

# CERTIFIED PPP PROFESSIONAL (CP3P) - FOUNDATION

**6 - 8 October, 2019**  
Jeddah, Saudi Arabia

## Course Summary:

The APMG Certified PPP Professional (CP3P), developed by a group of International Financial Institutions, is the definitive credential to demonstrate your proficiency with international PPP best practices. It is designed for new and seasoned professionals tasked with managing complex projects within their communities while benefiting from global credibility, competitive advantage and superior technical competence

As an APMG accredited training provider with an impeccable 100% success of CP3P exam delivery, PPP Experts are confident that our training programme will put you on track for the only universally recognised professional certification in PPPs.

Our 3-day CP3P Foundation course is an intensive training experience that covers the CP3P Level 1 learning material and includes the 40-minute exam of 50 multiple-choice questions. Though no prior knowledge of PPPs is required, pre-course study of APMG materials is a prerequisite for taking this demanding course. To assist you in that we will guide every participant through the CP3P Body of Knowledge with the help of a proprietary PPP Experts Online Classroom that hosts a suite of bespoke learning and self-testing tools such as our presentations, flashcards, per-chapter online quizzes, discussion fora, and online mock test. The PPP Experts classroom experience uses interactive and gamified learning methods that have proven highly efficient in achieving high level of recall and comprehension, involving emotional as well as analytical channels of learning.



## » About the Trainer

### Sergey Samolis

COO and Head of Training, PPP Experts

Sergey has over 15 years' experience in consulting, managing and financing PPP projects in transport, utilities, healthcare, education, energy and other infrastructure sectors across vast geographies, particularly in emerging markets. Prior to joining PPP Experts was Managing Director, Head of Infrastructure Finance in Sberbank Corporate and Investment Banking.

He has been teaching various aspects of PPP, infrastructure and project finance for close to 10 years, including government and corporate trainings, business schools and universities.

As an APMG Certified Trainer Sergey delivered CP3P training for public and private sector clients in Armenia, Bangladesh, Georgia, Montenegro, UK, Ukraine and Uzbekistan.

Sergey holds an MSc in Major Programmes Management from the University of Oxford, MBA from the London Metropolitan University, MA in Politics from University College London and BA in History from Moscow State University.

## » Why Attend

CP3P certification enables candidates at all levels from the Public and Private sectors to participate effectively in PPP teams at whichever phase of the Certification Program they are involved. It enables effective team building through bringing different disciplines together and provides career paths through attaining credentials.

## » Who should attend this training course

The course will be relevant to a wide range of PPP Stakeholders or interested parties from differing backgrounds including:

- Local and Government Departments
- Legal Professionals
- Commercial Managers
- Educational Institutions & Universities
- Project Managers
- Construction Managers
- Banking and Finance Professionals
- Educational Institutions & Universities

## » PPP Experts Promise

We always ensure that our trainers have an appropriate background in the topic that they are covering. All of our delivery team have been responsible for either project managing/ delivering/ managing PFI/PPP projects, or providing consulting services to projects

If you would like a detailed CV of the trainer, please contact a member of our team

## » Programme Outline

### DAY ONE - Overview of Fundamental PPP Concepts

#### Session 1

##### PPP Definition and Rationale

- **The definition of PPP**
- **Rationale for PPP**
- **Main characteristics of a PPP**
- **Where PPPs are used: infrastructure sectors**

#### Session 2

##### Alternatives for Infrastructure Finance and Procurement

- **Alternatives for infrastructure finance and procurement. What is and what is not a PPP?**
- **Motivations for using PPPs**
- **Key differences between traditional public procurement and private participation**
- **The spectrum of public to private participation (public procurement to privatisation)**
- **The typical pitfalls and caveats to consider when using PPP**

#### Session 3

##### Types of PPP and Other Terminology Applied

- **Types of PPP and terminology issues**
- **Types and variations of PPP**
- **Nomenclature – other names used for the PPP concept**
- **DBF(O)M, BOT, BOOT, BTO, PFI, Concession, etc.**

#### Session 4

##### Where PPPs are Used – Infrastructure Sectors

- **Concept of public infrastructure**
- **Economic and Social Infrastructure**
- **Applicability of different sectors and projects for PPPs**

### DAY TWO - PPP Deals and PPP Frameworks

#### Session 1

##### When to Use PPPs: Motivations and Caveats

- **Reasons and motivations for using PPPs**
- **Typical pitfalls and caveats to consider using PPPs**
- **Importance of sound selection, preparation and transparent tender process**
- **Role of the PPP framework in promoting and protecting a successful PPP approach**
- **Challenges of EMDE and LDCs in developing PPPs**

