Performance-Based Contracts

Orlando, Florida USA
November 5-15, 2017

Executive Seminar
**About the IRF**

**OUR MISSION:**

Building Partnerships

We assist countries in progressing towards better, safer and smarter road systems.

We develop and deliver world-class knowledge resources, advocacy services, and continuing education programs, which together offer a global marketplace for best practices and industry solutions.

We serve a wide range of member organizations from both the public and private sectors of the road and transport industry. Together, we form a global network for information exchange and business development.

We invest in the next generation of transport leaders. Since 1949, the IRF has awarded educational scholarships to individuals in 119 countries to pursue careers in the road and transport industry.

**OUR VISION:**

Better Roads. Better World

We believe that well-planned, safe, accessible and environmentally sound road networks are fundamental building blocks for human and economic development.

We are committed to increasing road and transport investments to meet the demands for safe and efficient travel and flow of goods and services to help improve the lives of people worldwide.

We engage with governments, development institutions, businesses, and academia around the world to make our vision a reality.

**OUR ORGANIZATION:**

A Global Federation

The International Road Federation welcomes members from government, academia, road associations, research institutes, and private industry.

We are a global not-for-profit organization, headquartered in Washington, DC since 1948 and supported by regional offices throughout the world.

The IRF serves a network of public and private sector members in more than 70 countries by providing world-class knowledge resources, advocacy services, and continuing education programs which together offer a global marketplace for best practices and industry solutions.

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**The Road Industry’s Most Trusted Brand in Continuing Education**

For more than 50 years, an essential part of the IRF’s mission has been the organization and delivery of training courses that provide continuing professional development for individuals and contribute to the dissemination of knowledge and expertise throughout the world.

As a strong believer in continuing education, the IRF provides members, as well as road professionals worldwide with educational opportunities that are recognized by engineering and transportation societies worldwide. The 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 not only provides the most relevant, up-to-date information and best practices and solutions, but is also designed to assist attendees in learning to correctly apply the knowledge gained.

IRF 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 Executive 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 Chairman of the International Road Federation, I encourage you to make the most of these opportunities and help fulfill the IRF’s vision of better roads for a better world.

Abdullah A. Al-Mogbel
IRF Chairman
## MONDAY, NOVEMBER 6

<table>
<thead>
<tr>
<th>Time</th>
<th>Session</th>
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<tr>
<td>8:00 – 08:45</td>
<td>Registration</td>
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<tr>
<td>9:00 – 09:45</td>
<td>Introductions &amp; Seminar Overview&lt;br&gt;<strong>Robert Fergerstrom, Lead Instructor, IRF</strong></td>
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<tr>
<td>09:45 – 10:45</td>
<td>A Conceptual Framework for Performance-Based Contracts&lt;br&gt;<strong>Asif Faiz, Highways and Road Management Adviser, Asian Dev. Bank and World Bank</strong></td>
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<tr>
<td>10:45 – 11:00</td>
<td>Break</td>
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<tr>
<td>11:00 – 12:00</td>
<td>Principles and Lessons for Performance-based Contracts&lt;br&gt;<strong>Wayne Hatcher, Senior Principal, Opus International Consultants</strong></td>
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<td>12:00 – 13:00</td>
<td>Lunch</td>
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<tr>
<td>13:00 – 14:00</td>
<td>Performance-based Contracts in Africa (A Review)&lt;br&gt;<strong>Kulwinder Rao, Senior Transport Specialist, The World Bank</strong></td>
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<tr>
<td>14:00 – 15:00</td>
<td>Policy Challenges &amp; Implementation Experience (The World Bank Experience)&lt;br&gt;<strong>Ben Gericke, Senior Transport Specialist The World Bank</strong></td>
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<td>15:00 – 15:15</td>
<td>Break</td>
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<tr>
<td>15:15 – 16:15</td>
<td>Evolution of Maintenance Rating Programs in Virginia&lt;br&gt;<strong>Adrian Burde, Asset Management Engineer, Leidos</strong></td>
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<td>16:15 – 17:30</td>
<td>Case Study: Papua New Guinea- Design and Preparation of Hybrid PBC for Road Maintenance&lt;br&gt;<strong>Janusz Sobieniak, Independent PBC Consultant, ADB and World Bank</strong></td>
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## TUESDAY, NOVEMBER 7

