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COURSE BROCHURE

Public Private Partnerships Training Course

8 – 12 November 2027
Madrid

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Registered in the United Kingdom and Saudi Arabia

Public Private Partnerships Training Course

Ref: 743_27907 **Date:** 8 – 12 November 2027 **Location:** Madrid **Fees:** 5600 GBP

Public Private Partnerships is a 1-week training course for public sector project leads, finance officers and private sector bidders who shape long-term infrastructure contracts, and each participant builds a PPP risk allocation matrix and business case outline. Governments and private investors increasingly share the financing, construction and operation of hospitals, roads, schools and utilities, so poorly structured deals now carry decades of consequences. Jupiter Prime Training treats Public Private Partnerships as a practitioner discipline.

Why Public Private Partnerships Matter Now

Three pressures shape partnership work today: public budgets are stretched while demand for new infrastructure keeps rising, institutional investors look for stable long-term assets, and citizens expect services that are available, maintained and fairly priced over the whole contract life. An authority that tests affordability honestly and transfers each risk to the party best able to control it secures reliable assets; one that rushes inherits renegotiations and hidden fiscal liabilities. The course rests on the project lifecycle, from screening and appraisal through tender, financial close and operation to hand-back.

Who Gains Most from Public Private Partnerships

- Leads who screen candidate projects and prepare them for market
- Finance officers who model affordability, payment streams and contingent liabilities
- Bid managers who price risk and assemble consortium proposals
- Contract managers who supervise operators against output specifications
- Advisers who support evaluation panels and negotiation teams

Joint teams from a contracting authority and its budget unit gain most when they attend together.

Public Private Partnerships Capabilities

Participants move from choosing a delivery model to defending a deal structure in front of approvers and bidders.

- Assess which contract model suits a given asset and service need — project screening boards
- Calculate a public sector comparator and value for money result — finance approvers
- Build a risk allocation matrix with mitigation owners — negotiation teams
- Design output specifications and a payment mechanism with deductions — operators and users
- Weigh bankability against affordability when setting tender terms — lenders and sponsors
- Apply key performance indicators to monitor operations and variations — contract managers

Key Public Private Partnerships Terms

- Value for Money — a test showing that partnership delivery gives better whole-life outcomes than conventional public procurement for the same service.
- Public Sector Comparator — a risk-adjusted cost estimate of delivering the project through traditional public funding, used as the benchmark for bids.
- Availability Payment — a periodic payment from the authority to the operator, reduced when the asset fails agreed performance standards.
- Special Purpose Vehicle — a project company created by private sponsors to hold the contract, raise finance and ring-fence project risks.
- Financial Close — the point at which all contract and financing agreements are signed and funds become available for construction.
- Contingent Liability — a possible future public obligation, such as a termination payment, that depends on uncertain events.

Public Private Partnerships Day by Day

Day 1: Partnership Models and Project Screening

- Spectrum of Contract Models — Choosing Between Design-Build, Concession and Availability Deals
- User-Pay Versus Government-Pay Structures — Who Carries Demand Risk
- Project Screening Criteria — Deciding Which Assets Suit Partnership Delivery
- Lifecycle Stages From Appraisal to Hand-Back — Sequencing Approvals
- Lessons From Hospital and Toll Road Projects — Avoiding Repeated Structuring Errors

Day 2: Appraisal and Value for Money

- Public Sector Comparator Construction — Setting a Credible Benchmark for Bids
- Whole-Life Costing and Discount Rates — Comparing Cash Flows Fairly
- Affordability Envelope — Fitting Payments Within Medium-Term Budgets
- Fiscal Treatment and Contingent Liabilities — Disclosing Long-Term Public Exposure
- Qualitative Value for Money Factors — Balancing Innovation, Quality and Competition

Day 3: Risk Allocation and Bankability

- Risk Identification Techniques — Listing Construction, Demand and Operating Risks
- Risk Allocation Principles — Assigning Each Risk to the Party Best Placed
- Special Purpose Vehicle and Lender Requirements — Testing Bankability of Terms
- Force Majeure, Change in Law and Termination — Setting Compensation Rules
- Pricing Retained Risk — Adjusting the Comparator for Transferred Exposure

Day 4: Procurement Stages and Contract Monitoring

- Market Sounding and Tender Design — Attracting Credible Consortia
- Output Specifications — Defining Services Instead of Inputs
- Bid Evaluation and Negotiation — Selecting the Preferred Bidder Transparently
- Payment Mechanism and Deductions — Linking Payment to Availability and Performance
- Contract Monitoring and Variations — Managing Operator Performance Over Decades

Day 5: Practising the PPP Risk Allocation Matrix and Business Case Outline

- Screening a Live Case — Applying Model Selection to a Water or School Project
- Comparator and Affordability Test — Checking Value for Money on the Case
- Negotiation Simulation — Defending Risk Positions Between Authority and Bidder
- Monitoring Framework Draft — Setting Indicators and Deduction Rules
- PPP Risk Allocation Matrix and Business Case Outline — Completing the Approval Pack

Applying Public Private Partnerships After the Course

- Run a risk allocation session on a pipeline project and record each risk owner, mitigation and pricing assumption.
- Rebuild the public sector comparator for an upcoming tender and present the value for money result to finance approvers.

Public Private Partnerships Questions FAQ

What are Public Private Partnerships and why do they matter now?

Public Private Partnerships are long-term contracts in which a private party finances, builds or operates a public asset and is paid against performance. They matter because budgets are tight while infrastructure needs keep growing.

Which roles gain most from Public Private Partnerships training?

Project leads, finance officers and private bidders gain most. Authority staff learn to appraise and tender projects; bidders learn how authorities test value for money and allocate risk.

How does Public Private Partnerships training differ from a general procurement course?

It focuses on decades-long contracts with private finance rather than routine purchasing. You work on comparators, risk transfer, bankability and payment mechanisms, which general procurement courses rarely cover in depth.

What do you bring back from Public Private Partnerships training?

You bring back a completed risk allocation matrix and a business case outline for a real or sample project, plus a method for comparing bids and monitoring the operator.

Public Private Partnerships: The Way Forward

The PPP risk allocation matrix and business case outline feed the first approval decision on whether a project proceeds to market. Finance officers use it to confirm affordability, project leads to draft tender terms and bidders to price their offers. After its first use, revisit the allocation of demand and change in law risks as market feedback arrives.