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PUBLIC PRIVATE PARTNERSHIPS (PPP)

# PPP PFI, Economics, Contracts and Private Sector Finance training course

| DURATION | LANGUAGE | FORMAT |
|---|---|---|
| **5 days** | **English** | **Classroom / Online** |

## Upcoming dates

| Dates | Venue | Format | Fee |
|---|---|---|---|
| 15 – 19 Mar 2027 | Live online | Online (live) | **€1,200** |
| 26 – 30 Apr 2027 | Amman | Classroom | **€4,800** |
| 27 Sep – 1 Oct 2027 | Live online | Online (live) | **€1,200** |

### Register or ask a question

Online: x8ti.com/course/ppp-pfi-economics-contracts-and-private-sector-finan…
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# PPP PFI, Economics, Contracts and Private Sector Finance training course

## Introduction

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Private Finance Initiatives (PFIs) are methods of providing funds for major capital investments. In such arrangements, private sector organizations are contracted to design, build, finance, manage and operate (in part or whole) public projects, mainly infrastructure projects of roads, highways, hospitals, schools, etc.

Under Private Finance Initiatives, the private sector company handles costs, with its services leased to the public sector; the public sector, in turn, pays the private sector organization annually. In PFIs, instead of receiving direct benefits of funding, private sector companies earn through long-term investment and returns from the project.

PFIs are intended to increase project efficiency and ensure timely completion and to share risks. Financial advisors, such as investment banks, manage the bidding, negotiation and financing processes for these initiatives. Such initiatives are carried forth with the aim of sustenance because termination procedures for such agreements are complex.

PFIs help governments respond to the requirement of greater capital investment in public infrastructure. They have enhanced forms of government contracting or outsourcing, which could yield greater efficiency and value for money. The consortium in such arrangements is guaranteed full return of costs and interests, as well as return on investments.

The returns could be all or a percentage of the revenue collected for the service. On the other hand, the government may pay a periodic fee for the services. While such arrangements have many advantages, especially those related to service quality and efficiency to citizens, there are a few significant drawbacks. One of these is the increased burden on taxpayers for interests and associated payments.

Payments to the private sector could sometimes include not only construction costs but also maintenance costs post-construction, thus increasing overall costs incurred by taxpayers. Nevertheless, given the advantages of Private Finance Initiatives to the success of public sector projects and the related cost implications that need to be looked into keenly, it is very essential for public as well as private sector employees to understand private finance initiatives thoroughly so as to make the best of such initiatives and address and mitigate the cost-related risks.

This Xcelerate Training Institute course will empower you with a thorough and in-depth understanding of Private Finance Initiatives and their related benefits to the successful completion of public sector projects. The modules of this course cover various aspects of PFIs, which will not only help you understand the advantages of PFIs but also prepare you to minimize challenges and effectively manage these to ensure timely and good-quality public sector project completion.

Learning Objectives

- In-depth understanding of PFIs, related principles, techniques, strategies, advantages, challenges, etc.
- Knowledge of tools and techniques to make the best use of PFIs and effectively manage related risks
- The required understanding of when to use or opt for PFIs for public sector projects
- Adequate awareness as well as skill to mitigate, or at least reduce, increase in taxpayer costs because of PFIs
- The required confidence, skill and capability to drive PFIs or proposals for PFIs in the organization
- The required experience, knowledge and skill to influence or be part of the consortium responsible for managing the terms and conditions of contracts and agreements for such associations
- A sense of pride and satisfaction from playing a pivotal role in the increase in customer satisfaction through on-time project completion with high quality

Training Methodology

Xcelerate Training Institute Solutions customizes each of its courses to suit the training audience and their professional backgrounds. Classroom sessions with presentations, as well as group discussions, troubleshooting for questions, group activities, projects, etc.

ensure two-way participation in the course. Trainees are also encouraged to share their experiences related to PFIs, and issues, concerns and best practices are discussed in detail by the trainer.

