COURSE BROCHURE

Public-Private Partnerships

An advanced course on PPP models, feasibility studies, risk allocation, tendering of PPP projects and management of their long-term contracts.

Code	HT-GOV-108
Category	Government & Public Sector
Duration	1 week
Level	Advanced
City	Dubai

Introduction

Governments turn to the private sector to speed up infrastructure and services, yet a contract lasting twenty years or more can load hidden obligations onto public finances if it is not studied, structured and tendered with care.

Objectives

- Distinguish between PPP models and choose the right model for each project
- Screen projects for PPP suitability within a clear institutional and legal framework
- Assess feasibility, value for money and the affordability of fiscal commitments
- Allocate risks between the parties and design payment mechanisms and performance deductions
- Manage the tendering of PPP projects and their contracts over the full term

Who should attend

- Staff of PPP units in finance and planning ministries
- Infrastructure project directors in government bodies
- Legal and financial advisers in public contracting authorities
- Staff of public investment funds and bodies overseeing major projects

Skills you will develop

- PPP project structuring
- Value for money analysis
- Contractual risk allocation
- PPP tender management

Learning Outcomes

- Prepare an initial screening note on whether a project suits delivery as a PPP
- Prepare a value for money framework comparing a PPP with conventional public delivery
- Build a risk matrix that allocates the main risks and justifies each allocation
- Design an availability-based payment mechanism with deductions tied to performance indicators

Course Outline

Day 1: PPP Concepts and Models

- What makes a project a PPP rather than a purchasing contract

- The range of models: management contracts, leases, concessions and design-build-finance-operate
- User-pays PPPs versus availability-payment PPPs

Day 2: Institutional Framework and Project Identification

- The legal framework for PPPs and the role of the PPP unit
- Criteria for screening a project's suitability for PPP
- Building and prioritizing a pipeline of candidate projects

Day 3: Feasibility and Value for Money

- Technical, economic and commercial feasibility and market sounding
- Value for money analysis and the public sector comparator
- Affordability and contingent liabilities for public finances

Day 4: Risk Allocation and Project Structuring

- Identifying risks and allocating each to the party best able to manage it
- Payment mechanisms and performance deductions
- Financing structures and lenders' step-in rights

Day 5: Tendering and Contract Management

- Tender stages: prequalification, dialogue with bidders and bid evaluation
- Unsolicited proposals, contract management and renegotiation during the term
- Capstone: structuring a fictional PPP project with a risk matrix and value for money analysis, presented to an investment committee

Training methodology

A fictional PPP project in a public service sector, built up step by step through the week
A risk allocation negotiation between a government team and a private consortium team
Cases of PPP projects that faced renegotiation or early termination, with their lessons
Presenting the final structure to an investment committee made up of peers and the trainer

Certification

Participants receive a Harbor Training Center certificate of attendance on completing the course.

Upcoming dates

City	Dates	Language	Fee
Dubai	21 – 25 June 2027	AR	EUR 4,500

Fees are per participant.

Contact us

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To register and for details, scan the code or visit:

https://harbor4training.com/en/courses/public-private-partnerships