MAWA EVENTS

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DEVELOP & IMPLEMENT PPP MODELS & BOOT CONTRACTS

“Structure, Negotiate, and Deliver Public-Private Partnerships for Sustainable Infrastructure Development”

Schedule

Date	Venue	Fees (Face-to-Face)
09 – 13 Feb 2026	Dubai, UAE	USD 3495 per delegate

► **Available delivery methods:** Face-to-Face & Online Training

Introduction

Public-Private Partnerships (PPPs), including Build-Own-Operate-Transfer (BOOT) models, have become essential tools for governments to deliver infrastructure efficiently while leveraging private sector expertise and funding. However, designing and implementing successful PPPs requires a deep understanding of structuring, risk allocation, contract design, and long-term performance management.

This intensive 5-day course equips public and private sector professionals with the knowledge and practical tools to structure, negotiate, and implement PPP and BOOT contracts in sectors such as energy, transport, water, and social infrastructure. Participants will explore project lifecycle planning, financial modeling, risk allocation, and dispute prevention using real-world examples.

Objectives

By the end of this course, participants will be able to:

- Understand PPP frameworks, models, and international best practices
- Structure BOOT contracts from project concept to transfer
- Analyze and allocate risks between public and private stakeholders
- Evaluate financial and legal viability of PPP proposals
- Draft and review key contract clauses in PPP agreements
- Monitor PPP performance and manage post-award obligations

Why Attend

- Gain a step-by-step understanding of PPP and BOOT contract development
- Avoid pitfalls through better contract structuring and risk mitigation
- Enhance your ability to assess project bankability and investor value
- Strengthen negotiation skills for PPP contract terms and amendments
- Receive tools, templates, and case studies used in successful PPP implementations

Target Audience

This program is designed for:

- Government officials and PPP unit personnel
- Infrastructure and investment planners
- Project finance and development professionals
- Legal advisors and contract managers
- Engineering consultants and transaction advisors

Individual Benefits

Key competencies that will be developed include:

- Ability to design and assess PPP/BOOT project structures
- Skills in legal and financial due diligence for infrastructure projects
- Understanding of lifecycle risks and payment mechanisms
- Negotiation of PPP terms and dispute resolution planning
- Use of frameworks such as PPP Project Cycle, VFM analysis, and risk matrix tools

Organizational Benefits

Upon completing the training course, participants will demonstrate:

- Improved design and management of PPP projects across sectors
- Stronger public-private collaboration and risk-sharing outcomes
- Enhanced project bankability and contract compliance
- Transparent procurement and governance in infrastructure delivery
- Long-term performance optimization and stakeholder satisfaction

Instructional Methodology

The course follows a blended learning approach combining theory with practice:

- Strategy Briefings – PPP lifecycle, BOOT models, and regulatory frameworks
- Case Studies – Infrastructure projects from Asia, GCC, and global PPP leaders
- Workshops – Risk allocation matrices, stakeholder mapping, and bankability review
- Peer Exchange – Government vs. private sector roles and challenges
- Tools – Draft clauses, VfM tools, procurement templates, and KPI dashboards

Course Outline

DETAILED 5-DAY COURSE OUTLINE

Training Hours: 7:30 AM – 3:30 PM Daily Format: 3–4 Learning Modules | Coffee breaks: 09:30 & 11:15 | Lunch Buffet: 01:00 – 02:00

Day 1: PPP Concepts and Project Lifecycle

- Module 1: Introduction to PPPs and BOOT Models (07:30 – 09:30) • Definitions, types, and variations (DBFO, BOT, BOO, BOOT) • Public sector objectives and private sector incentives • Global trends and PPP policy frameworks
- Module 2: PPP Lifecycle and Stakeholder Roles (09:45 – 11:15) • Feasibility, procurement, financing, implementation, transfer • Roles of government, sponsors, lenders, and advisors
- Module 3: Case Study – Comparative PPP Structures (11:30 – 01:00) • Benchmarking PPP frameworks from leading countries
- Module 4: Workshop – PPP Project Screening (02:00 – 03:30) • Assess a sample project’s suitability for PPP

Day 2: Structuring the PPP/BOOT Contract

- Module 1: Designing the BOOT Framework (07:30 – 09:30) • Key features: ownership, operation, and handover provisions • Asset lifecycle responsibility matrix
- Module 2: Risk Allocation and Performance Obligations (09:45 – 11:15) • Risk categories: construction, revenue, demand, political, force majeure • Tools for allocating and pricing risks
- Module 3: Payment Mechanisms and Revenue Models (11:30 – 01:00) • Availability payments vs. user-pay models • Tariffs, subsidies, minimum revenue guarantees
- Module 4: Workshop – BOOT Risk Allocation Matrix (02:00 – 03:30) • Teams develop a risk-sharing framework for a sample project

Day 3: Legal Frameworks and Contract Clauses

- Module 1: PPP Legal & Regulatory Foundations (07:30 – 09:30) • Legal principles underpinning PPP contracts • PPP-enabling laws and institutional frameworks
- Module 2: Key BOOT Contract Clauses (09:45 – 11:15) • Scope, performance standards, force majeure, step-in rights, termination • Change in law and compensation clauses
- Module 3: Dispute Resolution and Renegotiation (11:30 – 01:00) • Dispute boards, arbitration, mediation clauses • Lessons from failed projects and renegotiation triggers
- Module 4: Workshop – Drafting & Reviewing PPP Clauses (02:00 – 03:30) • Participants review a real-world PPP draft and recommend revisions

Day 4: Financial Feasibility and Bankability

- Module 1: Project Finance and Capital Structuring (07:30 – 09:30) • Debt-equity mix, credit enhancement, and government guarantees • Role of DFIs and MDBs in PPP finance
- Module 2: Value for Money (VfM) and Affordability Analysis (09:45 – 11:15) • Shadow bidding, public sector comparator • Ensuring long-term affordability for the public
- Module 3: Financial Modeling Essentials (11:30 – 01:00) • Revenue projections, IRR, NPV, payback period • Sensitivity and scenario analysis
- Module 4: Workshop – PPP Financial Evaluation (02:00 – 03:30) • Analyze a model and determine financial viability

Day 5: Implementation, Oversight, and Handover

- Module 1: Contract Management and Performance Monitoring (07:30 – 09:30) • Output-based KPIs and service-level benchmarks • Monitoring tools, audits, and compliance reporting
- Module 2: Project Implementation and Handover (09:45 – 11:15) • Construction oversight, commissioning, and early operations • Preparing for transfer and continuity
- Module 3: Lessons Learned and Global Best Practices (11:30 – 01:00) • Common pitfalls, case failures, and recovery actions • Building institutional PPP capacity
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Module 4: Final Group Exercise & Action Planning (02:00 – 03:30) • Participants create a PPP action plan for a real or sample project

Certification

Participants will receive a Certificate of Completion in Developing & Implementing PPP Models & BOOT Contracts, validating their expertise in structuring, assessing, and managing public-private infrastructure partnerships.

Why Choose MAWA Events

- **Global Expertise:** More than 17 years of experience in professional training and consulting.
- **Industry-Leading Faculty:** Courses delivered by seasoned professionals with hands-on experience.
- **Practical Insights:** Learn to turn theory into actionable strategies for real-world business impact.
- **Client-Focused Solutions:** Customized programs designed to achieve your organisation's unique goals.

In-House / Customized Training Interested in running this course for your team? Please contact us:	TEL: **+601116373203**	EMAIL: **info@mawaevents.net**