

Introduction to the CP³P[®] and the PPP Certification Guide



APMG Certified PPP Professional® (CP³P®) by K-infra



K-Infra and the CP³P® program

Accredited as a Training Organisation (ATO) by APMG International, K-infra is a fully PPP specialised company focused on PPP knowledge and best practice, and the leader of CP3P training with +4,500 candidates trained.



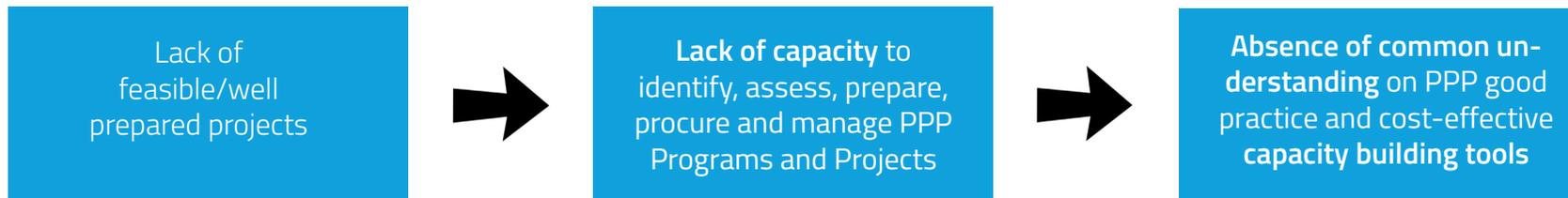
The main aim of the Guide and the PPP Certification Program is to encourage a common base of PPP knowledge which allows the acquisition of the CP3P® accreditation*.

*This requires passing the three exams or levels that cover the eight modules of the Guide (Foundation, Preparation and Execution).

The CP³P® program is promoted by the Asian Development Bank (ADB), the European Bank of Reconstruction and Development (EBRD), the Inter-American Development Bank (IDB), the Islamic Development Bank (IsDB), the World Bank Group (WBG) and is partially funded by the Public-Private Infrastructure Advisory Facility (PPIAF). The Certification is managed by APMG.



The need of the PPP Certification Program:





The PPP Certification Program

What CP³P® delivers

- Capacitation of PPP professionals under standards of homogeneous knowledge Common terms and definitions of PPPs. A standardised framework that provides clarity and consistency.
- Fosters the development of a common language and expectations.
- More people who understand PPPs.
- Improved PPP practitioner capabilities.
- Better project preparation and delivery.

Leading to

- ➔ More bankable projects in pipeline
- ➔ Fewer projects that fail to meet expectations or requirements
- ➔ Improved PPP performance globally
- ➔ Increased capacity to meet infrastructure demand
- ➔ Reduction in the infrastructure gap

The PPP Certification Program – what do you will learn?

- ✓ What a Public-Private Partnership is and what is not, the main types of PPPs and its variations
- ✓ The motivations that the government/granting authority has to promote a project as a PPP
- ✓ The benefits that the PPP option may imply for the government, in terms of efficiency as well as the risks inherent in the tool
- ✓ The basic operation of a PPP contract (its contractual and financial framework)
- ✓ How PPP projects are financed
- ✓ Good (and bad) practices in PPP Frameworks and program management
- ✓ The process of preparing and designing a PPP
- ✓ The main bidding models at the global level and the basic aspects of a bidding process
- ✓ The PPP contract design process and its main elements and how to conduct a tender / selection process
- ✓ What the management of the contract implies during its life, especially the processes of contractual changes, claims for rebalances and resolution of disputes .



The PPP Guide

MDB-endorsed encyclopaedic public good on PPPs presenting a collection of good practices structured by PPP life cycle stages.

Written by a group of 8 seasoned PPP practitioners with extensive regional and sectoral knowledge.

Reviewed by over 80 PPP experts from public, private sector and IFIs.

Published online and available for free on program website | Available in 8 languages.

