

PPP, PROCUREMENT AND CONTRACT MANAGEMENT TOOLKIT

PPP, PROCUREMENT, SUPPLY CHAIN AND TRADE PORTFOLIO

NEW COURSE FOR 2024



CROWN AGENTS
ACCELERATING SELF-SUFFICIENCY & PROSPERITY

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PPP, PROCUREMENT AND CONTRACT MANAGEMENT TOOLKIT

NEW

COURSE OUTLINE

This two-week programme combines:

- PPP – Planning, Governance and Procurement 05 days
- PPP – Achieving Financial Close, Contract Management and Handback 05 days

Public Private Partnerships (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.

Senior officials charged with financing and implementing PPPs need to understand the complex issues, arrangements and oversight required to navigate through a PPP project cycle. They not only need an appreciation of the broader considerations and risks at play when embarking upon a national PPP programme, they also need to be able to progress a PPP from the early stages of planning and procurement through to achieving "Financial Close", based on sound contract management arrangements.

Week one of this programme will examine the fundamentals relating to PPPs. Delegates will learn about the main features of a PPP and what makes a project suitable for the PPP approach. They will explore PPP financing, risk allocation, and key considerations for PPP procurement and developing a project pipeline, together with the corporate governance arrangements needed to underpin successful delivery. Delegates will also explore what drives PPP performance, and examine the broader fiscal, accounting and Environmental, Social and Governance (ESG) factors relating to PPPs.

Week two of the course will look in more detail and the processes relating to achieving PPP financial close - getting to the final signed contract. Delegates will examine contract structures and the allocation of risk between the parties to the contract. They will learn key PPP negotiation skills and they will examine contract management arrangements and the associated risks from the government perspective. Finally, delegates will look at the approaches to achieving an optimal asset "handback" at the conclusion of the contract.

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

- Take a leadership role in ensuring the effective governance of PPPs and establishing a sound PPP framework and project pipeline
- Appreciate how to leverage the expertise of the private sector and allocate risk in a PPP

- Outline how to appraise a PPP, assess value of money and adapt a PPP around ESG factors and goals
- Explain bank and investor expectations when seeking to finance a PPP, and what constitutes a bankable PPP
- Construct a PPP contract management framework and specify effective contract mechanisms and provisions
- Apply lessons in the effective avoidance, management and resolution of PPP contract issues

KEY TOPICS

- Overview of PPPs, the enabling environment and contract types
- Governance of PPPs and the PPP Framework
- PPP Project Pipeline
- PPP Finance and investor perspectives
- Procurement cycle, and the role of transactional advisors
- PPP Project Risk - Structuring a PPP / Risk Allocation
- Appraising Potential PPP Projects and ESG factors in PPPs
- Achieving and Assuring Value for Money through PPPs
- Contract Design, Dispute Resolution Mechanisms and Negotiations
- Contract Management approaches and practical application
- Contract Issue Management (in Construction and Operational Phases)

DURATION	FEE	DATE	VENUE
10 days	£4,450	17 - 28 June 2024	London
		11 - 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.



FEATURED TRAINER

KEN MACNEILL

Ken has worked extensively in both the public and private sectors to improve performance, including within national and regional governments and the NHS.

He brings considerable practical experience of financial management, corporate governance, risk management and accounting to his training delivery. For over 10 years Ken has trained delegates from across the world, and has worked with the UK senior service on a UK government financial management improvement programme.

A Business Studies and Accounting graduate from the University of Edinburgh, Ken is a Chartered Institute of Public Finance and Accountancy member and former examiner.