IRF GLOBAL

Performance-Based Contracts for Preserving Road Assets

Washington, DC USA
October 20-29, 2025

Executive Seminar

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Output & Performance-Based Contracts for Preserving Road Assets

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Washington DC, USA (Alexandria, VA USA)

Background

In traditional road construction and maintenance contracts, contractors are paid based on unit prices for various work items, often resulting in suboptimal outcomes. Because profits are tied to performing more tasks, contractors lack incentives to optimize their activities, driving up both costs and project timelines. In contrast, Performance-Based Contracts introduce a strong financial incentive for contractors to employ well-planned, efficient interventions that meet pre-defined Service Level indicators over time. By making payment contingent upon results rather than volume, performance-based contracts align the interests of contractors with those of highway agencies, fostering efficient and sustainable asset management.

In alignment with ongoing global efforts to promote Sustainable Infrastructure Development, leading international lending organizations and donor agencies—including the World Bank—are actively supporting these initiatives. Their provision of loans and technical assistance underscores the importance of helping highway agencies enhance local commerce and industry, positioning performance-based contracting as a strategic avenue for long-term infrastructure resilience and economic growth.

Seminar Highlights

Join a globally recognized Executive Seminar where international experts in contract management, financing, and sustainable transport policy will share best practices and case studies in performance-based contracting. The seminar features:

- A five-day program of targeted presentations and interactive discussions.
- A two-day schedule of technical site visits that bring real-world examples to life.

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.

Registration (includes 10 Nights Hotel)

- **5,700 USD IRF Members Groups of 3 or more**
- **6,200 USD Non IRF Members**

Seminar Hotel:

Sheraton Suites
801 North Saint Asaph Street,
Alexandria, Virginia 22314 USA

Registration: https://www.irf.global/event/pbc25-es-dc/
For any support, please contact melabyad@irf.global

Agenda

Monday, October 20

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

Tuesday, October 21

09:00 – 10:45 PBC Risk Assessment and Mitigation
10:45 – 11:00 Break
11:00 – 12:30 Preparing the PBM Contract
12:30 – 13:30 Lunch
13:30 - 15:00 Managing the PBM Contract
15:00 – 15:15 Break
15:15 – 16:30 PBC - Bolivia Case Study

Wednesday, October 22

08:30 – 10:00 PBM Specifications: Overview and Best Practices
10:00 – 11:30 Singapore Case Study
11:30 – 11:45 Break
11:45 – 13:00 World Bank OPBRC- Contract Document Structure
13:00 – 14:00 Lunch
14:00 – 16:00 World Bank OPBRC – Specifications

Thursday, October 23

09:00 – 10:30 OPBRC - India Case Study
10:30 – 10:45 Break
10:45 – 12:30 Hybrid PBC: PNG Case Study
12:30 – 13:30 Lunch
13:30 – 14:30 OPBRC/PBMC – Sub-Saharan Africa Case Study
14:30 – 14:45 Break
14:45 – 16:00 Open Forum- Participant Country Presentations; Individual Consultation/Tutorial

Friday, October 24

09:00 – 10:30 CREMA – Brazil/other LAC Case Studies
10:30 – 11:30 Area PBC – British Columbia Case Study
11:30 – 12:30 Closing Ceremony and Handing of Certificates

Saturday, October 25 & Sunday, October 26 (Free)

Monday, October 27

9:00 AM – 12:00 Fieldtrip – Demonstration for Road Condition Data Collection and Analysis (Lunch included)

Tuesday, October 28

9:00 AM – 12:00 Fieldtrip

Wednesday, October 29

Departure

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BEST PRACTICES • BUSINESS OPPORTUNITIES

Better Roads. Better World.

IRF GLOBAL

International Road Federation

GLOBAL HEADQUARTERS & SECRETARIAT
Madison Place
500 Montgomery Street, Fifth Floor
Alexandria, VA 22314 USA
Telephone: +1 703 535 1001 Facsimile: +1 703 535 1007

REGIONAL OPERATIONS
Brussels, Belgium | Accra, Ghana
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