



IM019: Public-Private Partnerships (PPPs) in Water and Power Investments

Training Description:

This comprehensive training course is designed to equip professionals with the knowledge and tools necessary to understand, structure, and manage Public-Private Partnership (PPP) projects in the water and power sectors. Participants will explore the legal, financial, and operational frameworks of PPPs, with special emphasis on investment strategies, risk allocation, regulatory compliance, and performance-based contracting. Real-world case studies and interactive exercises will enhance practical understanding.

Training Objectives:

By the end of the training, participants will be able to:

- ✓ Understand the fundamentals and rationale of PPPs in water and power infrastructure
- ✓ Identify and assess different PPP models (e.g., BOT, BOOT, DBFO)
- ✓ Structure PPP projects with clear financial, legal, and regulatory frameworks
- ✓ Analyze project risks and develop appropriate risk mitigation strategies
- ✓ Design bankable and sustainable PPP contracts
- ✓ Evaluate performance and monitor project outcomes
- ✓ Apply lessons from successful (and failed) global PPP projects

Training Designed for:

This training course is intended for Government and utility officials in water and power sectors, Private sector investors, financiers, and infrastructure developers, Legal and financial advisors, PPP unit staff and public policy makers, Engineers and project managers involved in infrastructure delivery and Donor agency representatives and consultant.

Training Requirement:

“Hand’s on practical sessions, equipment and software will be applied during the course if required and as per the client’s request.”

Contents can be adapted to your specific wishes. It is therefore possible to focus on specific modules of the training course as per client’s learning needs and objectives. Further, it should be forwarded to us a month prior to the course dates.

Training Program:

DAY ONE:

- ❖ **Introduction to PPPs in Water & Power Infrastructure**
 - Overview of infrastructure challenges in water and power
 - What is a PPP? Definitions, types, and models
 - Why PPPs for water and power? Global trends and drivers
 - PPP lifecycle: Identification, structuring, procurement, implementation
 - Stakeholder roles and interests
 - Case studies: Successful PPP projects in utilities
- ❖ **Exercises:**
 - Discussion: PPP suitability analysis for local utility projects
 - Interactive quiz on PPP models

DAY TWO:

❖ Legal & Institutional Frameworks for PPPs

- Legal foundations of PPPs: Key elements of enabling legislation
- Regulatory frameworks in water and power sectors
- Institutional arrangements and the role of PPP units
- Role of multilateral development banks (MDBs)
- Procurement processes and transparency
- Environmental and social safeguards

❖ Exercises:

- Role-play: Government vs. private developer in PPP negotiations
- Sample PPP tender document review

DAY THREE:

❖ Financial Structuring and Risk Allocation

- Understanding project finance in PPPs
- Revenue models: Tariffs, user fees, subsidies, and viability gap funding
- Risk identification: Construction, operation, market, regulatory, political
- Risk allocation and mitigation strategies
- Financial modeling basics for PPP projects
- Role of guarantees and credit enhancement

❖ Exercises:

- Case study: Risk allocation matrix for a desalination PPP project
- Breakout session: Drafting risk sharing agreements

DAY FOUR:

❖ Project Structuring and Contract Design

- Choosing the right PPP model (e.g., BOT, BOO, Lease, Concession)
- Key clauses in PPP contracts: Payment mechanisms, KPIs, penalties
- Performance-based contracting
- Dispute resolution and contract renegotiation
- Contract termination, step-in rights, and force majeure
- Design-Build-Finance-Operate (DBFO) case examples

❖ Exercises:

- Sample contract review exercise
- Design your own PPP contract (team challenge)

DAY FIVE:

❖ PPP Project Evaluation and Case Studies

- Monitoring and evaluation of PPP projects
- KPIs for utility performance and service delivery
- Lessons from failed PPPs: What went wrong?
- Tools for PPP project appraisal: VFM, fiscal impact analysis
- Regional and global case studies (Africa, MENA, Asia, Latin America)
- Future of PPPs in sustainable and resilient infrastructure

❖ Exercises:

- Presentation: PPP project analysis based on a real case

❖ Course Conclusion

❖ POST-ASSESSMENT and EVALUATION

Training Methodology:

This interactive training course includes the following training methodologies as a percentage of the total tuition hours:

- 30% Lectures, Concepts, Role Play
- 70% Workshops & Work Presentations, Techniques, Based on Case Studies & Practical Exercises, Gamification, Software & General Discussions
- Pre and Post Test

Training Certificate(s):

CMCT Internationally recognized certificate(s) will be issued to each participant who completed the course.

Training Fees:

TBA As per the course schedule - This rate includes participant's manual, hand-outs, buffet lunch, coffee/tea on arrival, morning & afternoon of each day.

Group and Corporate Discounts:

- We offer group and corporate discounts on many courses. These discounts are available for clients who want to maximize their return on investment.

Individual Discounts:

- We offer individual discounts on many courses for people who are self-sponsored and make their payment in full and upfront at the time of registration

Note: The 5% VAT (Value Added Tax), will be effective starting 01st of January 2018 as per the new regulation from the UAE Government. The VAT applies for all quotation both for local and abroad.

Training Timings:

Daily Timings:

07:45 - 08:00	Morning Coffee / Tea
08:00 - 10:00	First Session
10:00 - 10:20	Recess (Coffee/Tea/Snacks)
10:20 - 12:20	Second Session
12:20 - 13:00	Recess (Prayer Break & Lunch)
13:00 - 14:00	Last Session

For training registrations or in-house enquiries, please contact:

Aisha Relativo - Training & Career Development Manager

aisha@cmc-me.com / training@cmc-me.com

Tel.: +971 2 665 3945 or +971 2 643 6653 | Mob.: +971 52 2954615