

# Public Private Partnerships in the Road Sector

*Expert training by professionals, for professionals*

**Bali, Indonesia  
May 22-28, 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 116 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.

## SUPPORTING ORGANIZATION



The Institute of Road Engineering (IRE), also known as PUSJATAN in the Indonesian language, is an institution under the Agency For Research and Development,

Ministry of Public Works and Housing Indonesia.

**MAIN TASK:** Conduct research and development for roads and bridges.

**VISION:** Become a leading institute in providing roads and bridges technology for the nation.

### IRE'S LABORATORY:

- Laboratory for Material and Road Pavement
- Laboratory for Road Geotechnical
- Laboratory for Bridge and Furniture
- Laboratory for Traffic Engineering & Road Environment



### WHO SHOULD ATTEND?

- Road & Transport Agencies Executives
- Government Officials with transport portfolio
- Private Consultants & Contractors
- Public and Private Finance Professionals
- Financing Institutions
- Highway and Transport Operators
- Service Providers

## THE IRF'S KNOWLEDGE NETWORK



Public Private Partnerships have become a well-known tool used by road authorities and operators worldwide — there is in fact a wide palette of good and bad experiences which have resulted in a number of operational guidelines and a more efficient use of the respective resources of private and public actors.

However, there is still room for improvement and a need to constantly adapt to a changing economic and regulatory context. This in turn is driving innovation in areas such as ex-post assessments, ethics, governance and the optimized use of government assets which must all underpin the sector's efforts to define and implement suitable instruments.

The IRF's course on PPPs is designed to help practitioners stay on top of a fast-evolving topic which will condition the future of infrastructure development. It brings together renowned instructors with unmatched collective experience in road asset development for an in-depth examination of the do's and don'ts to road PPPs in today's world.

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

## VENUE & HOTEL

Grand Nikko Bali  
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Bali, Indonesia  
T: +62 361 773 377, F: +62 361 773 388  
<http://www.grandnikkobali.com>



## ABOUT IRF EXECUTIVE SEMINARS



IRF Executive Seminar provide a unique forum for sharing the latest industry technologies, solutions and best practices from all over the world. Delegates will exchange knowledge and take it back to their respective countries for the benefit of their industry and societies.

Roads play a vital role in the economic development of all nations. It is a well-established fact that a poor road network hampers economic and social progress; therefore, in these challenging times, investments in the road sector can benefit the whole of society by providing access to markets, jobs, education, healthcare and other services, by lowering the cost of moving goods, and — my personal passion — by saving lives and avoiding injuries in unnecessary accidents.

I am honored by your participation in this cutting edge IRF Executive Seminar!

**C. Patrick Sankey**  
**IRF President & CEO**

## COURSE DESCRIPTION

Public Private Partnerships are being increasingly utilized as an alternative to traditional public financing methods for road and surface transport. This training program will bring together top practitioners and experts from the private sector, public sector, and financing institutions to discuss and the examine what are the necessary conditions to implement successful PPP projects that bring value to the government, its private sector partners, and most importantly the public.

The program will involve a detailed discussion of key success factors such as building capacity within the public and private sector, the necessary policy framework, optimal risk sharing practices, and available tools to assess the financial viability of projects. In addition, the program will examine successful examples from both emerging and developed economies and present some practices and tools that can be utilized under different country conditions.

This program will provide the attendees with training and experiences with setting up a PPP office, from the planning stage of a project through screening, value-for-money and risk analysis, procurement documentation development and procedures, bid evaluation, achieving Financial Close, and carrying a project through the operations phase.

IRF has selected instructors of the highest caliber to present this training program. They are current practitioners who have been involved in the development and execution of successful PPP projects in many countries around the world. As in other IRF training programs, attendees will be provided with many opportunities to interact with the experts and their peers providing for an optimal learning environment.

## LEARNING OUTCOMES

- Understand PPPs and their role in delivering road infrastructure services
- Learn how to create an “enabling environment” for PPPs
- Develop a business case for PPPs
- Utilize available tools asses project viability and screening
- Gain an understanding of risk allocation under different environments
- PPP operations phase
- Understanding procurement documents and steps to achieving Financial Close
- Preparing consultants, contractors and public agencies for participating in a PPP project and understanding their roles and risks
- Get exposed to Best Practices in PPP from around the world
- Network and share experiences with your peers

## SUNDAY, MAY 22

From 14:00 | Hotel check-in

## MONDAY, MAY 23

08:00 – 09:00 | Registration  
 09:00 – 09:15 | Opening Session  
 09:15 – 10:30 | Why PPPs and What is a PPP Project?  
 10:30 – 10:45 | Break  
 10:45 – 12:30 | Key Stakeholders and Roles in a PPP Process (public sector, finance professionals, technical advisors, contractors, operators)  
 12:30 – 13:30 | Lunch  
 13:30 – 14:45 | PPP Expectations and Framework for Financing  
 14:45 – 15:00 | Break  
 15:00 – 16:15 | PPP Policy / Institutional Framework  
 16:15 – 16:45 | Day Recap

