UNIX Trainers & Consultants
Head Office: Wema Twins Annex, Plot No. 181,
Boko-Bagamoyo Road, P.O. Box 33826, Dar es salaam.
Mob: +255-715-361-880/+255-754-361-880
Email: info@unixtrainers.com; training@unixtrainers.com
Website: www.unixtrainers.com

Planning and Implementation Strategies to Achieve Effective Management of Public-Private Partnership (PPP) Projects in the Public Sector

Course Overview

The **"African PPP Excellence: From Vision to Execution"** program is a 5-day intensive course designed to bridge the gap between policy intent and successful project delivery. Recognizing the complexity of PPPs in the African context—including regulatory hurdles, currency risks, and political shifts—this course provides a practical, step-by-step guide to the entire PPP lifecycle. It focuses on identifying viable projects, structuring bankable deals, and managing the long-term relationship between government and private partners to ensure "Value for Money" (VfM).

Program Objectives

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

- **Identify and Screen** potential PPP projects using robust feasibility and "Value for Money" (VfM) assessments.
- **Structure Bankable Deals** that balance risk allocation between the public and private sectors.
- **Navigate the Legal and Regulatory Frameworks** unique to African jurisdictions and international project finance.
- **Execute Transparent Procurement** processes specifically designed for complex PPP tenders.
- **Manage Long-Term Contracts** to ensure service delivery standards are met over the 20–30 year project life.

Course Coverage (Modules)

Day 1: PPP Foundations & Project Identification

- **The PPP Landscape in Africa:** Trends, successes, and lessons from failures (Energy, Transport, Water).
- **Project Selection:** Strategic alignment with National Development Plans and AU Agenda 2063.
- **The Feasibility Suite:** Technical, financial, legal, and environmental screening.

Day 2: Financial Structuring & Value for Money (VfM)

- **Understanding "Value for Money":** Qualitative and quantitative assessment vs. traditional public procurement.
- **Risk Allocation Matrix:** Identifying, quantifying, and mitigating risks (Construction, Demand, Political, and Currency).
- **Project Finance Basics:** SPVs (Special Purpose Vehicles), debt-to-equity ratios, and government guarantees.

Day 3: Legal Frameworks & Transaction Management

- **Enabling Environments:** Analyzing PPP Acts, Investment Laws, and Sector Regulations.
- **The Transaction Roadmap:** Hiring advisors, drafting the Request for Qualification (RFQ) and Request for Proposal (RFP).
- **Bankability:** What international lenders and the African Development Bank (AfDB) look for in a project.

Day 4: PPP Procurement & Negotiation

- **Competitive Dialogue:** Managing negotiations in complex tenders while maintaining transparency.
- **Directly Negotiated Deals vs. Competitive Bidding:** Managing Unsolicited Proposals (USPs) without creating fiscal "time bombs."
- **The Stakeholder Ecosystem:** Managing expectations of the public, civil society, and labor unions.

Day 5: Contract Management & Project Implementation

- **The PPP Contract:** Key clauses on Step-in Rights, Termination, and Force Majeure.
- **Performance Monitoring:** Establishing Key Performance Indicators (KPIs) and payment mechanisms (User-pays vs. Off-take).
- **Dispute Resolution:** Navigating mediation and international arbitration in long-term partnerships.

Target Participants

- **PPP Unit Directors** and Specialists from Ministries of Finance.
- **Investment Officers** from National Development Banks.
- **Legal and Technical Officers** from Sector Ministries (Energy, Health, Transport).
- **Public Works Engineers** and Project Managers.
- **Policy Analysts** involved in infrastructure and economic planning.

Expected Outputs

Participants will graduate with a **"PPP Project Toolkit"** containing:

- **A Preliminary Project Screening Report:** An assessment of a potential PPP project from their own institution.
- **A Draft Risk Matrix:** A customized identification of risks for a specific sector (e.g., a Toll Road or a Solar Farm).
- **A Transaction Timeline:** A phased 12–24 month roadmap for moving a project from concept to Financial Close.
- **A Contract Monitoring Framework:** A template for tracking private sector performance during the operational phase

---

©2026 UNIX Trainers and Consultants . All rights reserved.