

DEVELOPMENT AND MANAGEMENT OF PPP PROJECTS

“Designing, Structuring, and Delivering Public-Private Partnerships for Sustainable Infrastructure”

Schedule

Date	Venue	Fees
16 – 20 Feb 2026	Dubai, UAE	USD 3495 per delegate

Introduction

Public-Private Partnership (PPP) models have become a vital mechanism for governments and public agencies to deliver infrastructure and public services more efficiently, drawing on the innovation, financing, and technical expertise of the private sector. However, successful PPPs require rigorous planning, risk allocation, contract structuring, and long-term performance monitoring.

This intensive 5-day course provides professionals with a deep understanding of how PPPs are initiated, structured, financed, and managed. Through international case studies, modeling exercises, and interactive discussions, participants will gain the practical knowledge required to develop bankable PPP projects and ensure sustainable delivery across the project lifecycle.

Objectives

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

- Understand the key principles, models, and legal frameworks of PPPs
- Assess the feasibility and bankability of potential PPP projects
- Allocate risks effectively between public and private partners
- Structure PPP contracts, including financial and performance terms
- Monitor, manage, and renegotiate PPP agreements across the lifecycle

Why Attend

- Learn from global PPP frameworks and successful case applications
- Strengthen your ability to manage public-private interfaces
- Gain tools to assess value for money (VfM) and project risks
- Build your capability to lead PPP projects from concept to closeout
- Understand how to align project goals with national infrastructure priorities

Target Audience

This program is designed for:

- Government officials and regulators involved in infrastructure delivery
- PPP unit staff and project advisors
- Infrastructure planners and development professionals
- Financial analysts and investment officers
- Legal and contract specialists working on public-private projects

Individual Benefits

Key competencies that will be developed include:

- Knowledge of PPP lifecycle management
- Ability to evaluate financial, legal, and operational project dimensions
- Skills to draft and review PPP agreements and term sheets
- Enhanced decision-making around procurement and project structuring
- Greater confidence in stakeholder negotiation and contract oversight

Organizational Benefits

Upon completing the training course, participants will demonstrate:

- Improved structuring and risk allocation in PPP contracts
- Greater transparency, accountability, and project readiness
- Enhanced investor confidence and private sector engagement
- Stronger delivery of infrastructure aligned with public value objectives
- Reduced fiscal risks and better monitoring of long-term obligations

Instructional Methodology

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

- Strategy Briefings – Legal, financial, and operational foundations of PPPs
- Case Studies – International PPPs in transportation, energy, healthcare, and urban services
- Workshops – Feasibility screening, risk allocation, and stakeholder analysis
- Peer Exchange – Lessons learned from multi-sector project development
- Tools – PPP screening templates, VfM frameworks, risk matrices, and contract samples

Course Outline

DETAILED 5-DAY COURSE OUTLINE

Training Hours: 07:30 AM – 03:30 PM **Daily Format:** 3–4 Learning Modules | Coffee breaks: 09:30 & 11:15 | Lunch Buffet: 01:00 – 02:00

Day 1: Foundations of Public-Private Partnerships

- Module 1: Understanding PPP Concepts and Models (07:30 – 09:30) • PPP vs. traditional procurement • Common PPP models (BOT, BOOT, DBFO, etc.) • Global trends and regional applications
- Module 2: Legal and Regulatory Frameworks (09:45 – 11:15) • Institutional arrangements for PPP implementation • Key legal and policy considerations • Roles of PPP units and government stakeholders
- Module 3: Project Identification and Screening (11:30 – 01:00) • Defining project scope and objectives • Screening for PPP suitability • Preliminary economic and social evaluation
- Module 4: Workshop – PPP Project Screening (02:00 – 03:30) • Case-based exercise in project identification • Group analysis and presentation

Day 2: Feasibility, Structuring, and Risk Allocation

- Module 1: Feasibility and Value for Money Assessment (07:30 – 09:30) • Economic, technical, legal, and financial feasibility • VfM assessment techniques and benchmarks • Public Sector Comparator (PSC) use
- Module 2: Risk Identification and Allocation (09:45 – 11:15) • Types of risks in PPPs: construction, demand, financial, political • Risk allocation principles and matrices • Mitigation strategies and guarantees
- Module 3: Procurement Planning and Market Sounding (11:30 – 01:00) • Procurement approaches for PPP projects • Engaging with private sector and investors • Transparency and prequalification
- Module 4: Workshop – Risk Allocation Matrix (02:00 – 03:30) • Group exercise in allocating risks • Peer critique and expert feedback

Day 3: PPP Contracting and Financial Structuring

- Module 1: PPP Contract Design and Lifecycle Terms (07:30 – 09:30) • Key sections of a PPP contract • Performance-based clauses and payment mechanisms • Dispute resolution and renegotiation provisions
- Module 2: Financial Modeling and Bankability (09:45 – 11:15) • Understanding the private sector financial perspective • Project finance structures and return expectations • Key ratios and financial terms
- Module 3: Revenue Models and Government Support (11:30 – 01:00) • User-pay vs. availability-pay models • Government guarantees and viability gap funding • Managing contingent liabilities
- Module 4: Workshop – Contract Term Sheet Review (02:00 – 03:30) • Analyzing a sample term sheet • Identifying gaps, risks, and negotiation levers

Day 4: Implementation, Monitoring, and Compliance

- Module 1: Construction Phase Oversight (07:30 – 09:30) • Role of contract managers and independent engineers • Payment certification and milestone validation • Managing scope changes and variations
- Module 2: Performance Monitoring and Reporting (09:45 – 11:15) • Defining KPIs and service-level standards • Compliance verification and audits • Managing service failure and penalties
- Module 3: Contract Management in the Operational Phase (11:30 – 01:00) • Mid-contract reviews and renegotiations • Ensuring sustainability and public interest safeguards • End-of-term transitions
- Module 4: Workshop – PPP Oversight Simulation (02:00 – 03:30) • Scenario-based PPP performance management • Group discussion and action recommendations

Day 5: Stakeholder Engagement and Strategic Impact

- Module 1: Managing Stakeholders and Communication (07:30 – 09:30) • Public consultation and civil society engagement • Media strategies and transparency tools • Managing expectations across stakeholders
- Module 2: PPP Success Factors and Pitfalls (09:45 – 11:15) • Global and regional case reviews • Lessons from failed PPPs • Institutional capacity development
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- Module 3: Developing a PPP Roadmap (11:30 – 01:00) • Customizing PPP frameworks to local context • Aligning with infrastructure and budget priorities • PPP strategy planning
- Module 4: Final Review and Certification (02:00 – 03:30) • Personal action plans and institutional application • Course summary and Q&A • Certification and closing remarks

Certification

Participants will receive a Certificate of Completion in Development and Management of PPP Projects, confirming their readiness to develop, evaluate, and manage PPP initiatives that deliver long-term infrastructure value and public benefit.

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