XCELERATE TRAINING INSTITUTE

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PROCUREMENT, LOGISTICS AND SUPPLY CHAIN MANAGEMENT

PPP Procurement and Tender Evaluation Training Course

Running Competitive, Transparent and Bankable PPP Tenders

DURATION	LANGUAGE	FORMAT	COURSE CODE
5 days	**English or Arabic**	**Classroom / Online**	**PPP-102**

Upcoming dates

Dates	Venue	Format	Fee
11 – 15 Jan 2027	London	Classroom	**€4,800**
1 – 5 Mar 2027	Live online	Online (live)	**€1,200**
19 – 23 Apr 2027	Manama	Classroom	**€3,800**
26 – 30 Jul 2027	Paris	Classroom	**€4,800**
13 – 17 Sep 2027	Live online	Online (live)	**€1,200**
4 – 8 Oct 2027	Singapore	Classroom	**€5,500**

Register or ask a question

Online: x8ti.com/course/ppp-procurement-and-tender-evaluation-training-course/

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PPP Procurement and Tender Evaluation Training Course

Introduction

PPP procurement is more complex than ordinary public tenders. It involves market sounding, prequalification, dialogue with bidders, complex technical and financial proposals, and negotiations that shape a contract lasting 20 years or more.

This course explains how to run PPP procurement from market sounding to financial close, including prequalification, request for proposals, evaluation methods, preferred bidder negotiations and probity.

Learning Objectives

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

- Plan PPP procurement processes
- Conduct market sounding and investor engagement
- Design prequalification and RFP documents
- Evaluate technical and financial proposals
- Negotiate with preferred bidders
- Ensure transparency and probity throughout

Training Methodology

This course combines short expert presentations with practical exercises, case studies from the Gulf and international organisations, group discussions and work with real templates and tools. Participants are encouraged to bring examples from their own work so that the learning can be applied immediately.

Participants evaluate sample PPP bids and conduct a simulated preferred bidder negotiation.

Benefits for Your Organisation

- Competitive tenders with strong bidders
- Transparent, defensible award decisions
- Shorter time to financial close
- Better contract terms

Benefits for You

- Practical PPP procurement skills
- Evaluation methodologies
- Negotiation experience
- Understanding of investor expectations

Who Should Attend

This course is designed for:

- PPP unit and procurement officials

- Infrastructure project directors
- Transaction advisers
- Legal and financial advisers
- Bidders and private sector developers

Course Outline

Day 1: PPP Procurement Overview

- Procurement methods for PPPs
- Legal frameworks
- Procurement planning and timelines
- Market sounding
- Unsolicited proposals

Day 2: Tender Documents

- Prequalification criteria
- Request for proposals structure
- Output specifications
- Draft PPP agreement
- Bid security and conditions

Day 3: Bidder Engagement

- Bidder conferences and clarifications
- Competitive dialogue
- Data rooms
- Managing bidder questions
- Probity rules

Day 4: Evaluation

- Evaluation methodologies
- Technical evaluation
- Financial model review
- Pass/fail and scoring criteria
- Evaluation reports

Day 5: Award and Financial Close

- Preferred bidder negotiations
- Contract finalisation
- Financial close conditions
- Debriefing unsuccessful bidders
- Case study

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Registration Form

PPP Procurement and Tender Evaluation 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

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Register online
Open the course page