The CP³P[®] Program is compounded by three exams corresponding to three levels (Foundation, Preparation and Execution), whose goal is to demonstrate sufficient mastery of the 8 chapters that compound the PPP Certification Guide.

The materials of the Foundation level are available in Spanish, French, Russian, Portuguese and Chinese (in addition to English). Full cycle is available in Chinese and is in progress for Russian version.

Foundation Exam



The Foundation certification is aimed at individuals who are involved in PPP projects and require a working knowledge of the key principles of financing PPP projects. The Foundation exam tests whether a candidate has sufficient knowledge and understanding of chapter 1 of the PPP Guide to act as an informed team member of a PPP finance project.

Preparation Exam



The Preparation exam tests whether the candidate has achieved sufficient understanding of how to apply and tailor PPP Frameworks and PPP Project Identification, Screening, Appraisal and Preparation Processes in a given governmental context.

Execution Exam



The Execution exam tests whether the candidate has achieved sufficient understanding of how to apply the structuring and drafting process of PPP tender documents and the PPP contracts, as well as the management of PPP contracts during the Construction and Operations Phases.



Contents of the PPP Guide

Chapter 1 – PPP Introduction and Overview explains the focus of the PPP Guide and describes the particular features of a PPP contract, the variations in terminology and contract structure, the potential benefits of PPPs as a procurement option, the particular challenges and potential pitfalls, the need to develop a PPP framework, the need to carefully manage the PPP process, and the main elements of the PPP process.

Chapter 2 – Establishing a PPP Framework describes the elements of a PPP framework and the challenges that arise. The chapter includes guidance on PPPs' strategic management and governance.

Chapter 3 – Project Identification and PPP Screening describes the main features of a robust project identification process, and explains how to assess the suitability of a project for PPP delivery. The chapter also includes an introduction to the cost-benefit analysis to confirm the Value for Money (VfM) of projects.

Chapter 4 – Appraising PPP Projects describes the need for and approaches to PPP project appraisal and preparation, including an introduction to commercial feasibility analysis and other related analyses that should be undertaken before a government decides to invest in and procure the PPP project.

Chapter 5 – Structuring and Drafting the Tender and Contract describes how to design a PPP tender strategy and structure a PPP contract. The chapter explains financial risk structuring, revenue, and payment mechanisms. It outlines the most common and advisable approaches to risk allocation and the key requirements of the Request for Qualifications and Request for Proposals. The chapter also describes how to incorporate the contract structure and tender strategy into the tender package.

Chapter 6 – Tendering and Awarding the Contract describes the main challenges and requirements for managing the tender process up to executing the contract.

Chapter 7 – Strategy, Delivery and Commissioning explains the need for and importance of a proactive contract management strategy, the main features of a contract management function, and the main challenges of contract management during the construction phase of a PPP project.

Chapter 8 – Operations and Hand-Back describes the main challenges and particularities of contract management during the operations phase of the contract, up to and including the hand-back of the asset upon the contract's expiration.



Our capabilities: partners and trainers

A fully PPP specialised company focus on PPP knowledge and best practice and the leader of CP3P training with **4,500+ candidates trained so far**.

Established in 2016 by Andres Rebollo, the main author and coordinator of the PPP Certification Guide (the Body of Knowledge of the APMG CP3P® Program).

Affiliated organizations providing CP3P training in specific geographies or languages, for Asia, the Middle East and Brazil.



Trainers

We have 14 highly recognized APMG-accredited expert partners worldwide, covering all geographies, including Europe, North America, the Middle East, South America, Africa and Asia. Some of them are also part of our team of expert PPP consultants to provide knowledge products and advice on PPP policies.



