) where he has helped donor institutions and development banks provide technical and capacity building support to governments that include the Kingdom of Saudi Arabia, Bangladesh, Nepal, Oman, Egypt, Tanzania, Sri Lanka, and the Maldives to name a few.