



**IRF**  
GLOBAL

# Performance- Based Contracts

Orlando, FL USA

October 10-19, 2022



Executive Seminar



## **IRF Executive Seminar**

### **Performance-Based Contracts for Preserving Road Assets**

**October 10-19, 2022**  
**Orlando, FL USA**

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



### **Robert Fergerstrom | Independent PBC Consultant**

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.

# Agenda

## **Monday, October 10**

8:00 – 09:00 Registration  
9:00 – 9:45 Introductions & Seminar Overview  
9:45 – 10:45 Introduction to Performance-Based Contracting  
10:45 – 11:00 Break  
11:00 – 12:00 Overview of International Practices  
12:00 – 13:30 Lunch  
13:30 – 15:00 Road Asset Management  
15:00 – 15:30 Break  
15:30 – 16:30 Case Study on Road Asset Management

## **Tuesday, October 11**

9:00 – 10:00 Defining Risks under Performance Based Road Contracts (Agency Perspective)  
10:00 – 11:00 Defining Risks under Performance Based Road Contracts (Contractor Perspective)  
11:00 – 11:15 Break  
11:15 – 13:15 World Bank OPBRC / Contract Document Structure, Key Elements, Specifications (SCM)  
13:15 – 14:45 Lunch  
14:45 – 16:30 PBM Specifications

## **Wednesday, October 12**

9:00 – 10:30 Preparing the Contract  
10:30 – 10:45. Break  
10:45 – 12:00 Procuring the Contract  
12:00 – 13:30 Lunch  
13:30 – 14:45 Managing the Contract  
14:45 – 15:45 Argentina CREMA Experience  
15:45 – 16:00 Break  
16:00 – 17:00 Hybrid PBCs: PNG Case Study

## **Thursday, October 13**

9:00 – 10:00 Hybrid PBCs: Tajikistan Case Study  
10:00 – 12:00 Procurement for IFI funded Projects  
12:00 – 13:30 Lunch  
13:30 – 14:30 Combining Routine and Heavy Maintenance  
14:30 – 15:30 Virginia Department of Transportation Experience  
15:30 - 15:45 Break  
15:45 – 16:45 Country Presentations

## **Friday, October 14**

9:00 – 11:00 OPBRC Financial Model Exercise  
11:00 – 12:30 References & Seminar Wrap-Up  
12:30 – 13:30 Lunch  
13:30 – 14:00 Closing Ceremony and handing of certificates

## **Monday, October 17**

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

## **Tuesday, October 18**

9:00 – 14:00 Field Visit: Virginia Department of Transportation

## **Wednesday, October 19**

Departure

## Registration (hotel accommodation not included)

- 4,200 USD IRF Members / 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 / Groups of 3 or more
- 6,500 USD Non IRF Members
- 5,500 USD IFIs, SARF, Canadian/ US State DOTs & City Officials

### Seminar Hotel:



Hilton Orlando Buena Vista Palace Disney  
1900 E Buena Vista Dr, Lake Buena Vista, FL 32830  
<https://www.hilton.com/en/hotels/mcobuhh-hilton-orlando-buena-vista-palace>

**Registration:** <https://www.irf.global/event/pbc22-oct-orlando/>  
**For any support, please contact** [melabyad@irf.global](mailto:melabyad@irf.global)

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## **International Road Federation**

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