Andrés Rebollo
CEO of K-Infra
F-P-E



Richard Foster
Academic Partner
CEO Foster Infrastructure
F-P-E



Marcel van den Broek
Independent Consultant
F-P-E



Borja Rubio
Partner at K-Infra
F-P-E



Taras Boichuk
Partner Director at SPILNO
the PPP unit of the government of Ukraine
F-P-E



Our capabilities: partners and trainers



Richard Kupisz
Executive Advisor, National
Center for Privatization & PPP
Saudi Arabia
F-P-E



Jean Alexandre Blanchard
Concession director at Ministry
of Transport of France
F-P



Mateo de los Ríos
Founding partner of VIVEKA
Partner at EY
F-P



Jean-Francois Gautier
Investment banker at Dexia
F-P



Amandeep Singh Virk
PPP Specialist (ST Consultant)
at The World Bank
F



Guilherme de Ávila Naves
Founding partner of
Radar PPP
F



Renan Marcondes Fachinatto
Partner at Dal Pozzo Advogados
F



Ariana Proгри
Independent Advisor
F



Iryna Novikova
Advisor to the Prime Minister
of Ukraine
F

APMG Certified PPP Professional® (CP³P®) by K-infra



Our CP3P experience

 **+ 220** CP³P Courses (+90 in virtual modality)

 **+ 4500** examined candidates in 50 countries

 **+ 36** governments trained



APMG Certified PPP Professional® (CP³P®) by K-infra



K-infra's essentials

Seniority

Our trainers are real / seasoned PPP experts with real knowledge and experience in all continents

Consistent quality looking beyond the Guide

Our own materials designed by the lead authors of the Guide

All trainers trained in our methodology and resources

Real examples and cases to illustrate the main topics to reinforce the key messages of the syllabus

Technology

Interactive digital version of the PPT with Articulate

Our own LMS based in Moodle

Virtual classroom www.quizizz.com

Seniority

Consistency
beyond
the guide

Technology

Our CP³P course approach

DURATION



Foundation | 20 hours in 5 days | **Preparation and Execution** | 35-40 hours in 10-11 days

Pre-course period: self paced online

DIGITAL RESOURCES



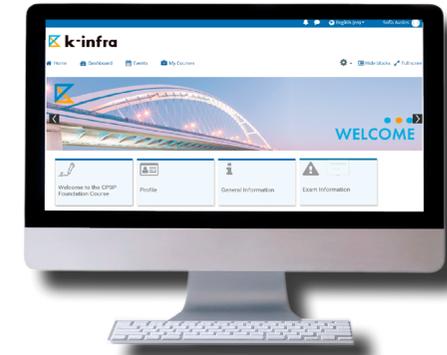
Digital interactive version of our PPTs (and a PDF copy) | Practice tests and example exams | Live test competitions

Complementary videos | Electronic data base of complementary readings

Our case studies & workbooks (Preparation/Execution) | Pre-recorded lessons (Execution)

All materials integrated in our LMS (Campus K-infra) | Streaming lessons delivered through our LMS

3 fully dedicated course managers





Testimonials



We're glad to meet/discuss with a trainer who have had a real experience from the government side in one of our PPP pipeline projects.

Marco Yamaguchi | Finance Divisor Manager (Non-Sovereign infrastructure) | AFDB



The way K-Infra develops, and conduct courses is excellent. It was a pleasure dealing with a professional organization that helped the Dutch government in understanding PPP's.

Jan van Schoonhoven | Senior Advisor on PPP and Innovative | Financing for the Netherlands Government



K-Infra virtual edition and blended learning experience brought me into a mind-blowing journey and provided me with best in class materials accessible 24/7.

Marco Yamaguchi | Finance Divisor Manager (Non-Sovereign infrastructure) | AFDB



The ideas of providing recorded training videos and playing quizziz along the course were brilliant to keep the participants motivated like regular classroom training.

Muhammad Bagus Alfian | Directorate of Government | Support and Infrastructure Financing Management
Ministry of Finance Republic of Indonesia



Well prepared with ample real working knowledge of the subject matter.

Youngki Hong | Investment Officer | IFC



CONTACT

k-infrastructure.com

T. +34 911 288 809

info@k-infrastructure.com

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