



# Public Private Partnerships

APMG Certified

*Expert training by professionals, for professionals*

Washington, DC USA  
April 9-13, 2018



Workshop

# 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 Workshops 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 Workshops 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

## 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.

## INTRODUCTION

This 5-day course follows the approved and certified APMG Public-Private Partnerships Certified Professional Foundation level training curriculum. The course is comprised of 2.5 days of classroom instruction followed by the administration of the APMG PPP Foundation level examination. The mandatory course will be followed by a two-day module "PPPs in the Road Sector" more specifically addressed at highway agency executives and private sector contractors.

The Foundation level examination is step 1 of the APMG PPP Certification Program which aims to foster a common minimum level of knowledge and understanding amongst individuals working on PPPs or those interested in learning about PPPs, regardless of discipline or sector. APMG awards the CP3P credential to individuals who successfully pass the three examinations: (1) Foundation and Overview Stage, (2) Preparation Stage, and (3) Execution Stage. APMG's PPP Certification is recognized by leading development agencies, such as the World Bank, the Asian Development Bank, the European Bank for Reconstruction and Development, and others.

## LEARNING OUTCOMES

- Understand the PPP environment, what is and what is not considered a PPP project.
- Review the PPP framework and project screening process.
- Explore the structuring and feasibility analysis required for a successful PPP project.
- Develop basic financial analysis skills and engineering economics to evaluate potential PPP projects.
- Review the procurement and management of PPP projects throughout the lifecycle.
- The Foundation course covers the material presented in chapter 1 of the APMG PPP Guide: Introduction and Overview. This is a compulsory module and exam in order to proceed to the next stages in pursuit of the APMG CP3P credential.
- The course includes the option to sit for the Foundation level examination.

## TARGET AUDIENCE

- This course is aimed at individuals working at a basic level of PPP implementation, with little or no prior experience. It aims to standardize their knowledge of the PPP process and terminology, as described in the APMG PPP Guide, and prepare them to take the APMG PPP Foundation Level examination.
- The APMG PPP Foundation exam tests whether a candidate has sufficient knowledge and understanding of the PPP Guide to act as an informed team member of a PPP finance project. Thus enabling them to participate in a team environment and move on to implementing the process. The Foundation certification is a pre-requisite for the two Practitioner certifications.
- This course includes the option to sit for the Foundation level examination at the conclusion of the training.

## VENUE

### IRF Global Training Institute

Madison Place

500 Montgomery Street Fifth Floor

Alexandria, VA USA 22314

Tel: +1 703 535 1001

E-mail: [info@IRF.global](mailto:info@IRF.global)



**APRIL 9 | 09:00 - 16:30**

- Definitions
- Types of PPPs
- Where PPPs are used
- Motivations for PPPs

**APRIL 10 | 09:00 - 16:30**

- PPP structuring
- PPP finance
- Challenges with PPPs
- PPP framework

**APRIL 11 | 09:00 - 16:30**

- PPP process
- Review
- Exam

**APRIL 12 | 09:00 - 16:30**

- Transport PPP market overview
- Project preparation
- Feasibility and bankability
- Financial modeling

**APRIL 13 | 09:00 - 16:30**

- Project implementation
- Operations & Maintenance
- Case studies
- Class exercise

**LEAD INSTRUCTOR****ERIC COOK****MANAGING DIRECTOR, MANCHESTER CONSULTING GROUP**

*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 serves as the International Committee Vice-Chair for the American Council of Engineering Companies in Washington, DC.*

**SPEAKER****MAGID ELABYAD****VICE PRESIDENT, IRF**

*Elabyad has been employed with the International Road Federation for the past 12 years. As the Vice President of International Programs, he oversees the IRF's training programs and regional capacity building efforts around the world. He has been a member of IRF's Asset Management committee for the past 7 years and he leads the IRF Committee for Alternative Finance & Procurement. Elabyad is also the program director for IRF's long running Performance-based Contracting training program which has helped educate over 900 high level officials from over 40 countries in the past 10 years. Elabyad conducted his undergraduate studies at George Mason University and has a Masters in Business Administration from Ohio University. He is also a CP3P foundation certified professional on Public Private Partnerships.*

**HOTEL**

IRF has negotiated special IRF Global Training Program attendee hotel rates with the Holiday Inn Hotel & Suites Alexandria-Old Town. Please contact the Holiday Inn & Suites Alexandria-Old Town to make your own room reservations:

**HOLIDAY INN HOTEL & SUITES ALEXANDRIA**

Address: 625 First St, Alexandria, VA 22314

Phone: (703) 548-6300

**BOOK NOW**

*\* A special room rate of US \$169/night, Junior Suite rate of US \$199 has been negotiated at the Holiday Inn and Suite, located just one block from the Training Institute.*

# Important Note:

Registration can also be completed online at: <https://www.irf.global/event/ppp18-april-was>



Public Private Partnerships in the Road Sector: Washington, DC USA, April 2018

## Registration

**FOR OFFICE USE ONLY**  
**Payment Received Date**

### Contact Information

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

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

IRF MEMBERS	NON MEMBERS
<b>US \$3,000</b> per person	<b>US \$3,700</b>

*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 • ADVOCACY • EDUCATION  
BEST PRACTICES • BUSINESS OPPORTUNITIES

**Better Roads. Better World.**



**IRF**<sup>®</sup>  
— GLOBAL —

## International Road Federation

GLOBAL HEADQUARTERS & SECRETARIAT

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500 Montgomery Street, Fifth Floor

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REGIONAL OPERATIONS

Brussels, Belgium | Santiago, Chile | Accra, Ghana

Nairobi, Kenya | Kuala Lumpur, Malaysia | Chicago, IL USA

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