#### Session 2

##### Types of PPP and Typical Structure of a PPP Deal

- **Main elements of a PPP contract and the different roles of the various parties involved**
- **Structure of a PPP contract: upstream and downstream**
- **Payment mechanism**
- **Basic Structure of a PPP Project**
- **Key PPP stakeholders and their roles**

#### Session 3

##### How a Private Finance PPP Project is Financed

- **Foundations of Project Finance**
- **Sources of funds and types of PPPs**
- **Co-financed PPPs**
- **Considerations for the procuring authority**

## Key areas covered on the course

- PPP Definition and Rationale Alternatives for Infrastructure and Procurement
- Types of PPP and Other Terminology Applied
- Where PPPs are Used – Infrastructure Sectors
- When to Use PPPs: Motivation and Caveats
- Types of PPP and Typical Structure of a PPP Deal
- How a Private Finance Project is Financed
- PPP Frameworks Considerations
- PPP Procurement
- PPP Contract Management

## Comments from past programmes

“PPP Experts bring a remarkable level of experience and professionalism to this training course.”

*Md. Tanveer Hussein,  
Roads and Highways Authority of Bangladesh*

“The CP3P Foundation syllabus was quite challenging for our participants with no prior PPP experience, however Sergey Samolis skillfully applied innovative learning methods and aptly used his own PPP experience to make sure that the training was successful as well as enjoyable.”

*Remir Mukumov,  
Ministry of Finance of Uzbekistan*

“The PPP Experts CP3P Foundation training opened new horizons for me in terms of PPP advantages and ways of pursuing them. The trainer Sergey was thoroughly efficient. Really liked his delivery style, engaging and easy to follow.”

*Oksana Rosada,  
Ministry of Economy of Ukraine*

## Contact us

If you have any questions or would like further information on this or any of our training programmes, please contact us

 [www.pppexperts.com](http://www.pppexperts.com)

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 [info@pppexperts.com](mailto:info@pppexperts.com)

## Programme Outline

### DAY TWO - PPP Deals and PPP Frameworks

#### Session 4

##### How a Private Finance PPP Project is Financed (continued)

- **Role of Multilateral Development Banks (MDBs) and other development institutions**
- **Syndication process, A/B loan structure**
- **Bankability issues**
- **Financial ratios and financial structuring**

### DAY THREE - PPP Framework and Project Lifecycle

#### Session 1

##### PPP Framework Considerations

- **Definition of a PPP framework**
- **The need for proper framework**
- **Elements of a PPP framework**
- **Reasons for a private partner's interest in an efficient PPP framework and market**

#### Session 2

##### PPP Procurement

- **The PPP process cycle and the main phases (from identification to contract management)**
- **Key considerations and main phases of PPP procurement**
- **Pre-tender phases: project identification, PPP screening, appraisal, preparation**
- **Tender phase: bidding, negotiations, contract award, commercial and financial close**
- **Key bidding documents: business case, RFQ, RFP**
- **Bid structures in PPP procurement**

#### Session 3

##### PPP Contract Management

- **Two phases of contract management**
- **Construction phase**
- **Operation phase**
- **Implementing governance mechanisms**
- **Administering a PPP contract**

#### Session 4

##### Format of the Foundation Exam

- **Explanation of the structure of the Foundation exam**
- **Different question types**
- **Walk through exam candidate guidance**
- **Questions and answers**

### APMG Foundation Exam

- **Examination**
- **Post-exam questions**
- **In-situ papers marking and preliminary results**
- **Course wrap-up**
- **Feedback forms**

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## BOOK NOW!

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Surname	Mr/Mrs/Ms
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Position	Dept.
Signature	Date

I have read and understood the booking terms and conditions

Signature

Date

## Booking terms and conditions

### Customer Information

Fees include all the tuition, full course documentation, lunches and refreshments for the duration of the programme. Incidental expenses: PPP Experts Limited EMEA is NOT responsible for covering airfare or other travel costs incurred by registrants. Delegates will be responsible for their own accommodation. An invoice will be sent upon receipt of registration form. Payment must be received in full prior to the course start.

### Important Visa Information

Delegates are strongly advised to obtain relevant travel visas up to 3 weeks prior to the course.

### Disclaimer

PPP Experts Limited reserves the right to change or cancel any part of its published programme due to unforeseen circumstances.

\* The prices quoted here are correct at time of print but may be subject to change.

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A full refund less an administration fee of £200 will be given for cancellation requests received up to 30 working days before the event. Cancellations must be made in writing (letter) and reach this office before the 30 working day deadline. Delegates who cancel less than 30 working days before the event, or who don't attend, are liable to pay the full course fee and no refunds can be given. However, if you wish to transfer to another course of the same value, and you have paid your course fee in full, you will only be invoiced for 25% of the new course fee. Please note that you can only transfer once. Please note that the

next course must take place within 6 months of the initial application. Of course, a replacement is always welcome.