

## **DAY 1**

### **PPP in a Globally Competitive Market**

- PPP and the "*infrastructure gap*"
- Global Competition for Funds and Expertise
- PPP vs. Privatization – *dispelling the myths and misconceptions*
- PPP Models and Structures
- What makes a "*bankable*" PPP?
- Using PPP for Social Benefit and Economic Empowerment
- Lessons from around the world - *What can we learn from successful and failed PPPs?*

## **DAY 2**

### **The Benefits of a Strong PPP Unit**

- PPP is one approach, not the only approach
- Feasibility and Project Evaluation
- Assessing and Managing demand risks
- Community and Stakeholder Engagement - *dispute avoidance, not dispute resolution*
- Principles of Good PPP Procurement
- Dealing with unsolicited Project Proposals

## **DAY 3**

### **Drafting and Negotiating PPP Contracts**

- The Anatomy of a PPP
- Parties, Roles and Structures
- Regulating Assignment and Change of Control
- Governing Law and Jurisdiction
- Insurance and Guarantees
- Specifications, Deliverables, Service Levels and KPIs
- Using Payment Mechanisms to Incentivize and Enforce Performance

## **DAY 4**

### **Managing Critical Events in PPP**

- Termination for Cause
- Termination for Convenience or National Interest
- Compensation and Orderly Termination
- Rescuing a PPP: Exercising Step-in or Substitution Rights
- Force Majeure or Relief Events - *keeping your PPP on track*

## **DAY 5**

### **Contract Management to Ensure Long-term Success**

- Understanding where Disputes are most likely to arise
- Monitoring Performance and ensuring actionable data
- Understanding Dates, Deadlines and Contractual Formalities
- Understanding and Avoiding the Risk of Wrongful Termination
- Managing Contractual change Mechanisms, Variation and Renegotiation