

PFI & PPP...Managing the Contract

LONDON - 2010 - DATE TO BE CONFIRMED

NB This seminar will *only be held in London*, no out of London venues SORRY!

PROGRAMME (1 DAY)

Introduction

- The history of partnering & types of PPP
- Characteristics of partnership contracts
- The implications for contract management
- Available guidance & advice

Contract management - what does it involve?

- Basic components - all contracts
- Long term PPP & PFI contract - what else is required?
- The role of the contract documentation
- Managing the relationship
- Case Study - client structures

Contract management in the initial stages of long term contracts

- Liaison in the lead in period
- Case Study - contract management in the build phase
- The construction/investment phases
- Case Study - developing the contract management arrangements

Managing PPP & PFI contracts in the facilities management phase

- Managing the outputs - delivery & performance
- Case Study - KPIs & the payment mechanism
- Managing change & securing continuous improvement
- Case Study - the impact of significant policy change
- What about the outcomes?

When things go wrong

- What does the contract say?
- Relief events & compensation events
- Strategies for dealing with problems
- Dispute resolution processes
- Step-in rights & contract continuity
- Case Study - addressing performance failures
- The implications of early termination
- Planning the exit strategy
- Checklist for contract termination

This popular seminar has been designed to provide an overview of the requirements for managing long-term PPP and PFI contracts, including the investment, construction and mobilisation phases, performance management, dealing with change, and managing the relationship at operational, senior and board/political levels. The seminar is presented primarily from the viewpoint of the public sector client and will be of interest to all those responsible for managing PPP and PFI contracts. No previous experience will be assumed. It will also be useful for those working within private sector partner companies and consortia. The seminar will be interactive, includes examples and case studies and allows for plenty of opportunities for questions and discussion.

Presented by: Penny Badcoe, CPFA & Associate Consultant, ETC
Penny is general editor of Sweet and Maxwell's loose leaf publication on 'Public Private Partnerships and PFI' and a member of the editorial board of 'Public Procurement Law Review'. Her background includes senior finance and management positions in the public sector, as well as several years as a public sector management consultant for a major consultancy practice. Penny is a regular and popular presenter on ETC's Public Sector Seminar Programme delivering a range of programmes; including 'An introduction to PFI/PPP', 'Developing the Business Case & Option Appraisal' and 'Procuring Consultants and Advisers'.

0945 Registration, 1000 Start, 1630 Close, Lunch is included

Venue - Park Inn Hotel, Southampton Row, London WC1
Nearest Underground Station - Holborn -
Piccadilly and Central Lines

Fee per delegate - £270.00 plus £47.25 VAT Total £317.25

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e-mail mail@publicsecta.com

This seminar can also be run In-House for £1,495 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.



ETC, PO Box 999, Leeds LS16 0AA Telephone 0113 230 6170 Fax Booking Line 0113 298 2088

BOOKING FORM

PFI & PPP...Managing the Contract

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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