

# Performance-Based Contracts

*Professional, comprehensive training*

**London, England UK  
March 6-12, 2016**



## ABOUT THE IRF

The International Road Federation, established in Washington, D.C. in 1948, is a non-governmental, not-for-profit organization with the mission to encourage and promote development and maintenance of better, safer and more sustainable roads and road networks worldwide. Working together with its members and partners, the IRF promotes the social and economic benefits that flow from well-planned and environmentally-sound road transport networks; it helps put in place technological solutions and management practices that provide maximum economic and social returns from national road investments.

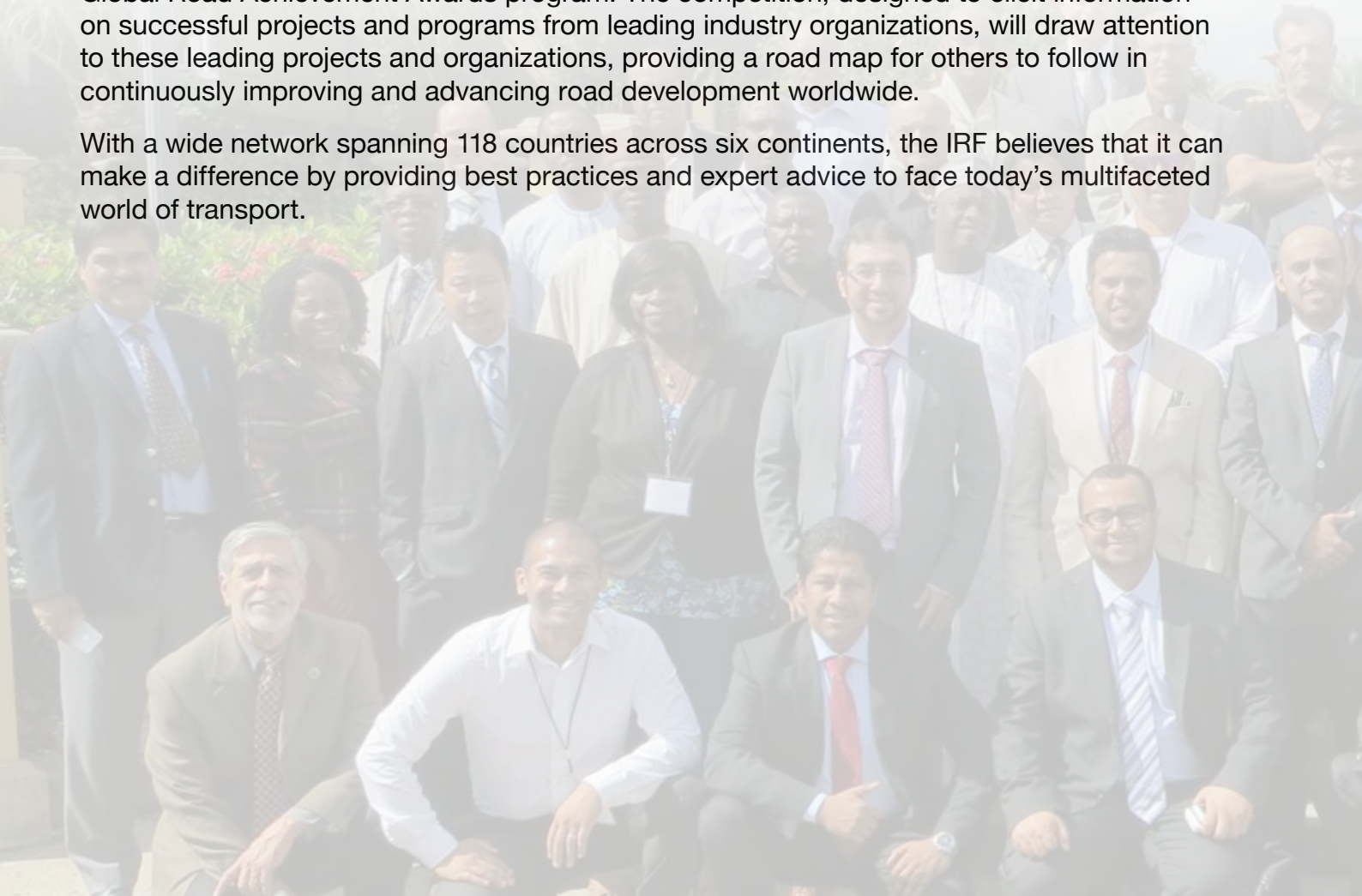
The IRF has a major role to play in all aspects of road policy and development worldwide:

