



**IRF Executive Seminar**

# Performance-Based Contracts

*10 days of comprehensive training*



**Orlando, Florida USA  
Oct 30-Nov 9, 2016**



## AN INVITATION FROM THE IRF CHAIRMAN



As the road industry's most trusted brand in continuing education, the IRF provides road professionals with educational opportunities that are recognized worldwide by engineering and transportation societies. IRF's Global Training Curriculum provides technical expertise in classroom and practical settings where attendees can learn from and have direct access to seasoned professionals. Each course is designed to assist attendees in learning to correctly apply the knowledge gained and provides the most relevant, up-to date information on best practices and technological solutions.

IRF Executive Seminars are specifically developed to meet the needs of road executives. 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 deliver improvements to your organization.

As the IRF Chairman, I encourage you to make the most of these opportunities and help fulfill IRF's vision of better roads for a better world.

*H.E. Eng. Abdullah A. Al-Mogbel  
IRF Chairman*

For more information on meeting your continuing education goals, please visit: [www.IRF.global/training](http://www.IRF.global/training)

## 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 October 30 to March 9, 2016 in Orlando, Florida USA.

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**

#### **Wyndham Lake Buena Vista**

1850 Hotel Plaza Blvd,

PO Box 22202

Lake Buena Vista, Florida 32830-8406

<http://www.wyndhamlakebuonavista.com/>

**SUNDAY, OCTOBER 30**

HOTEL CHECK-IN STARTING AT 14:00. CHECK OUT ON NOVEMBER 9 BY 11:00

**MONDAY, OCTOBER 31**

ASSET MANAGEMENT PRINCIPLES &amp; LESSONS FROM INT'L EXPERIENCE

8:00 – 08.45	Registration
9:00 – 10.00	Opening Session <b>Robert Fergerstrom, IRF</b>
10:00 – 11.00	A Conceptual Framework for Performance-Based Contracts <b>Asif Faiz, Advisor, ADB &amp; World Bank</b>
11:00 – 11.15	Break
11:15 – 12.00	Principles and Lessons for Performance-based Contracts <b>Wayne Hatcher, Opus International Consultants</b>
12:00 – 13.30	Lunch
13:30 – 14.30	The World Bank's New Procurement Model <b>Marghoob bin Hussein, Senior Procurement Specialist, The World Bank</b>
14:30 – 15.15	International Overview of Performance-based Contracts (OECD Countries) <b>Pekka Pakkala, Consultant</b>
15:15 – 15:30	Break
15:30 – 16:30	Argentine CREMA Experience <b>Asif Faiz, Advisor, ADB &amp; World Bank</b>
16:30 – 17.30	Virginia Department of Transportation Experience <b>Adrian Burde, Leidos</b>

**TUESDAY, NOVEMBER 1**

PBC DESIGN &amp; IMPLEMENTATION

9:00 – 10.00	Framework for Addressing Road Asset Management Challenges <b>Robert Fergerstrom IRF</b>
10:00 – 11.00	Asset Management: Prerequisite for PBCs & Data Requirements <b>Wayne Hatcher, Opus International Consultants</b>
11:00 – 11.15	Break
11:15 – 12.00	Designing a Road Asset Maintenance Delivery Program <b>Robert Fergerstrom, IRF</b>
12:00 – 13.30	Lunch
13:30 – 14.15	Defining Risks under Performance Based Road Contracts <b>Wayne Hatcher, Opus International Consultants</b>
14:15 – 15.15	Country Preparation for Output and Performance Based Type Contracts <b>Robert Fergerstrom, IRF</b>
15:15 – 15:30	Break
15:30 – 17:30	New Zealand Case: Past, Present & Future <b>Wayne Hatcher, Opus International Consultants</b>

**WEDNESDAY, NOVEMBER 2**

PBC ESSENTIALS AND KEY CONTRACT FEATURES

9:00 – 10.00	Scope of Works for PBC <b>Robert Fergerstrom, IRF</b>
10:00 – 11.00	Specifications & Performance Evaluation for PBC <b>Robert Fergerstrom, IRF</b>
11:00 – 11.20	Break