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<tr>
<th>Time</th>
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<tbody>
<tr>
<td>9:00 – 10:00</td>
<td>Asset Management: Prerequisite for PBCs &amp; Data Requirements&lt;br&gt;<strong>Wayne Hatcher, Opus International Consultants</strong></td>
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<tr>
<td>10:00 – 11:00</td>
<td>Requirements for an Effective Maintenance Program&lt;br&gt;<strong>Robert Fergerstrom, Lead Instructor, IRF</strong></td>
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<tr>
<td>11:00 – 11:15</td>
<td>Break</td>
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<tr>
<td>11:15 – 12:00</td>
<td>Defining Risks under Performance Based Road Contracts&lt;br&gt;<strong>Wayne Hatcher, Senior Principal, Opus International Consultants</strong></td>
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<tr>
<td>12:00 – 13:30</td>
<td>Lunch</td>
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<tr>
<td>13:30 – 14:30</td>
<td>Contracting Options for Road Maintenance Service Delivery&lt;br&gt;<strong>Robert Fergerstrom, Lead Instructor, IRF</strong></td>
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<tr>
<td>14:30 – 15:45</td>
<td>Case Study: New Zealand Experience - Past, Present &amp; Future&lt;br&gt;<strong>Wayne Hatcher, Senior Principal, Opus International Consultants</strong></td>
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<tr>
<td>15:45 – 16:00</td>
<td>Break</td>
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<tr>
<td>16:00 – 17:30</td>
<td>Case Study: Argentina CREMA Experience (1994-2014)&lt;br&gt;<strong>Asif Faiz, Highways and Road Management Adviser, Asian Dev. Bank and World Bank</strong></td>
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</tbody>
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WEDNESDAY, NOVEMBER 8

9:00 – 10:00 | Country Preparation for Implementing Performance Based Contracts  
Robert Fergerstrom, Lead Instructor, IRF

10:00 – 11:00 | Specifications & Performance Evaluation for PBCs  
Robert Fergerstrom, Lead Instructor, IRF

11:00 – 11:20 | Break

11:20 – 12:00 | Pakistan PBMC  
Janusz Sobieniak, Independent PBC Consultant, ADB and World Bank

12:00 – 13:30 | Lunch

13:30 – 14:30 | Assembling the Contract Document  
Robert Fergerstrom, Lead Instructor, IRF

14:30 – 15:30 | Contract Management & Payment Structures for PBC Contracts  
Robert Fergerstrom, Lead Instructor, IRF

15:30 – 15:45 | Break

15:45 – 16:30 | Considerations for Performance-Base Maintenance Contracting  
Asif Faiz, Highways and Road Management Adviser, Asian Dev. Bank and World Bank

16:30 – 17:30 | An International Overview of PBC Contracts  
Pekka Pakkala, Independent Consultant

THURSDAY, NOVEMBER 9

9:00 – 10:00 | Pakistan Pilot PBMC  
Janusz Sobieniak, Independent PBC Consultant, ADB and World Bank

10:00 – 11:00 | Combining Routine and Heavy Maintenance in PBCs  
Martin van Gils, President, Royal Oak Consulting

11:00 – 11:20 | Break

11:20 – 12:30 | Quality Control and System-based Contract Management (SCM)  
Martin van Gils, President, Royal Oak Consulting

12:30 – 14:00 | Lunch

14:00 – 15:00 | New World Bank Procurement Document  
Marghoob Hussein, Procurement Specialist, The World Bank

15:00 – 15:30 | Break

15:30 – 17:30 | Country Presentations
FRIDAY, NOVEMBER 10

9:00 – 10:00 Innovative Contracting Practices
Pekka Pakkala, Senior Consultant, Independent Consultant

10:00 – 11:00 Procurement for IFI funded Projects
Eric Cook, Managing Director, Manchester Consulting

