



Training on Overview of Public-Private Partnership (PPP) in Infrastructure

*f*or understanding issues in releasing infrastructure projects to private sector.....

Private Sector Participation (PSP) in infrastructure projects has become essential for government, because:

- PSP improves service delivery
- attracts investments
- reduces costs and
- increases accountability.

Meeting challenges in releasing private infrastructure projects needs skilled managers. The knowledge of how to effectively release PSP projects in infrastructure is valuable for both public and private sector professionals.

The training is primarily targeted to government officials and private investors. The course contains six sessions to be completed in two days.

Venue and Date

**3rd Floor, IDB Bhaban
Sher-e-Bangla Nagar, Dhaka**

**9:15 A.M-5:00 P.M
16-17 January 2007**

Our resource persons are distinguished practitioners with expertise in PSP Projects in:

- policy and regulation
- project development
- legal
- finance
- procurement
- power and
- telecommunication.

*W*hat you can learn from this training

- techniques to identify and design viable PSP Projects.
- documentation and techniques in inviting private sector in infrastructure projects
- proposal evaluation and contract award.
- drafting model contracts
- monitoring performance of your contracts and reporting requirements.
- strategies for negotiation
- risk identification, mitigation and allocation among parties
- regulation to promote efficiency, cost-recovery and sustainability.
- principles of financial and commercial aspects of a private infrastructure project.
- developing government policies for infrastructure for the poor which improves access to services and balances equity and affordability.

Organized by



**Board of Investment (BOI)
The Secretariate of Private Infrastructure
Committee (PICOM)**
Jiban Bima Tower (19th Floor) 10
Dilkusha C/A, Dhaka 1000
Phone: 9559378, 9561430
Fax: 9562312
E-mail: ecboi@bdmail.net

*W*ho should attend

- Government officials from relevant line ministries and executing agencies
- Representatives from private sector group
- Representatives from local and foreign chambers of commerce
- Professionals from the Commercial and Bangladesh Bank
- Professionals from non-bank financial institutions
- Donor agency officials
- Representatives from national educational institutions
- Representatives from PICOM, BOI, IIFC

Facilitated by



**Infrastructure Investment Facilitation Center
The Technical Advisor of PICOM**

IDB Bhaban 6th Floor, Agargaon,
Sher-e-Bangla Nagar
Dhaka 1207, Bangladesh
Phone: 8124270, 913 3455, 913 3577
Fax: 812 4266
E-mail: iifc@agni.com

**Session 1:
Role of Board of Investment (BOI) as
Secretariat of the Private
Infrastructure Committee (PICOM)**



- Formation of the PICOM and role of BOI as Secretariat of PICOM
- Objectives and Functions of PICOM
- Organisation of PICOM
- Working procedures of PICOM

**Session 2:
Private Sector Infrastructure
Guidelines**



- Private Sector Infrastructure Guidelines (PSIG) and its importance in PSP in infrastructure development
- Development of Private Infrastructure Projects
- Institutional Framework
- Commercial Considerations in Private Infrastructure Projects
- Tender and Award Process

**Session 3:
Types of PPP Contracts**



- Definitions of different type of contracts
- Rights and responsibilities among parties in different contracts
- Investments required in different PPP contracts
- Contracts for investment
- Contracts for service

**Session 4:
Negotiating and Finalizing Contracts**



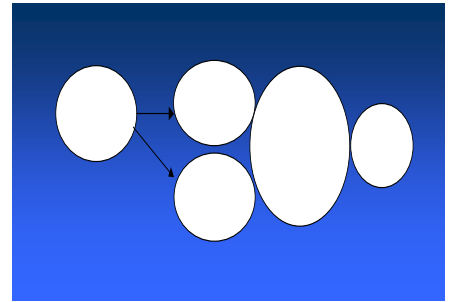
- Creating a strategic plan for negotiation: responsibilities, timing and milestones
- Negotiating strategies: price, terms and trade-off issues
- Strategies for negotiating technical and cost elements
- Negotiating effective monitoring and dispute resolutions mechanisms in the final contract

**Session 5:
Fundamentals of Financing
Infrastructure Projects**



- Understanding the principles of project finance
- Sources and structuring of financing
- Importance of project finance
- Instruments used in project financing
- Lenders' requirements and enforcing security system

**Session 6:
Fundamentals of Regulations**



- Costs and benefits of regulation in a transitional economy
- Applying regulation as a substitute for competition and regulation by contracts
- Understanding legal, financial, technical and consumer affairs reporting requirements
- Fundamentals of financial and technical sustainability for public and private utilities
- Issuing licenses: contract compliance and enforcement
- Balancing cost recovery with affordability considerations
- Involving stakeholders in tariff setting process
- Developing government policy statements that addresses the infrastructure needs of the poor

**Session 7:
Risk Identification, Mitigation and
Allocation Programming**



- Techniques to identify risks in PSP projects
- Understanding demand, financial, technical, economic and political risks and implications for project feasibility
- Analysis of risks and applicable allocation strategies to the most suitable parties
- Developing security packages (legal agreements) to mitigate project risks
- Use of financial models to determine cost recovery and the level of tariff
- The role of insurance risk mitigation