



Arabian Institute For Training

# Public – Private Partnership in the Road Sector

## INTRODUCTION

- This Public-Private Partnership in the Road Sector training course is essential for all people involved in the planning, execution, and monitoring of projects of Public-Private Partnership (PPP) in the road sector. It presents the delegates with all the tools necessary to prepare the projects, which will be attractive for the private sector, enable fair risk sharing, and ensure revenue inflows appropriate for the attractiveness of the investment and sustainability of the cash flow.
- In all the infrastructure sectors, national, regional and municipal governments are facing problem for filling the gap between budget and needs of public, this is a common denominator for both advanced and developing countries. The result of this requirement to fill in the budget gap was the creation of Public-Private Partnerships (PPP). They were implemented to the various success in different countries and this course is designed to help avoid mistakes, reduce the risks and increase satisfaction on both the public and private sides.

This training course will highlight:

- Public-Private Partnership (PPP) Principles and Structure
- How to select and prepare projects attractive for both public and private entities
- The best practices in Public-Private Partnership (PPP) financing
- The leadership of risk management and risk allocation in Public-Private Partnership (PPP)
- How to prepare and implement the contracts
- How to implement the project management in Public-Private Partnership (PPP)
- Influence of political, financial and other fluctuations and their resolution

## OBJECTIVES

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

- Identify the road sector Public-Private Partnership (PPP) projects in their area
- Learn how to lead Public-Private Partnership (PPP) projects in the road sector
- Acquire the knowledge on how to engage stakeholders
- Learn the risk mitigation measures for Public-Private Partnership (PPP) in road sector
- Plan and prepare Public-Private Partnership (PPP) projects and contracts
- Execute and monitor Public-Private Partnership (PPP) projects, manage risks and adequately allocate risks and revenues

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## TRAINING METHODOLOGY

- The participants to this Public-Private Partnership in the Road Sector training course will receive thorough training on the topics covered with a variety of proven adult learning teaching and facilitation techniques, with the focus on initiating, managing and realizing successful Public-Private Partnership (PPP) projects.

## ORGANISATIONAL IMPACT

- Both public and private entities will benefit from understanding the actual processes and principles which govern the Public-Private Partnership (PPP) and make a significant impact on its success.

The organization will gain from employees with:

- Enhance their understanding of the expectations of both public and private entities
- Learn how to identify projects which would be attractive for Public-Private Partnership (PPP)
- Be able to fully understand, manage and reduce the risks within the Public-Private Partnership (PPP)
- Introduce new approaches for risk and revenue allocation
- Successfully implement the Public-Private Partnership (PPP)
- Full Public-Private Partnership (PPP) lifecycle management

## PERSONAL IMPACT

This training course will personally benefit the participants will gain or enhance their understanding Public-Private Partnership in their respective countries, regions and industries, by:

- Identifying the projects adequate for Public-Private Partnership (PPP)
  - Learning how to manage Public-Private Partnership (PPP) projects
  - Understanding how to reduce the risks and avoid conflicts with other partners
  - Learn how to develop contract and project management plan for Public-Private Partnership (PPP)
  - Apply world-renown solutions used in the Public-Private Partnership (PPP) in the road sector, as well as other sectors
  - Recognize the revenues from the Public-Private Partnership (PPP) as the main attraction factor
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## WHO SHOULD ATTEND?

- This Public-Private Partnership in the Road Sector training course is designed for all the stakeholders and planners involved in existing Public-Private Partnership (PPP) projects or planning and promotion of future Public-Private Partnership (PPP) projects.

This training course is suitable for a wide range of professionals but will significantly benefit:

- Finance Managers
- Public Policy Makers
- Urban Planners and Developers
- Road, Transport and Traffic Engineers
- Project Managers within Road Network Projects
- Leaders, Managers and Strategy Developers in the Road Sector

## Course Outline

### Process and Concepts of Public-Private Partnership (PPP)

- Principles of Public-Private Partnership (PPP) Project Identification
- Public-Private Partnership (PPP) Project Initial Evaluation
- Key stages in Public-Private Partnership (PPP) Contracting and Procurement Process
- Identification of Partners Expectations
- Emerging Issues within Public-Private Partnership (PPP) in Road Sector

### Public-Private Partnership (PPP) Project Selection Process

- Strategic Projects for Public-Private Partnership (PPP)
- Process of Public-Private Partnership (PPP) Development in Road Sector
- Identification of Stakeholders
- Proposals from the Private Sphere
- Project Viability Verification

### Financing the Public-Private Partnership (PPP) in Road Sector

- Financing Sources of Public-Private Partnership (PPP) in Road Sector
  - Financial Climate Influence on Public-Private Partnership (PPP) in Road Sector
  - Demand Forecasting and Land Allocation
  - Influence of Financial Crises
  - Change Management in Public-Private Partnerships (PPP) Financing
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## Risk Allocation and Mitigation in Public-Private Partnership (PPP) in Road Sector

- Risk Quantification
- Parameters of Risk Allocation Network
- The Risk Mitigation through Contract Structure
- Risk Pricing
- Design, Development and Construction Risks
- Operational Risks
- Financial Risks

## Public-Private Partnership (PPP) Lifecycle in Road Sector

- Contracting and Monitoring
- Design and Construction Phase
- Implementation Phase
- Partnership Management
- Performance Management
- Risk Management
- Copying Success to other Projects and Sectors



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