11:00 – 11:15 Break

11:15 – 12:30 Procurement for IFI funded Projects:
Eric Cook, Managing Director, Manchester Consulting

12:30 – 13:30 Lunch

13:30 – 14:30 Breakout Session of the PBC Contract Proposal (Workshop Participants)

15:30 – 15:45 Break

15:45 – 17:00 Presentation of the PBC Contract Proposal (Workshop Participants)

17:00 – 17:30 Closing Ceremony

SATURDAY & SUNDAY, NOVEMBER 11-12 FREE

MONDAY, NOVEMBER 13 FIELD TRIP

9:00 – 16:00 Data Collection Exercise for AM & PBC

TUESDAY, NOVEMBER 14 FIELD TRIP

9:00 – 14:00 Field Visit: Central Florida Expressway Authority

NOT A MEMBER? JOIN THE IRF TODAY
SIX GREAT REASONS

1. Access to Global Best Practices
2. Continuing Professional Development
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5. Regional Support
6. Unique Access to the Next Generation of Top Tier Employees

For more details, please contact melabyad@IRF.global or visit www.IRF.global/membership
JOIN US IN 2018

IRF Road Scholar Program
January 7-12, 2018
Washington, DC USA

IRF PPP Workshop (APMG Certified)
February 5-9, 2018
Washington, DC USA

Asphalt Materials & Strategies for Managing Your Asphalt Pavements Workshop
February 13-16, 2018
Bangkok, Thailand

Safer Roads by Design™: Introduction to Road Safety Audit Workshop
February 26-28, 2018
Washington, DC USA

IRF Performance-Based Contracts Executive Seminar
March 4-14, 2018
Washington, DC USA

Climate Resilient Road Design & Construction Workshop
March 4-5, 2018
Accra, Ghana

Road Safety Workshop
March 6-8, 2018
Cayman Islands

IRF Workshops at Intertraffic
March 20-23, 2018
Amsterdam, Netherlands

Procurement and Contract Management in Highway Projects Workshop
March 27-29, 2018
Sharm El Sheikh, Egypt

International Road Safety & Innovation Forum
March 30, 2018
Sofia, Bulgaria

IRF PPP Workshop (APMG Certified)
April 9-13, 2018
Washington, DC USA

7th IRF Caribbean Regional Congress
May 9-11, 2018
Montego Bay, Jamaica

IRF ITS International Conference
May 30-31, 2018
Santiago, Chile

IRF PPPs in the Road Sector Conference
June 21, 2018
Beijing, China

Safer Roads by Design™: Roadside Safety Workshop
July 9-10, 2018
Washington, DC USA

Safer Roads by Design™: Work Zone Safety Workshop
July 11-12, 2018
Washington, DC USA

Asset Management Workshop
July 24-26, 2018
Buenos Aires, Argentina

Safer Roads by Design™: Vulnerable Road User Workshop
August 20-22, 2018
Washington, DC USA

1st IRF Mesoamerica Regional Congress
October 3-5, 2018
Mexico City, Mexico

IRF / SARF Regional Congress
October 9-11, 2018
Durban, South Africa

IRF Performance-Based Contracts Executive Seminar
October 21-31, 2018
Orlando, Florida USA

European Road Congress
October 22-24, 2018
Dubrovnik, Croatia

IRF PPP Forum Dubai
November 4-5, 2018
Dubai, UAE

Road2Tunnel Global EXPO
IRF Global Road Conference
November 7-9, 2018
Las Vegas, NV USA

Green Pavements Workshop
November 13-15, 2018
Sao Paulo, Brazil

Climate Resilient Road Design & Construction Workshop
November 21-23, 2018
Jakarta, Indonesia

Procurement and Contract Management in Highway Projects Executive Seminar
December 4-6, 2018
Washington, DC USA

Safer Roads by Design™: Comprehensive Engineering Solutions Workshop
December 10-14, 2018
Washington, DC USA
GLOBAL

KNOWLEDGE • ADVOCACY • EDUCATION
BEST PRACTICES • BUSINESS OPPORTUNITIES


International Road Federation

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