



Performance-Based Contracts

Washington, DC USA
June 14-24, 2020



Executive Seminar

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.

A blue ink signature of Abdullah A. Al-Mogbel.

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.

DELIVERING OUTCOMES THROUGH PERFORMANCE-BASED CONTRACTS

Performance-Based Contracts 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.

This IRF high level Executive Seminar on Performance-based Contracts is designed to help road and agency managers practitioners to 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 how to successfully implement PBCs.

The Seminar will feature a program of presentations and discussions about performance-based contracts and how they can help road agencies meet their desired outcomes. 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.

LEARNING OUTCOMES

- Learn how Performance-based Contracts can help your organization achieve its goals
- Learn about the Financial management and payment structures for Performance-based contracts
- Discuss what types of road are suitable for the Performance-based Contracts
- Learn about the preparation and tendering of Contract documents
- Network with like-minded senior road professionals from all over the world

TARGET AUDIENCE

- Road & Transport Agencies Executives
- Engineers and Managers involved in Highway Maintenance
- Private Consultants & Contractors
- Engineering Firms
- Toll Operators
- Service Providers

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



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.*

SUNDAY, JUNE 14

HOTEL CHECK-IN STARTING AT 14:00. CHECK OUT ON JUNE 24 BY 11:00

MONDAY, JUNE 15

08:00 – 08:45	Registration
09:00 – 09:45	Introductions & Seminar Overview Magid Elabyad, Vice President, IRF Global
09:45 – 10:45	Introduction to Performance-Based Contracting Asif Faiz, Senior Advisor, IRF Global
10:45 – 11:00	Break
11:00 – 12:00	Principles and Lessons for Performance-based Contracting Wayne Hatcher, WSP Opus
12:00 – 13:00	Lunch
13:00 – 14:00	International Overview of Performance-based Contracting Pekka Pakkala, Senior Advisor, IRF Global
14:00 – 15:00	Defining Risks under Performance Based Road Contracts Wayne Hatcher, WSP Opus
15:00 – 15:30	Break
15:30 – 16:30	Risk Factors to Consider in Performance Based Maintenance Contracts – Contractor's Perspective Mohammad Raheem, CEO, Capital City Link General Partnership

TUESDAY, JUNE 16

09:00 – 10:30	Asset Management: Prerequisite for PBCs (Combined w Data) Wayne Hatcher, WSP Opus
10:30 – 11:15	Nepal Road Asset Management - Case Study Janusz Sobieniak, Independent PBC Consultant, ADB and World Bank
11:15 – 11:30	Break
11:30 – 12:30	Requirements for an Effective Maintenance Program Robert Fergerstrom, Lead Instructor, IRF Global
12:30 – 13:30	Contracting Options for Road Maintenance Service Delivery Robert Fergerstrom, Lead Instructor, IRF Global
13:30 – 14:30	Lunch
14:30 – 15:30	PBC Pioneers: British Columbia, Canada Janusz Sobieniak, Independent PBC Consultant, ADB and World Bank
15:30 – 16:30	PBC Pioneers: New Zealand Wayne Hatcher, WSP
16:30 – 17:30	PBC Pioneers: Argentina Asif Faiz, Senior Advisor, IRF Global

WEDNESDAY, JUNE 17

09:00 – 10:00	Specifications & Performance Evaluation for PBCs Janusz Sobieniak, Independent PBC Consultant, ADB and World Bank
10:00 – 11:00	Contract Management & Payment Structures for PBC Contracts Robert Fergerstrom, Lead Instructor, IRF Global

WEDNESDAY, JUNE 17 (CONT.)

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 – 13:30	Lunch
13:30 – 14:30	Combining Routine and Heavy Maintenance in PBCs Martin van Gils, President, Royal Oak Consulting
14:30 – 15:30	Assembling the Contract Document Robert Fergerstrom, Lead Instructor, IRF Global
15:30 – 15:45	Break
15:45 – 16:30	Implementation of Performance Based Contracts: Challenges from a Contractor's Perspective Mohammad Raheem, CEO, Capital City Link General Partnership
16:30 – 17:30	Hybrid PBCs: PNG Case Study Janusz Sobieniak, Independent PBC Consultant, ADB and World Bank

THURSDAY, JUNE 18

09:00 – 10:00	Hybrid PBCs: Tajikistan Case Study Robert Fergerstrom, Lead Instructor, IRF Global
10:00 – 11:30	Procurement for IFI funded Projects Marghoob Hussein, The World Bank
11:30 – 11:40	Break
11:40 – 12:30	Innovative Contracting Practices Pekka Pakkala, Senior Advisor, IRF Global
12:30 – 13:30	Lunch
13:30 – 16:30	Country Presentations

FRIDAY, JUNE 19

09:00 – 11:00	Country Presentations
11:00 – 12:00	PBC Panel (Open Discussion)
12:00 – 13:30	Lunch
13:30 – 14:00	Closing Ceremony and handing of certificates

SATURDAY & SUNDAY, JUNE 20-21

FREE

MONDAY, JUNE 22

FIELD TRIP

9:00 – 16:00	Data Collection Exercise for AM & PBC
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TUESDAY, JUNE 23

FIELD TRIP

9:00 – 14:00	Field Visit: Virginia Department of Transportation
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WEDNESDAY, JUNE 24

DEPARTURE

**LEAD INSTRUCTOR****ROBERT F. FERGERSTROM**

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.

**CIVIL ENGINEER****ADRIAN BURDE**

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.

**ADVISOR****ASIF FAIZ**

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.

**CEO/FOUNDER****LARS FORSLÖF**

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.



**P.E. PROGRAM TEAM LEADER, TRANSPORT AND ICT,
BEN GERICKE**

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.



**DIRECTOR
MARTIJN VAN GILS**

Royal Oak Transport Consultancy

Martijn van Gils is the owner and director of Royal Oak Transport Consultancy and works with road agencies who are defining and implementing a transportation strategy and guides the delivery process. He is a specialist in mobility, safety, contract and project management. He obtained his Master of Science in Systems Engineering and Policy analysis at Delft University of Technology in 1999. He has gained experience on the contractor side, as well as the government side. Currently he is implementing PBM for road tunnels & ITS systems.



**PRINCIPAL CONSULTANT GLOBAL ASSET MANAGEMENT
WAYNE HATCHER**

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. He 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.



**CONSULTANT
PEKKA PAKKALA**

Pekka Pakkala is an international renowned transportation consultant, with experience and competencies in 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. Pekka has been an IRF instructor for more than 10 years.

GLOBAL

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BEST PRACTICES • BUSINESS OPPORTUNITIES

Better Roads. Better World.



IRF[®]
— GLOBAL —

International Road Federation

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