- For governments and financial institutions, the IRF provides a wide base of expertise for planning road development strategy and policy.
- For its members, the IRF is a business network, a link to external institutions and agencies, such as the United Nations and the European Union, and a platform to communicate with and access government officials and decision makers.
- For the community of road professionals, including national road associations, advocacy groups, companies and institutions dedicated to the development of road infrastructure, the IRF provides support and knowledge.

Through the International Road Educational Foundation, the IRF awards grants to graduate engineers and other transportation professionals from around the world in support of full-time academic training. With this, the IRF actively supports future generations of industry leaders.

The International Road Federation also takes pride in honoring and recognizing road-industry projects demonstrating excellence and innovation in road development worldwide, via the Global Road Achievement Awards program. The competition, designed to elicit information on successful projects and programs from leading industry organizations, will draw attention to these leading projects and organizations, providing a road map for others to follow in continuously improving and advancing road development worldwide.

With a wide network spanning 118 countries across six continents, the IRF believes that it can make a difference by providing best practices and expert advice to face today's multifaceted world of transport.





## DELIVERING OUTCOMES THROUGH PERFORMANCE-BASED CONTRACTS

The International Road Federation is pleased to announce its Executive Seminar on Performance-Based Contracts will be held March 6–12, 2016 in London, England.

International experts representing the fields of contract management, financing and sustainable transport policy development have been scheduled to present best practices and case studies in performance-based contracting. The program will include a five-day program of presentations and discussions about performance-based contracts. Participants will engage in working groups with experts who are actively involved in maintenance contracting and asset management to discuss the application of best practices under different country conditions.

All engineers and managers who are involved in highway maintenance and operation will benefit from this experience. Agencies that are seeking more effective mechanisms for privatizing maintenance programs will profit by sending key staff to learn from the experience of counterparts in the public and private sectors and from international financing institutions.

The IRF's Executive Seminars are specifically developed to meet the needs of today's highway managers. Whether you are a representative of a highway agency, a member of a financing institution, consultant or contractor, IRF seminars will give you the necessary tools to make improvements in your organization. Our mission is facilitate road progress whenever and wherever we can by organizing constructive events, furnishing needed information and assisting with the training and transfer of best practices and technologies around the world.

As part of a global effort to foster awareness of the importance of Sustainable Infrastructure Development, international lending organizations and donor agencies such as the World Bank currently provide loans and technical assistance to support the development and implementation of programs that assist highway agencies and strengthen local commerce and industry.

### TARGET AUDIENCE

Road & Transport Agencies Executives

Engineers and Managers involved in Highway Maintenance

Private Consultants & Contractors

Service Providers

### HOTEL INFORMATION

**Radisson Edwardian Vanderbilt | South Kensington, London**

<http://www.radissonblu-edwardian.com/irf-london-training>

**Use hotel code: 0306IRF**

## DAY 0 SUNDAY, MARCH 6

HOTEL CHECK-IN STARTING AT 14:00

## DAY 1 MONDAY, MARCH 7 PBC PRINCIPLES &amp; LESSONS FROM INT'L EXPERIENCE

7:00	Registration
9:00	<b>Opening Session</b> Robert Fergerstrom, IRF
10:00	<b>A Conceptual Framework for Performance-Based Contracts</b> Asif Faiz, Advisor, ADB & World Bank
11:00	Break
11:20	<b>Principles and Lessons for Addressing Asset Management Challenges</b> Robert Fergerstrom, IRF
12:00	Lunch
14:00	<b>International Overview I: The EBRD Experience with Public Service Contracts</b> Matthew Jordan-Tank, EBRD
15:00	<b>International Overview II: OECD Country Experience</b> Anil Bhandari, AB International Enterprises LLC
16:00	Break
16:20 – 17:30	<b>Evolution of Maintenance Rating Programs: The Virginia Department of Transportation Experience</b> Adrian Burde, Leidos

