

# **PUBLIC-PRIVATE PARTNERSHIP INTRODUCTORY WORKSHOP FOR INDIAN RAILWAYS**

## **Day One**

### **MODULE I: Introduction to PPPs**

- Types of PPPs (BOO, BOT, Leasing/Affirmage, Management Contracts, Service Contracts, Concession Contracts)
- Understand the role of PPP within the wider context of Government Policy
- Planning, Screening, and Structuring PPP Projects in the Railway Sector
- Introduction to PPP Project Finance
- Global experience in PPPs+ in the Railway Sector

### **MODULE II: Negotiations**

- Identifying responsibilities and determining legal liabilities of railway officials and private partner
- Identifying clear standards of performance and delivery or performance dates
- Balancing risks and benefits between railway officials and private partner (e.g., financial savings, return on investment, increased service)
- Contingency arrangements for failure of private partner
- Identifying mechanisms for monitoring performance and quality of service
- Establishing conflict resolution mechanisms
- Negotiating various agreements (development agreement; management and operations agreement; transfer agreement, etc)
- Negotiating Concessions

## **Day Two**

### **MODULE III: Risk Evaluation**

- Defining Risk
- Categories of Risk
- Undertaking preliminary risk assessment (Risk Identification, Risk Allocation, Qualitative Risk Allocation and Risk Quantification)
- Managing and allocating risks in PPP
- Establishing Risk Management Plans

### **MODULE IV: Contract Management, Evaluation and Appraisal**

- Phases of contract management in PPPs
- Tools for managing contracts
- Measuring Progress and managing risks
- Financial aspects of Bid Evaluation
- Monitoring performance through Key Performance Indicators
- Post contract monitoring and project closure