**WEDNESDAY, NOVEMBER 2 (CONT.)**

PBC ESSENTIALS AND KEY CONTRACT FEATURES

11:20 – 12.00	Implementation of PBC: Challenges from Contractor's Perspectives <b>Mohammad Raheem, Colas Canada</b>
12:00 – 13.30	Lunch
13:30 – 14.30	Assembling the Contract Document <b>Robert /Ferguson IRF</b>
14:30 – 15.30	Florida Department of Transportation Experience <b>Michael Sprayberry, Florida Department of Transportation</b>
15:30 – 15.45	Break
15:45 – 16:30	Florida Department of Transportation Experience (Cont.) <b>Michael Sprayberry, Florida Department of Transportation</b>

**THURSDAY, NOVEMBER 3**

ROAD MAINTENANCE CHALLENGES &amp; SOLUTIONS

9:00 – 10.00	Performance Measurement <b>Martijn Van Gils, Royal Oak Transport Consultancy</b>
10:00 – 11.00	Combining Routine and Heavy Maintenance <b>Martijn Van Gils, Royal Oak Transport Consultancy</b>
11:00 – 11.20	Break
11:20 – 12.30	Papua New Guinea Experience <b>Asif Faiz, Advisor, ADB &amp; World Bank</b>
12:30 – 14.00	Lunch
14:00 – 15.30	Papua New Guinea Experience (Cont.) <b>Asif Faiz, Advisor, ADB &amp; World Bank</b>
15:30 – 15.50	Break
15:50 – 17:00	<b>Country Presentations (Cont.)</b>

**FRIDAY, NOVEMBER 4**

WRAP-UP &amp; TECHNICAL PROGRAM CLOSING

9:00 – 10.00	<b>Factors for Success in PBCs - Panel</b>
10:00 – 12.00	<b>Breakout Session - PBC Contract Proposal (Workshop Participants)</b>
12:00 – 13.00	Lunch
13:00 – 15.00	<b>Presentation of the PBC Contract Proposal (Workshop Participants)</b>
15:00 – 15.30	<b>Closing Comments and Awarding of Certificates</b>

**SATURDAY & SUNDAY, NOVEMBER 5-6**

FREE

**MONDAY, NOVEMBER 7**

FIELD TRIP

9:00 – 17:00	<b>Data Collection with Roadroid</b>
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**TUESDAY, NOVEMBER 8**

FIELD TRIP

9:00 – 12:00	<b>Orlando Orange County Expressway</b>
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## 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



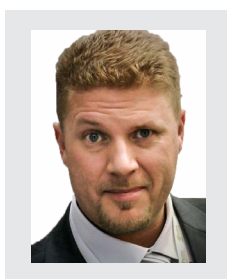
### **Adrian Burde, Civil Engineer, Leidos**

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.



### **Lars Forlof, CEO/Founder, Roadroid**

Lars Forslöf is a road engineer (BSc) with more than 20 professional years as a CEO, consultant and project manager within the road maintenance, ITS and road traffic management sectors. His has worked on missions for the Swedish National Transport Administration (Trafikverket) and Stockholm City in Sweden, as well as in Myanmar (Sweroad/ADB) and Afghanistan (UNOPS). Currently he works for Trafikverket to develop KPI's for a performance-based contracts on the European road E22 in Sweden.

## FEATURED SPEAKERS



### **Ben Gericke, P.E. Program Team Leader, Transport and ICT, The World Bank**

Mr Gericke is recognized internationally for his road reform and implementation management experience. His professional experience in many countries includes infrastructure and asset management, restructuring of road management functions, road reform implementation and efficiency improvements within road agencies. He recently led the World Bank review of its support to Performance-Based Contracting and is both leading and supporting development projects, financed by the Bank, in several countries. He has a strong project implementation background and was a guest lecturer at several international training programs organized by, among others, the International Road Federation. Mr Gericke represents the World Bank on technical committees with PIARC.



### **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.



### **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.IRF.global/event/psc16-orlando](http://www.IRF.global/event/psc16-orlando)

Performance-Based Contracts: Orlando, 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 \$5,900</b> per person (includes 10 nights hotel) <b>US \$4,300</b> per person (no hotel included)	NON MEMBERS <b>US \$6,500</b> (includes 10 nights hotel) <b>US \$4,700</b> (no hotel included)	GROUPS OF 3 OR MORE <b>US \$6,200</b> (includes 10 nights hotel) <b>US \$4,500</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

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## BUILDING INDUSTRY PARTNERSHIPS

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**Better Roads. Better World.**

[www.IRF.global](http://www.IRF.global)



**International Road Federation**

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