



IM024: Public-Private Partnerships (PPP) in Water and Power Distribution

Training Description:

This five-day intensive training program provides participants with a comprehensive understanding of how Public-Private Partnerships (PPPs) can be structured, financed, and managed in the water and power distribution sectors. The training course blends policy insights, legal frameworks, risk allocation, financial structuring, and practical case studies to equip stakeholders with the skills to successfully design and execute PPP projects in these critical infrastructure areas.

Training Objectives:

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

- ✓ Understand the fundamentals and global trends of PPPs in utility distribution
- ✓ Identify key stakeholders, roles, and regulatory considerations in PPP projects
- ✓ Assess financial viability, risk allocation, and procurement methods
- ✓ Draft effective PPP agreements and evaluate legal structures
- ✓ Analyze real-world case studies in water and electricity distribution sectors

Training Designed for:

This training course is intended for Government officials & policy makers in water and power ministries, Private investors and utility companies, Project finance professionals and bankers, Engineers and technical advisors involved in distribution projects, Legal advisors and contract managers and Consultants and development partners (World Bank, ADB, etc.)

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 Utility Distribution**
 - Overview of Water and Power Distribution Systems
 - The Rationale for PPPs in Utility Distribution
 - Global Trends and Best Practices in PPPs
 - Types and Models of PPPs (e.g., BOOT, DBO, Concession, Affermage)
 - Stakeholders and Institutional Frameworks
 - Key Success Factors and Common Pitfalls
- ❖ **Exercises:**
 - Case discussion: Successful vs failed PPP projects in utility sectors

DAY TWO:

- ❖ **Legal, Regulatory & Institutional Framework**
 - Legal Environments for PPPs: Key Provisions and Reforms

- Regulatory Frameworks for Water and Power Sectors
- Role of Independent Regulators and Competition Law
- Public Sector Capacity: PPP Units and Inter-agency Coordination
- Tariff Regulation and Consumer Protection
- Community Engagement and Social License to Operate

❖ **Exercises:**

- Stakeholder mapping & legal gap assessment exercise

DAY THREE:

❖ **Financial Structuring and Risk Allocation**

- Cost Recovery, Revenue Models, and Viability Gap Funding
- Risk Identification and Allocation Mechanisms
- Financial Modeling and Bankability Considerations
- Blended Finance and Use of Guarantees
- Role of Multilateral Development Banks and DFIs
- Project Lifecycle Cost Analysis

❖ **Exercises:**

- PPP risk matrix creation and sample financial model walkthrough

DAY FOUR:

❖ **Procurement, Contracting & Project Implementation**

- PPP Procurement Procedures and Transparency Measures
- Prequalification and Bid Evaluation Criteria
- Key Contractual Provisions (Tariffs, Service Levels, Dispute Resolution)
- Monitoring, Performance-Based Incentives, and Contract Management
- Renegotiation and Termination Clauses
- Environmental and Social Safeguards in PPP Projects

❖ **Exercises:**

- Drafting key clauses in PPP contracts for a sample water/power distribution project

DAY FIVE:

❖ **Case Studies, Lessons Learned & Strategic Planning**

- Case Study: Water Distribution PPP – Manila Water / AquaSure / Kigali
- Case Study: Electricity Distribution PPP – Nigeria / Ghana / Uganda
- Institutional Lessons from Developed and Developing Countries
- Strategies for Improving PPP Frameworks in Participant Countries
- Interactive Session: Developing Your Own PPP Project Roadmap

❖ **Workshop:**

- Team presentations: Outline a PPP project plan for a hypothetical distribution project

❖ **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:

USD\$ TBA - This rate includes participant's manual, hand-outs, buffet lunch, coffee/tea on arrival, morning & afternoon of each day.

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.

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

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:

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