## DAY 2 TUESDAY, MARCH 8

PBC DESIGN &amp; IMPLEMENTATION

9:00	<b>Asset Management: Prerequisite for PBCs &amp; Data Requirements</b> Wayne Hatcher, Opus International Consultants
10:00	<b>Designing a Maintenance Contracting Program</b> Robert Fergerstrom, IRF
11:00	Break
11:20	<b>Defining Risks under Output and Performance-Based Road Contracts</b> Wayne Hatcher, Opus International Consultants
12:20	Lunch
13:30	<b>Country Preparations for Implementing Performance-Based Contracts</b> Robert Fergerstrom, IRF
14:30	<b>Implementation of PBC: Challenges from a Government's and Contractor's Perspectives</b> Pekka Pakkala, Viasys
15:30 – 17:30	<b>New Zealand Case: Past, Present &amp; Future</b> Wayne Hatcher, Opus International Consultants

## DAY 3

WEDNESDAY, MARCH 9

PBC ESSENTIALS AND KEY CONTRACT FEATURES

9:00	<b>Scope of the Works in the PBC Contract Document</b> Robert Fergerstrom, IRF
10:00	<b>Measuring Contractor's Performance in PBC</b> Anil Bhandari, AB International Enterprises LLC
11:00	Break
11:20	<b>Specifications, Performance Evaluation and Payment for PBC</b> Robert Fergerstrom, IRF
12:20	Lunch
13:30	<b>Assembling the Contract Document</b> Robert Fergerstrom, IRF
14:30	<b>Encouraging Private Sector Participation: Panel Discussion</b>
15:30	Break
15:50 – 17:00	<b>Argentine CREMA Experience</b> Asif Faiz, Advisor, ADB & World Bank

## DAY 4

THURSDAY, MARCH 10

ROAD MAINTENANCE CHALLENGES &amp; SOLUTIONS

9:00	<b>Maintenance Management Issues &amp; Requirements</b> Robert Fergerstrom, IRF
10:00	<b>Design-Build Contracts: When Are They Appropriate?</b> Pekka Pakkala, Viasys
11:00	Break
11:20	<b>Combining Routine and Heavy Maintenance</b> Martijn Van Gils, Vigiles
12:30	Lunch
14:00 – 17:00	<b>Country Presentations</b>
15:30	Break

## DAY 5

FRIDAY, MARCH 11

WRAP-UP &amp; TECHNICAL PROGRAM CLOSING

9:00	<b>International Overview III (OECD Experience)</b> Pekka Pakkala, Viasys
10:00	<b>Q&amp;A with the Experts</b>
12:00	Lunch
13:00	<b>Mobile Technologies for Measuring Asset Condition</b> Lars Forslof, Roadroid
16:30	<b>Closing Comments and Awarding of Certificates</b>

## DAY 6

SATURDAY, MARCH 12

HOTEL CHECKOUT BY 11:00

## LEAD INSTRUCTOR



### **Robert F. Fergerstrom, P.E., Lead Instructor, International Road Federation**

For more than 40 years, Mr. Fergerstrom's career has focused on management consulting to public transportation agencies in the United States and overseas. In the course of his career, he has assisted more than 30 public works agencies to strengthen institutional capacity. On most of these projects he has managed diverse teams of highly specialized experts working with client agencies to develop strategies for institutional strengthening and implement structural reform. His areas of expertise include maintenance contracting, organizational reviews, restructuring, management systems, conducting workshops and assessing potential for privatization.

