NEGOTIATING AND MANAGING PPP CONTRACTS



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Introduction

Negotiating and Managing PPP Contracts examines how governments and private partners structure, negotiate, and administer public-private partnership agreements over twenty to thirty-year horizons. This Training Course covers concession design, risk transfer, payment mechanisms, and performance regimes. Participants study the World Bank PPP framework, the UNECE PPP standards, availability payment models, and value-for-money assessment methods. Furthermore, the programme connects structuring to delivery through concession modelling labs, clause negotiation simulations, and performance review workshops. As a result, delegates leave able to negotiate balanced PPP contracts and manage them through construction, operation, and handback.

Negotiating and Managing PPP Contracts Course Objectives

- Define PPP models and their use across infrastructure sectors.
- Select structures: BOT, BOOT, DBFO, concession, and availability PPP.
- Apply World Bank and UNECE PPP guidance to project design.
- Assess value for money and public sector comparator analysis.
- Allocate risk between public and private partners deliberately.
- Design payment mechanisms: availability, usage, and shadow tolls.
- Structure debt, equity, and government support instruments.
- Negotiate concession agreements, guarantees, and direct agreements.
- Manage performance regimes, deductions, and cure periods.
- Handle refinancing, change in law, and termination provisions.

Course Methodology

- Interactive workshops using real PPP project and contract files.

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- Concession financial model and payment mechanism labs.
- Risk allocation matrix and value-for-money exercises.
- Clause-level negotiation simulations with coached debriefs.
- Performance regime and deduction calculation workshops.
- Action planning that converts each session into a workplace commitment.

Who Should Take This Course

- Public sector PPP and infrastructure units.
- Private sector concession and project developers.
- Project finance and infrastructure bankers.
- Legal counsel and contracts advisors.
- Infrastructure and construction project managers.
- Government treasury and budget officials.
- Consultants and advisors in infrastructure delivery.

Negotiating and Managing PPP Contracts Course Outlines

Day 1: PPP Models and Project Structuring

- Defining PPP and its variants across sectors.
- Structures: BOT, BOOT, DBFO, concession, and availability PPP.
- Public sector comparator and value-for-money assessment.
- Project preparation, feasibility, and affordability checks.
- Institutional roles: grantor, sponsor, SPV, and lenders.
- Procurement routes and competitive dialogue for PPP.

- Ethics, transparency, and anti-corruption controls.

Day 2: Risk Allocation and Financial Structure

- Risk identification and allocation matrix design.
- Construction, demand, availability, and residual value risk.
- Debt, equity, and gearing considerations.
- Government support: guarantees, viability gap, and subsidies.
- Currency, inflation, and interest rate exposure.
- Insurance, security packages, and step-in rights.
- Financial close conditions and documentation.

Day 3: Concession Agreement Negotiation

- Concession agreement architecture and key schedules.
- Scope, service specification, and output requirements.
- Payment mechanisms: availability, usage, and shadow tolls.
- Performance regime design, deductions, and bonuses.
- Termination, compensation, and handback provisions.
- Change in law, refinancing gain share, and market testing.
- Clause-level negotiation and risk trade-off practice.

Day 4: Construction, Operation, and Contract Management

- Construction obligations, programme, and completion testing.
- Interface management with public works and utilities.
- Ramp-up, commissioning, and service commencement.

- Operational performance monitoring and reporting.
- Deduction calculation, cure periods, and remedies.
- Lenders' direct agreements and step-in rights.
- Stakeholder and public communication obligations.

Day 5: Life Cycle, Variations, and Termination

- Variation mechanisms and scope change pricing.
- Refinancing, gain share, and equity transfer.
- Benchmarking, market testing, and indexation.
- Dispute resolution: expert panels and arbitration.
- Expiry, handback standards, and condition surveys.
- Value-for-money review across the contract life.
- Personal action plan and continuous improvement.

Conclusion

By successfully completing Negotiating and Managing PPP Contracts, participants will have acquired a practical command of PPP structuring, risk allocation, payment mechanism design, concession negotiation, and performance management. They will know how to build balanced risk transfer, negotiate payment and deduction regimes that hold, and manage concessions through construction, operation, and handback. In addition, the course prepares delegates to handle refinancing, change in law, and termination credibly. As a result, they return to work ready to negotiate and administer PPP contracts with commercial and public accountability. Gentex Training Center delivers this Training Course with a practical, standards-based approach.

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FAQs for the Negotiating and Managing PPP Contracts course

Q1 What is the "Negotiating and Managing PPP Contracts" course about?

It is a five-day programme that explains how public-private partnership agreements are structured, negotiated, and administered. It covers PPP models, value-for-money assessment, risk allocation, financial structure, payment mechanisms, performance regimes, concession negotiation, contract management, and termination.

Q2 What are the key benefits of the "Negotiating and Managing PPP Contracts" course?

Participants gain the ability to design balanced risk transfer, assess value for money objectively, and negotiate payment and deduction regimes that hold through decades of operation. They also learn to manage performance regimes, handle refinancing and change in law, and close out concessions with proper handback standards.

Q3 What skills will I gain from the "Negotiating and Managing PPP Contracts" course?

PPP structuring with BOT, DBFO, and availability model selection, risk allocation with public sector comparator and value-for-money analysis, payment mechanism and performance regime design, and concession negotiation with contract management and termination handling.

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Q4 What tools, methods, or standards are covered in the "Negotiating and Managing PPP Contracts" course?

The course covers BOT, BOOT, DBFO, concession and availability PPP structures, the World Bank PPP framework and UNECE PPP standards, public sector comparator and value-for-money assessment methods, feasibility and affordability assessments, institutional role mapping for grantor, sponsor, SPV and lenders, competitive dialogue procurement procedures, risk identification and allocation matrix design, construction, demand, availability and residual value risk analysis, debt, equity and gearing structuring, government support instruments including guarantees, viability gap funding and subsidies, currency, inflation and interest rate exposure analysis, insurance and security package design, step-in rights, financial close documentation, concession agreement architecture and schedules, service specification and output requirement drafting, availability, usage and shadow toll payment mechanisms, performance regime design with deductions and bonuses, termination, compensation and handback provisions, change in law and refinancing gain share clauses, market testing and benchmarking provisions, construction obligations and completion testing, interface management procedures, ramp-up and service commencement requirements, operational performance monitoring and reporting, deduction calculation and cure period management, lenders' direct agreements, variation and scope change pricing mechanisms, refinancing and equity transfer provisions, indexation and market testing mechanisms, expert panel and arbitration dispute resolution, handback standards and condition surveys, and value-for-money review methods.

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Q5 How is the "Negotiating and Managing PPP Contracts" course applied in real-world practice?

Delegates apply it through project feasibility studies, value-for-money reports, risk allocation matrices, financial models, payment mechanism designs, concession agreements, performance regimes, deduction calculations, monitoring reports, direct agreements, variation requests, refinancing proposals, dispute submissions, handback condition surveys, and contract management reports. They also use it to brief government approval bodies and lenders on risk exposure and affordability.