Benefits For Your Organization

- A workforce that is more skilled and equipped to handle and make decisions with regard to PFIs
- Better initiation and management of PFIs
- More appropriate decision making with regard to the type of public sector projects that should make use of options like PFIs
- Better management of public services and projects because of advanced technology, skill and resource utilization from the private sector through the knowledge gained from the course
- Better risk management because of a balanced understanding of possible risks and liabilities and their appropriate sharing among partners
- Reduced costs because of long-term funding through effective use of PFIs
- Timely completion of public sector projects with good quality
- Increased customer satisfaction because of better services and timely completion of critical public sector projects

Benefits For You

- Better understanding, awareness and knowledge of PFIs and the related principles and theories
- Enhanced skill and capabilities to play a pivotal role in PFIs and related negotiations and dialogue
- Greater opportunities and platforms to demonstrate potential and talent to perform more challenging and critical roles and responsibilities in one’s organization
- Better decision-making skills with regard to projects that need financing instruments like PFIs
- Increased exposure and experience across both sectors, thus expanding one’s scope for career growth and development
- Extreme satisfaction from fostering greater customer satisfaction by facilitating necessary financing

instruments for critical public sector projects to be completed on time and with good quality

Target Audience

- Members of the top management of public and private sector organizations responsible for making decisions with regard to financing options for public sector projects
- Financers and other banking officials involved if such initiatives are opted for project completion
- Contract managers who play important roles in developing, negotiating and managing PFI contracts
- Tax authorities to manage or monitor costs and taxes incurred by taxpayers as a result of PFI's
- Legal authorities and compliance experts to ensure that all contracts and agreements are abiding the law and compliant with expected universal standards
- Any other private or public sector professional who are part of agreements related to PFIs or who would like to play roles in PFI associations

Course Outline

Parties Involved in Private Finance Initiatives (Private Finance Initiatives)

- Awarding authority
- Special purpose vehicle
- Third-party funders

Steps in Private Finance Initiatives

- Establishment and definition of service need
- Assessment of PFI applicability
- Tendering and negotiation process
- Contract negotiation with preferred bidder
- Construction by private consortium
- Private supply of public service

Key Principles of Private Finance Initiatives

- Purchase of services not assets
- Value-for-money to public sector
- Project risk management between the private and public sectors
- Utilization of private sector expertise and know-how
- Incorporation of whole life costing in infrastructure projects

Key Drivers of Value-For-Money in Private Finance Initiatives

- Risk transfer from public to private sector
- Long-term nature of contracts
- Output-based service specifications
- Reduced costs of capital and services (competitive bidding)
- Performance assessment for private sector accountability towards results
- Increased operational efficiencies and skill

Advantages of Private Finance Initiatives

- Long-term relationship

- Public saving
- Private profit
- Better management skill
- Long-term contract
- Risk transfer
- Less construction times
- Delivery against budget
- Innovation approach

Disadvantages of Private Finance Initiatives

- High transaction and service costs
- Distortion of priorities
- Time-consuming process
- Unbalanced risk allocation and ownership
- Lack of expertise
- Government influence

Types of Private Finance Initiatives Projects

- Free-standing projects
- Joint ventures
- Services sold to the public sector

Private Sector Financing Sources

- Debt Financing
- Equity financing
- Merchant bankers
- International trade financing organizations
- Specialized financial institutions
- Insurance companies
- Commercial mortgage
- Lenders

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# Registration Form

## PPP PFI, Economics, Contracts and Private Sector Finance training course

Preferred dates: ..... Venue or online: .....

Duration: 5 days Language: .....

Please complete and email this form to us, or register online. We confirm your place and send the invoice within one working day.

### Delegate information

Full name (Mr / Ms / Dr / Eng): .....

Position: ..... Telephone / mobile: .....

Official email: ..... Personal email: .....

### Company information

Company name: .....

Address: .....

City / country: ..... VAT / tax number: .....

### Person responsible for training & development

Full name (Mr / Ms / Dr / Eng): .....

Position: ..... Telephone / mobile: .....

Email: .....

### Payment

☐ Please invoice me ☐ Please invoice my company

Signature: ..... Date: .....

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