

Smart and efficient project delivery through Public Private Partnerships

Ecorys is a leading European consultancy in the field of economic development, with specialist expertise in Public Private Partnerships (PPP). In order to contribute pro-actively to knowledge dissemination and understanding of PPP, we have brought together our research and advisory experience to offer a three day training program designed to familiarise participants with PPP and instruments to further develop PPP policy and projects.

Why a PPP training?

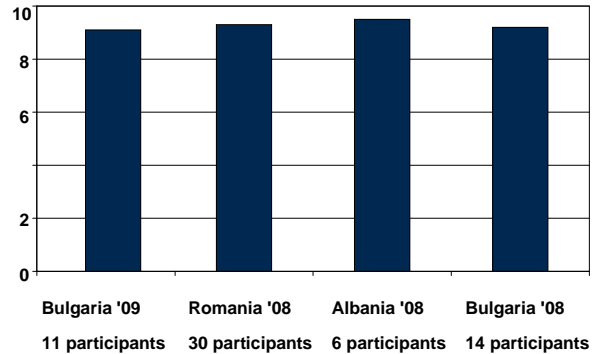
In a context of increasingly limited public resources and mounting public debt, PPP can provide an excellent instrument to meet investment needs by tapping private funding. Although private financing comes at a cost, PPP enables governments to realise infrastructure ambitions in an effective and efficient manner, while spreading their spending over longer periods of time. Various studies (Flyberg, MottMacDonald, Allen Consulting) have shown that PPPs can effectively deliver projects on time and within budget. However, PPPs are complex and it is vital for all stakeholders, public and private, to draw on the latest expertise and experience to ensure effective implementation.

“PPP’s have significantly fewer delays and cost overruns than traditional procurements”,
international research (Flyberg, MottMacDonald, Allen Consulting)

The benefit to you

Our three day training program will enable you to exploit the potential benefits of PPP. For example, we demonstrate how to develop PPP projects from start to finish, how to prepare appropriate national and local policy, regulations and structures for PPP, support in-depth discussion of relevant issues from a financial, legal or sector perspective and illustrate the role of specific useful instruments such as financial modelling.

Ratings of our most recent PPP training (out of 10)



Our training courses offer a good balance between theory and practice. Our trainers use their global experience in PPP projects and strategy development in various sectors to incorporate real life case studies and practical examples in the training courses.

Moreover, the experience of our trainers guarantees a multidisciplinary approach. We are able to cover all knowledge fields and disciplines relevant to successfully developing PPP, including strategy and policy development, institutional development, project finance and financial analysis, legal analysis, project and process management and contracting. We also take the implications of applying PPP in different sectors into account.

Our approach

Our modular approach is the basis of our training offer. Different modules can be tailored and combined to your needs in an integral PPP training program that will be spread over three days.

Working on your own project

You will have the opportunity to present your strategy, plan or project and discuss it with your trainers and other participants. Through this process, you will be able to:

- Receive feedback on your ambitions and approach;
- Amend and improve your approach in line with the feedback and discussions.

The three day agenda

Introduction to PPP	How to do PPP	PPP in practice
Day 1	Day 2	Day 3

Day 1: "Introduction to PPP"

The first day of the training program focuses on providing you with understanding of the key principles of PPP and the considerations for applying PPP. Furthermore you will receive advice on where and how to start your PPP program or project and the identification of appropriate PPP projects.

The main driver for the use of PPP is value for money and the possibility to accelerate infrastructure investments. The training on day 1 will show you how innovation, efficiency and creativity of the private sector can be brought into public services.

Day 2: "How to do PPP"

This course builds on the 'introduction to PPP' and deals in more detail with the various steps to develop a PPP from start to termination. Different useful instruments are introduced and applied interactively in case studies.

The training on day 2 provides you with understanding of the total PPP lifecycle:

- Conception;
- Procurement;
- Implementation;
- Termination.

Day 3: "PPP in practice"

Participants meet PPP practitioners that deal with implementing PPP projects. You will learn from first hand which challenges occur during real PPP projects.

Who is this course designed for?

Our three day training program is useful for:

- Officials from national, regional and local public authorities;
- Private sector stakeholders, active in the real estate, transport, energy, water and waste sectors;
- Officials from financial institutions;
- Officials from multilateral or bilateral international organizations.

Our trainers and expertise

Depending on your needs, we compose an optimal team of trainers from our multidisciplinary pool of experts:

- *Our general PPP experts* share their knowledge on the development of strategies and implementation of PPPs.
- *Our financial experts* use their skills to allow you to gain in-depth understanding of project finance for PPP, as well as financial modelling in Excel.
- *Our institutional experts* explain how to design an appropriate institutional framework for PPPs.
- *Our legal experts* bring forward their knowledge of designing an appropriate legal environment and contracting PPPs.
- *Our sector specialists* tell you more about PPP in specific sectors such as roads, railways, ports, water, energy and real estate.
- ECORYS has an extensive network of *local experts* to cover the country-specific elements of applying PPP.

"Extremely useful workshop. Interactive approach was very good", participant comments on a

workshop regarding the institutional framework for PPP in Turkey

Certification

Participants will receive an Ecorys certification stating that they successfully attended the PPP training program.

Practicalities

Training dates and venue: 17, 18 and 19 October 2011 in Rotterdam, the Netherlands.

Working language: A good working knowledge of English is required.

Costs: €1.450 per participant for a three day program, excl. VAT, but including all materials, lunches, coffee breaks and networking drinks