## FEATURED SPEAKERS



### **Anil Bhandari, President, AB International Enterprises**

Dr. Anil Bhandari is President of AB International Enterprises LLC and a Senior Transport Infrastructure Consultant, resident in Kenya. He worked for the World Bank (1989-2010) in various regions of the World Bank and was Senior Infrastructure Advisor for the Africa Region at the time of his retirement. His former careers include Technical Adviser, Ghana Highway Authority (1987); Associate Dean of Engineering, University of Dar-es-salaam, Tanzania (1973); and Executive Engineer, NAFCO (1971). Anil holds a doctorate in Transportation Engineering (Purdue University), a master degree in Industrial Engineering (Kranett School of Management), and an Master's of Science in Civil Engineering (MIT).



### **Adrian Burde, Civil Engineer, Leidos**

Dr. Adrian Burde provides ongoing support to several Department of Transportation agencies and private companies on matters related to performance based maintenance contracting. Dr. Burde has routinely prepared operating procedures and other technical documentation to be used by owner agency staff for developing, implementing, and managing asset management programs. Since 2005, Dr. Burde has been developing and implementing management tools for the asset maintenance program of the VDOT Central Office Maintenance Division including Maintenance Rating Program (MRP) data analyses, condition reports, and performance evaluation reports. Most recently, Dr. Burde was appointed Project Manager of the VDOT MRP third party evaluation team.



### **Asif Faiz, Advisor, ADB & The World Bank**

Dr. Asif Faiz is a former World Bank Highways Adviser and Infrastructure Sector Manager with some 40 years of experience in designing, managing and implementing transport development policies, programs and projects in more than 40 developing countries. After retiring from the World Bank in 2008, he has consulted as a technical and policy advisor for the World Bank Group- public investment programs and projects covering motorways, airports, highway improvement and maintenance programs, rural roads, and transport services in more than 20 countries. He managed the World Bank's infrastructure program in Latin America in 1990s, under which area-wide performance-based road maintenance contracts were implemented in Argentina and Uruguay. He helped initiate similar maintenance contracts in Georgia and hybrid PBMCs in Tonga. Dr. Faiz owns and operates Faiz and Associates LLC, an advisory consultancy in international development, transport, urban planning and fragile states.



## FEATURED SPEAKERS



### **Wayne Hatcher, CPEng, MIPENZ, BE (Civil) (Hons), MTech (Pavements)**

Wayne Hatcher has more than 20 years of experience managing highway infrastructure. During that time he has developed leading skills in infrastructure asset management, particularly in the use and application of asset data to support effective highway management. Mr. Hatcher has developed and enhanced several systems that help highway asset managers make informed decisions, including: economic appraisal; asset valuation and depreciation; performance monitoring and management; prioritization; and optimization. He is a leading proponent for highway condition forecasting including development and implementation of decision support tools to assist highway managers.



### **Matthew Jordan-Tank, Head of Infrastructure Policy, European Bank for Reconstruction and Development (EBRD)**

Matthew is the Head of Infrastructure Policy at EBRD, providing advice and structuring for the Municipal Infrastructure and Transport sectors. Previously, he was Senior Urban Transport Specialist at EBRD from 2007-2013, where he focused on both private and public sector urban transport project structures in line with the Bank's mandate, involving over 50 individual projects across some 20 countries in Eastern Europe, Russia and the CIS and Turkey. His active project portfolio includes Belgrade, Istanbul, Warsaw, Wroclaw, Budapest, Sofia, Kiev, Sofia, Almaty, Bursa, and Izmir, amongst others.



### **Pekka Pakkala, Country Manager, Viasys**

Pekka Pakkala is Country Manager for Viasys VDC Inc., and is responsible for all aspects of development in Virtual Design & Construction (VDC/BIM), IT tools and services. Previous experience and competencies are mainly with asset management and maintenance, project delivery methods, Performance Based Maintenance Contracts (PBMC), Public Private Partnerships (PPP), international practices and benchmarking, research projects, and training and education.



