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The Essentials of... The Private Finance Initiative & Public Private Partnerships

This two-day seminar will provide a practical introduction to the various forms of PFI and PPP model; the planning, business case, approvals and procurement processes involved; the contract documentation and financial implications; and the ongoing contract management arrangements. The seminar will include case studies and practical examples to illustrate key points and there will be plenty of opportunities for questions and discussion. No previous knowledge of PFI and PPP will be assumed and the seminar will 'demystify' the jargon surrounding PFI and PPP. A detailed workbook accompanies the day. The seminar is designed primarily for those in the public sector who need to establish a good 'all round' understanding of PFI and PPP. In addition, the seminar will be of interest to voluntary sector organisations and private companies involved with PFI and PPP.

PROGRAMME (2 DAY)

Introduction

- What is PFI? What is PPP?
- The economic rationale
- Modern models of strategic procurement for public services - the partnership approach
- Public sector policy and procurement
- What schemes and services are suitable?

How are PFI and PPP schemes structured?

- Special Purpose Vehicle companies and sub-contractors
- The DBFO Model
- Contractual relationships

Developing PFI and PPP schemes

- Selecting schemes and packaging services
- Strategic context, objectives and the outline business case
- Economic appraisal techniques
- The procurement team
- Engaging external advisors
- Project management and governance
- Stakeholder and corporate support
- Internal approvals
- External approvals - Government Departments and the Treasury

The Procurement Process

- EU Directives and associated UK Regulations
- When is the competitive dialogue procedure applicable?
- Advantages and disadvantages
- Outline of the competitive dialogue process
- Procurement documentation

Engaging with the private sector

- Market consultation
- 'Selling your project'
- Getting the best out of 'dialogue'

Staffing Issues and TUPE

Contract Documentation

- Typical contract structure
- Treasury guidance and standard models
- Heads of terms
- The importance of risk allocation
- Output based specifications - the authority's requirements
- Contractor's proposals
- Payment mechanism
- Associated property documentation
- Change and continuous improvement

Pre-contract Processes

- The full business case
- Vires and Contracts Act signature requirements
- Accounting and audit implications
- External approvals
- Can you proceed without government approval?
- Due diligence
- Maintaining stakeholder support
- Contract lead-in arrangements
- Service continuity

Managing the Contract

- The components of contract management
- Relationship management
- The initial stages of long term contracts
- The operational facilities management phase
- When things go wrong

2010-Date to be confirmed London

**Park Inn Hotel
Southampton Row
London WC1**

Nearest Underground Station
Holborn - Piccadilly and Central Lines

0945 Registration (Day 1)
Both Days 1000 Start
Both Days 1630 Close

Fee per delegate
£500.00 plus £87.50 VAT Total £587.50

**FAX BOOKING LINE
0113 298 2088**

**e-mail
mail@publicsecta.com**

This seminar can also be run In-House for £2,995 plus VAT, 'ALL IN', anywhere on mainland UK. Maximum 15 delegates from the organisation booking the in-house seminar. Please contact ETC to discuss possible dates.

www.publicsecta.com

ETC is one of the leading providers of short course training to the public sector in the UK, Ireland and Europe, with a fifteen year plus track record of delivering practical, detailed and focused training that will help you to 'do your job better'

Presented by: Penny Badcoe, CPFA, Associate Consultant, ETC

Penny is a regular, popular and well respected presenter for ETC. She is a CIPFA accountant with thirty years' experience of working for and advising the public sector. Penny now specialises in advising and training public sector organisations on change management and service restructuring, business cases, efficiency, value for money, benchmarking, partnership procurement and the Private Finance Initiative. She is the general editor of the Sweet and Maxwell loose-leaf publication on Public Private Partnerships and the PFI. The seminar will be 'interactive' with plenty of opportunities for questions and discussion. A detailed workbook accompanies the seminar.



ETC, PO Box 999, Leeds LS16 0AA Telephone 0113 230 6170

BOOKING FORM

Essential PFI and PPP

2010-Date to be confirmed - London

ORGANISATION _____

① First Name _____ Surname _____

ADDRESS _____

Job Title _____

② First Name _____ Surname _____

_____ POSTCODE _____

Job Title _____

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