

PUBLIC – PRIVATE PARTNERSHIP IN THE ROAD SECTOR



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TRAINING CENTER



Introduction

Public Private Partnership in the Road Sector Training Course prepares professionals to structure, negotiate, and manage highway partnerships that deliver lasting value. Participants learn how governments and private partners share risk, finance construction, and operate road assets across long concession periods. The program combines contractual and financial technique with practical work on feasibility studies, bid evaluation, and performance monitoring. As a result, learners gain the confidence to design partnerships that are bankable, transparent, and sustainable. Furthermore, the course builds the technical and commercial judgement that road PPP transactions demand.

Public Private Partnership in the Road Sector Course Objectives

- Explain the core public-private partnership models applied to road infrastructure.
- Apply PPP structuring tools such as concession agreements, BOT, DBFOM, and availability payments.
- Conduct feasibility studies with traffic demand forecasting and toll revenue modelling.
- Build financial models using IRR, NPV, DSCR, and sensitivity analysis.
- Allocate risk between public and private partners using risk allocation matrices and risk registers.
- Design procurement with prequalification, request for proposals (RFP), and competitive dialogue.
- Evaluate bids using value for money (VfM) and public sector comparator (PSC) methods.
- Draft and negotiate key contract terms on termination, dispute resolution, and force majeure.
- Oversee construction, operation, and maintenance obligations against agreed service levels.
- Manage stakeholder and regulatory requirements across the road project lifecycle.



Course Methodology

- Interactive sessions built on real road PPP case studies.
- Financial modelling workshops using Excel-based toll and cash-flow models.
- Group work on risk allocation matrices and concession structures.
- Simulation of procurement, bid evaluation, and negotiation rounds.
- Hands-on practice with VfM analysis, PSC, and performance monitoring frameworks.
- Facilitator feedback and peer review on draft PPP structuring proposals.

Who Should Take This Course

- Government transport and infrastructure officials managing PPP programs.
- PPP unit staff, transaction advisors, and project finance specialists.
- Contract and procurement professionals in road and transport agencies.
- Legal advisors working on concession and infrastructure agreements.
- Consultants, bankers, and investors in transport infrastructure.
- Engineers and project managers involved in road delivery and operations.

Public Private Partnership in the Road Sector Course Outlines

Day 1: PPP Fundamentals and Road Sector Context

- Definition, rationale, and boundaries of public-private partnership.
- PPP models for roads: BOT, BOOT, DBFOM, and availability-based schemes.
- Roles of government, private partners, and financiers.
- Legal and institutional framework for road concessions.

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- Value for money (VfM) concepts and the public sector comparator (PSC).
- PPP lifecycle stages from identification to handback.
- Case study: lessons from a national highway concession.

Day 2: Feasibility, Demand, and Financial Structuring

- Feasibility study components for road projects.
- Traffic demand forecasting and toll revenue modelling.
- Capital and operating cost estimation for highways.
- Financial modelling with IRR, NPV, and DSCR.
- Debt and equity structuring, including senior debt and mezzanine finance.
- Sensitivity analysis and scenario testing for traffic risk.
- Workshop: building a road PPP financial model.

Day 3: Risk Allocation and Contract Design

- Risk identification for road PPP projects.
- Risk allocation matrices and transferable versus retained risks.
- Risk registers and mitigation strategies.
- Concession agreement structure and key clauses.
- Payment mechanisms: tolls, availability payments, and shadow tolls.
- Termination, dispute resolution, and force majeure provisions.
- Exercise: drafting a risk allocation matrix for a highway PPP.

Day 4: Procurement, Bidding, and Negotiation

- Procurement strategy options for road projects.
- Prequalification criteria and request for proposals (RFP) design.



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- Competitive dialogue and best-and-final-offer processes.
- Bid evaluation using VfM and PSC benchmarks.
- Negotiation of commercial and contractual terms.
- Transparency, integrity, and anti-corruption safeguards.
- Simulation: evaluating and negotiating a concession bid.

Day 5: Implementation, Operations, and Performance Management

- Construction supervision and milestone verification.
- Operation and maintenance obligations against service levels.
- Performance monitoring with KPIs, baselines, and targets.
- Payment deduction regimes and performance incentives.
- Contract management, variation control, and dispute avoidance.
- Handback conditions and asset lifecycle planning.
- Capstone: presenting a complete road PPP structure.

Conclusion

By successfully completing Public Private Partnership in the Road Sector, participants will gain a practical understanding of how road partnerships are structured, financed, procured, and managed. They will acquire skills in PPP structuring, financial modelling, risk allocation, and contract performance management. Gentex Training Center designs the program to help professionals deliver road projects that balance public value with private investment discipline.





FAQs

Q1 What is the "Public Private Partnership in the Road Sector" course about?

It covers how governments and private partners build, finance, and operate road infrastructure together. The course spans model selection, feasibility and financial modelling, risk allocation, procurement, contract negotiation, and performance management across the concession lifecycle.

Q2 What are the key benefits of the "Public Private Partnership in the Road Sector" course?

You gain the commercial and contractual judgement that road PPP transactions require. The course improves financial modelling accuracy, sharpens risk allocation decisions, strengthens bid evaluation, and helps you avoid the disputes and cost overruns that damage long-term partnerships.

Q3 What skills will I gain from the "Public Private Partnership in the Road Sector" course?

You will develop four core skills: road PPP structuring and concession design, project finance and financial modelling, risk allocation and contract negotiation, and contract performance monitoring and management.



Q4 What tools, methods, or standards are covered in the "Public Private Partnership in the Road Sector" course?

The course covers BOT, BOOT, DBFOM, and availability-payment models, concession agreements, IRR, NPV, DSCR, sensitivity analysis, risk allocation matrices, risk registers, public sector comparator (PSC), value for money (VfM) analysis, competitive dialogue, RFP design, and KPI-based performance monitoring.

Q5 How is the "Public Private Partnership in the Road Sector" course applied in real-world practice?

Participants apply it to real transactions such as preparing a feasibility study for a highway concession, building a toll revenue financial model, and evaluating concession bids. The same methods support contract management, performance deduction regimes, and handback planning.