### **Martin van Gils, Business Development Manager, Vigiles**

Martin van Gils holds a master of science in Systems Engineering & Policy Management from Delft University of Technology. He started his career at Siemens Traffic and Transportation Division. He has worked for two different engineering and consulting companies where he has worked on PPP projects & implementing Performance Based Maintenance contracts. Mr. van Gils is a member of PIARC Road Tunnel Operations committee and focusses on the 'soft' skills necessary to successfully operate complex infrastructures in traffic-, tunnel- and nautical control centers. Currently he is implementing PBM in Road Tunnels. At his company Vigiles, he is the business development manager and works on establishing a new business venture including: a center of excellence; a training facility for Emergency Services and Operators for underground structures and heavy industry that will be realized in the Antwerp - Rotterdam port area.

**Important Note:**Registration can also be completed online at: [www.irfnews.org/event/pbc16-london](http://www.irfnews.org/event/pbc16-london)

Performance Based Contracts: London March 2016

**Registration****FOR OFFICE USE ONLY**  
**Payment Received Date****Contact Information**

REFERENCE CODE (IF APPLICABLE)		YEAR	MONTH	DAY
LAST NAME		MOBILE PHONE (WITH COUNTRY CODE) PREFERRED CONTACT NUMBER		
FIRST NAME		OFFICE PHONE (WITH COUNTRY CODE) PREFERRED CONTACT NUMBER		
EMAIL		FAX NUMBER (WITH COUNTRY CODE)		
ORGANIZATION NAME	JOB TITLE	ORGANIZATION WEBSITE		
ORGANIZATION ADDRESS				
CITY	STATE/ PROVINCE	POSTAL CODE	COUNTRY	
ORGANIZATION CATEGORY Government    Academia    Industry Association    Private Sector				

**Additional Registrants** *(please list the names of any additional delegates you are registering)*

LAST NAME	EMAIL
FIRST NAME	JOB TITLE
LAST NAME	EMAIL
FIRST NAME	JOB TITLE
LAST NAME	EMAIL
FIRST NAME	JOB TITLE
LAST NAME	EMAIL
FIRST NAME	JOB TITLE
LAST NAME	EMAIL
FIRST NAME	JOB TITLE

**Registration Rates** *(check the one box that applies; all amounts in US dollars)*

IRF MEMBERS AND GROUPS OF 3 OR MORE <b>US \$4,900</b> per person (includes 6 nights hotel) <b>US \$3,700</b> per person (no hotel included)	NON MEMBERS <b>US \$5,400</b> (6 nights hotel) <b>US \$4,200</b> (no hotel included)	GROUPS OF 3 OR MORE <b>US \$4,900</b> (6 nights hotel) <b>US \$3,700</b> (no hotel included)
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*Rates valid through 14 days prior to the event. Late / on-site registrations are subject to an additional 10% fee.*

VISA INVITATION

Do you require a visa invitation letter?      Yes    No

**Payment**

PAYMENT TYPE Invoice    Check    Credit Card	CARD TYPE Visa    MasterCard    AMEX	CARD NUMBER
CARD EXPIRATION DATE (MM/YY)	CARD SECURITY CODE	NAME ON CARD
AMOUNT TO BE CHARGED (IN US DOLLARS)	TODAY'S DATE (YYYY/MM/DD)	SIGNATURE

*By signing this document, I agree to comply with the Terms and Conditions applicable to IRF Events and provide full release of my likeness and voice to be used for promotional purpose by the IRF. This release covers photos and videos taken during the event.*

PRINTED NAME	SIGNATURE (IF FAXING)	DATE OF APPLICATION (YYYY/MM/DD)
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# GLOBAL

KNOWLEDGE • SOLUTIONS • EDUCATION  
BUSINESS OPPORTUNITIES • BEST PRACTICES



## Building Industry Partnerships

Better Roads. Better World.



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**International Road Federation**

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