MAWA EVENTS

Address: No. 857, Block A2. Leisure Commerce Square - No 9., 46150 Petaling Jaya, Selangor, Malaysia

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NEGOTIATING & MANAGING PPP CONTRACTS

""Structuring, Negotiating, and Administering Public-Private Partnership Agreements for Infrastructure Success""

Schedule

Date	Venue	Fees (Face-to-Face)
04 – 05 Mar 2026	Kuala Lumpur, Malaysia	USD 1995 per delegate
13 – 14 Apr 2026	Doha, Qatar	USD 1995 per delegate

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

Introduction

Public-Private Partnerships (PPPs) are a critical tool for mobilizing private sector expertise and financing in public infrastructure and service delivery. However, PPP contracts are inherently complex, long-term, and involve significant risk-sharing. Poorly negotiated or managed contracts can result in costly disputes, delays, or project failure.

This intensive 2-day training course provides procurement, legal, and project professionals with essential knowledge and practical skills to structure, negotiate, and manage PPP contracts effectively. It covers legal frameworks, financial implications, risk allocation, performance monitoring, and lifecycle administration of PPP agreements.

Objectives

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

- Understand the legal and financial structure of PPP agreements
- Negotiate fair and balanced terms with private partners
- Allocate risks effectively between public and private entities
- Monitor contract performance and enforce service standards
- Handle contract modifications, disputes, and lifecycle adjustments

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Why Attend

- Strengthen your PPP contract negotiation and oversight skills
- Learn risk allocation strategies to safeguard public interests
- Improve PPP performance monitoring and enforcement capability
- Avoid common pitfalls that lead to PPP failures
- Gain templates and tools applicable to infrastructure PPPs across sectors

Target Audience

This program is designed for:

- Public sector officials involved in PPP design and management
- Legal advisors and contract negotiators
- PPP unit staff in ministries or public agencies
- Infrastructure project managers and engineers
- Financial analysts and transaction advisors
- Donor-funded project consultants

Individual Benefits

Key competencies that will be developed include:

- Understanding of PPP frameworks and risk-sharing models
- Contract structuring and negotiation skills
- Knowledge of key financial and performance clauses in PPPs
- Techniques for monitoring compliance and managing disputes
- Legal and commercial acumen in long-term project contracts

Organizational Benefits

Upon completing the training course, participants will demonstrate:

- Improved PPP deal structuring and contract execution
- Stronger negotiation capacity to secure favorable terms
- Reduced exposure to fiscal and operational risks
- Enhanced accountability, transparency, and public value from PPPs
- Better lifecycle management of infrastructure concessions

Instructional Methodology

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

- Strategy Briefings – Key legal, commercial, and policy aspects of PPPs
- Case Studies – Successful and failed PPP project analyses
- Workshops – Simulated PPP negotiation and risk allocation exercises
- Peer Exchange – Group discussion on PPP management challenges
- Tools – Templates for PPP risk matrices, contract terms, and performance KPIs

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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: Structuring and Negotiating PPP Contracts

- Module 1: PPP Overview and Legal Frameworks (07:30 – 09:30) • Types of PPP models: BOT, BOOT, DBFOM, etc. • Enabling laws, policies, and institutional roles • Procurement processes and contractual structures
- Module 2: Risk Allocation and Financial Terms (09:45 – 11:15) • Identifying key project risks (demand, construction, O&M, political) • Risk allocation strategies and financial modeling basics • Structuring payment mechanisms (availability, usage, hybrid)
- Module 3: Negotiating PPP Agreements (11:30 – 01:00) • Stages of negotiation: term sheets to final agreement • Key clauses: performance, penalties, revenue sharing, force majeure • Negotiation dynamics and stakeholder interests
- Module 4: Workshop – Negotiating a PPP Term Sheet (02:00 – 03:30) • Simulated negotiation of a transport or utility PPP • Group presentation and review

Day 2: Performance Management and Lifecycle Oversight

- Module 5: Contract Administration and Monitoring (07:30 – 09:30) • Setting and enforcing service levels and KPIs • Monitoring tools and contractor reporting • Compliance audits and operational reviews
- Module 6: Dispute Management and Contract Variations (09:45 – 11:15) • Managing performance failures and remedies • Handling contract renegotiations and extensions • Dispute resolution mechanisms: DRBs, arbitration, courts
- Module 7: PPP Contract Closeout and Lessons Learned (11:30 – 01:00) • Termination, asset transfer, and handback conditions • Contract completion and documentation • Institutionalizing lessons for future PPP cycles
- Module 8: Final Q&A and Certification Review (02:00 – 03:30) • Course recap, participant action plans • Peer insights and certificate issuance

Certification

Participants will receive a Certificate of Completion in Negotiating & Managing PPP Contracts, validating their competence in structuring, negotiating, and overseeing complex Public-Private Partnership agreements.

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**

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