## TUESDAY, MAY 24

09:00 – 10:30 | PPP Project Screening  
 10:30 – 10:45 | Break  
 10:45 – 12:30 | Project Risk Assessment  
 12:30 – 13:30 | Lunch  
 13:30 – 14:45 | PPP Business Case Development (Value for Money Analysis)  
 14:45 – 15:00 | Break  
 15:00 – 16:30 | Expert Panel Discussion

## WEDNESDAY, MAY 25

09:00 – 10:30 | PPP Procurement Stages (and how to get ready for it)  
 10:30 – 10:45 | Break  
 10:45 – 12:30 | PPP Documentation: Components and Technical Requirements (Highways)  
 12:30 – 13:30 | Lunch  
 13:30 – 14:45 | PPP Project Performance Criteria and Payment Mechanism  
 14:45 – 15:00 | Break  
 15:00 – 16:15 | Highway PPPs in Operation: Activities and Roles  
 16:15 – 14:45 | Day Recap

## THURSDAY, MAY 26

09:00 – 10:30 | Expert Panel Discussion  
 10:30 – 10:45 | Break  
 10:45 – 12:30 | **Group Exercise Introduction (a highway project):** Assessing A PPP Project (Scope, Risks, Financial Viability of PPP)  
 12:20 – 13:30 | Lunch  
 13:30 – 14:45 | **Team Preparations:**  
 Owner's Perspective  
 Developer/Contractor's Perspective  
 Finance Perspective  
 14:45 – 15:00 | Break  
 15:00 – 16:30 | **Team Presentations:** Owner's Perspective

## FRIDAY, MAY 27

09:00 – 10:30 | **Team Presentations:** Developer/ Contractor's Perspective  
 10:30 – 10:45 | Break  
 09:00 – 10:30 | **Team Presentations:** Finance Perspective  
 12:30 – 14:30 | Lunch & Prayer Break  
 14:30 – 15:15 | Recap

## SATURDAY, MAY 28

By 12:00 | Hotel check-out

## LEAD SPEAKER



Mehran Avini has more than 20 years of experience working in Canada, US, Asia and Central America. He is a Professional Engineer in a number of states and provinces in the US and Canada, and has a Master of Science degree in Civil Engineering.

His areas of practice are PPPs and Infrastructure Operations and Maintenance advisory. His clients have included government agencies, PPP bid teams, infrastructure developers and operators, and funding institutions and development agencies.

Mehran has provided advisory services on PPP projects from the planning stages, through Value for Money analysis, preparation of procurement documents, risk assessment, bidding, implementation and the operations and maintenance phase. Mehran has been retained as the Procurement Advisor to owners; Lenders' Technical Advisor; Independent Certifier; and as advisor to PPP consortia during bidding and operations phases. In recent years Mehran has had direct advisory roles on over 30 PPP projects, which have included transportation and building facilities.

## FEATURED SPEAKERS



Eric Dean Cook is the Managing Director for Manchester Consulting Group, LC and leads the firm's infrastructure and financial advisory practice. Mr. Cook is a Registered Professional Engineer and has 20 years of experience as a consulting engineer in the planning, design, and delivery of transportation and civil infrastructure projects in the United States, Asia, and Africa. He has a diverse perspective in the infrastructure industry having worked as the owner, engineer, and contractor with the West Virginia Department of Highways, the U.S. Army Corps of Engineers, the Louis Berger Group, and E.V. McCracken Construction Company. He holds a B.S. in Civil Engineering

from Virginia Tech, an M.B.A from Manchester Business School, and a Masters in Finance from Indiana University. Additionally, he is an Associate with the Wall Street Warfighters Foundation and serves as the International Committee Vice-Chair for the American Council of Engineering Companies in Washington, DC.



Sreejith Narayanan has more than 20 years of work experience across Infrastructure, Public Private Partnerships and Financial Markets. He has been associated with ITNL since 2011. ITNL is widely recognized as the Pioneer of Public Private Partnership in the Indian Road sector. ITNL is one of India's largest build-operate-transfer (BOT) road operators with around 14,600 lane km under its road asset portfolio. At ITNL, his role comprises initiating new PPP projects, strategic evaluation of bids and financing PPP projects. Prior to that he was part of the senior management team which set up the first pan African Multi asset derivatives exchange in Mauritius. He has held positions of

strategic importance with IL&FS Invest smart and various other MNC's. He holds a Doctorate in Economics from University of Mumbai, M.Phil. from Pondicherry Central University and Masters in Economics from Madras University.

# Important Note:

Registration can also be completed online at: [www.irfnews.org/event/ppp16-bali](http://www.irfnews.org/event/ppp16-bali)



Public Private Partnerships: Bali, May 22-28 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; all rates are per person)*

IRF MEMBERS <b>\$4,500</b> (with 6-nights hotel) <b>\$3,000</b> (no hotel included)	INDONESIAN DELEGATES <b>\$1,200</b> (no hotel)	GROUPS OF 3 OR MORE <b>\$4,750</b> (with 6-nights hotel) <b>\$3,250</b> (no hotel)	NON MEMBERS <b>\$5,000</b> (with 6-nights hotel) <b>\$3,500</b> (no hotel included)
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*Rates valid through March 24. 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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**Better Roads. Better World.**

[www.IRFnews.org](http://www.IRFnews.org)



**IRF**

**International Road Federation**

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