



Performance- Based Contracts

Amsterdam, Netherlands
November 7-16, 2022



Executive Seminar



IRF Executive Seminar

Performance-Based Contracts for Preserving Road Assets

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Background

In traditional road construction and maintenance contracts, contractors are responsible for the execution of works and are paid on the basis of unit prices for different work items. The results are, in many cases, less-than-optimal because the contractor is incentivized to carry out the maximum amount of works in order to maximize its turnover and profits. Under Performance-based contracts, contractors have a strong financial incentive to be both efficient and effective whenever they undertake work through intelligently designed interventions that ensure that pre-defined indicators of Service Level are achieved and maintained over time.

In this globally recognized executive seminar, 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 and a two-day program of technical site visits.

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, a consultant or a contractor, IRF seminars will give you the necessary tools to make improvements in your organization. Our mission is to facilitate 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.

Learning Objectives

- ✓ Learn how PBCs can play a key role in preserving your most valuable assets
- ✓ Develop a Business Case for PBCs
- ✓ Define and Measure Risk under PBCs
- ✓ Successfully manage the Client-contractor Relationship
- ✓ Learn the key implementation success factors
- ✓ Get exposed to global and regional PBC best practices
- ✓ Discover solutions to road delivery and maintenance problems faced in your country
- ✓ Receive IRF Certification

Target Audience

- Road & Transport Agencies Executives
- Engineers and Managers involved in Highway Maintenance
- International Financial Institutions
- Private Consultants & Contractors
- Service Providers

Lead Instructors



Dr. Asif Faiz | Advisor, Asian Development Bank & 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.



Janusz Sobieniak | PBC Consultant, ADB & The World Bank

Janusz Sobieniak is a professional engineer and transport sector specialist with more than 30 years of experience in the fields of national/regional planning, project preparation, project management, asset management and institutional strengthening in the road and civil aviation sectors. He has led multi-disciplinary teams in successfully planning and implementing improvements to transport infrastructure and services across the Americas, Africa, Europe, Asia and the Pacific. His focus is assisting national and local transport administrations to strengthen their business processes and adopt international best practices in infrastructure planning, design, procurement, project management and maintenance.

Agenda

Monday, November 7

8:00 – 9:00 Registration

9:00 – 9:30 00- Introductions & Seminar Overview

9:30 – 10:30 01- Introduction to the Performance-Based Maintenance Approach

10:30 – 10:45 Break

10:45 – 12:00 02- Overview of International Practices

12:00 – 13:00 Lunch

13:00 – 17:00 03- World Bank OPBRC / Contract Document Structure, Key Elements, Specifications (SCM)

Tuesday, November 8

9:00 – 10:30 04- Road Asset Management – Scott Bloxsom

10:30 – 10:45 Break

10:45 – 12:00 05- Road Asset Management Example (Nepal)

12:00 – 13:00 Lunch

13:00 – 14:30 06- Defining Risks under Performance-Based Road Contracts (Agency Perspective)

14:30 – 14:45 Break

14:45 – 16:00 07- PBM Specifications: Overview and Best Practices

Wednesday, November 9

9:00 – 10:30 08- Preparing the Contract

10:30 – 10:45 Break

10:45 – 12:00 09- Procuring the Contract

12:00 – 13:30 Lunch

13:30 – 14:45 10- Managing the Contract

14:45 – 15:00 Break

15:00 – 17:00 11- OPBRC Financial Model Exercise

Thursday, November 10

9:00 – 10:30 12- Argentina CREMA Experience -

10:30 – 10:45. Break

10:45 – 12:00 13- Hybrid PBCs: PNG Case Study

12:00 – 13:30 Lunch

13:30 – 14:30 14- Case Study Saudi Arabia MOT

14:30 – 16:30 15-Florida Department of Transportation Experience

Friday, November 11

9:00 – 11:00 PBC Issues & Challenges Discussion

11:00 – 12:30 References & Seminar Wrap-Up

12:30 – 13.30 Lunch

13:30 – 14:00 Closing Ceremony and handing of certificates

Monday, November 14

9:00 – 16:00 Field Visit - Rijkswaterstaat

Tuesday, November 15

9:00 – 14:00 Field Visit – Delft University

Wednesday, November 16

Departure

Registration (hotel accommodation not included)

- 4,200 USD IRF Members
- 4,200 USD Groups of 3 or more
- 4,500 USD Non IRF Members
- 3,500 USD IFIs, SARF, Canadian/ US State DOTs & City Officials

Registration (with 10 nights hotel)

- 6,200 USD IRF Members
- 6,000 USD Groups of 3 or more
- 6,500 USD Non IRF Members
- 5,500 USD IFIs, SARF, Canadian/ US State DOTs & City Officials

Registration: <https://www.irf.global/event/pbc22-amsterdam/>

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