

Protecting Your PPP/BOT Project and Organization through

Drafting BOT/PPP Contracts & Conditions

2 Week Training Workshop

- ✓ Ensuring: Enforceability, Desired Performance, Effective Risk Transfer
- ✓ Covering: PPP/BOT Contracts for Projects and Services
- ✓ Avoiding Unnecessary Disputes & Claims
- ✓ Effectively Transfer Desired Risks to other BOT/PPP Parties
- ✓ Preventing Legal Non-Enforceability of Your Conditions
- ✓ Ensuring Meeting Your PPP/BOT Strategic Objectives

2 Week Workshop

Program Overview

PPP and BOT Projects have been the Government or Property Owner's Method of choice to enable Rapid Economic and Service Development even in the face of Limited Resources. But often these projects fail to meet the Intended Objectives including Local Community Development, Service Improvement, Efficient Operations and Reasonable Costs for the Users. The problem often lies in badly planned and drafted PPP/BOT Contracts. This program is designed to help you overcome these problems by designing in contract provisions that ensure the PPP other parties will be motivated to work towards the planned strategic objectives.

This program also helps you design into your Contracts Win-Win Provisions that encourage the other PPP parties to do Value Engineering, Improve the Projects, Focus on Local Community Development and Prevent Fraud.

The program further assists the participant develop inhouse knowledge of PPP Projects and Contracts – knowledge that help inhouse competency building and sharing in your region.

Drafting BOT/PPP Contracts must be done in a productive and efficient manner. This program will show how the participant can be Productive and Effective in PPP/BOT Contract Drafting using Drafting Productivity Enhancement Techniques like Standard Contracts, Particular Conditions, Checklist of Particular Conditions to Consider, Risk Analysis, Drafting Aspects of Risk Treatment, Communication and Coordination with the Stakeholders, Applying Relevant Lessons Learnt and Utilizing an Organizational Contract Drafting Knowledge Base.

In this program you can choose to work on any one of following Drafting Contract workshops...

1. Green Field Contract Drafting
2. Brownfield Contract Drafting

Drafting BOT/PPP Contracts & Conditions Training Workshop (BOT788-2)

Program Content

1. What are BOT/PPP Contracts
2. Meeting Strategic Objectives through PPP/BOT Contracts
3. Legal and Regulatory Framework for PPP/ BOT Contracts
4. Risks on Green Field BOT/PPP Infrastructure Contracts
5. Additional Risks on Brown Field BOT/PPP Infrastructure Contracts
6. Risks on PPP Service Contracts
7. Some Important Aspects
 1. KPIs
 2. Minimum Operating Performance
 3. Business Information System
 4. Facility & Data Security
 5. Design Standards
 6. Operating Management Standard
 7. Joint Venture Aspects
 8. Project Change Management
 9. Cost Escalation
 10. Performance Guarantees
 11. Service Levels
 12. Revenue Management
 13. Auditing
8. Default Liability Distribution of BOT/PPP Project Risks
9. Transferring Specific Risks on the other PPP/BOT Parties
10. Capability Required in PPP/BOT Parties to Bear the Inherent Project Risks
11. Understanding the Negative Aspects of BOT/PPP Contracts for the Owner Organization and Community
12. Contractual Arrangements to Mitigate Possible Negative Implications of BOT/PPP Projects
13. Contracting Process - Understanding Legal Risk Transfer Aspects
14. Contract Conditions - Understanding Legal Risk Transfer Aspects
15. Contract Administration Provisions – that Help Desired Risk Transfer
16. Workshop 1 – Transferring Specific BOT/PPP Risks
17. Understanding Rules for Contract Interpretation (so we Draft Enforceable Contract Conditions)
18. Due-Diligence in BOT/PPP Contract Drafting
19. Drafted Contract Provisions that will Capture Mitigation Possibilities Data so that Mitigation that was Available becomes a Clear Fact
20. Workshop 2 Drafting Clauses for Particular Identified BOT/PPP Project Specific Risks
21. Drafting Contract Conditions such that Evidence Required to Defend your Rights will be produced as Part of Contract Administration and Reporting Requirements
22. Drafting Contracts to Encourage Value Engineering and Cost Saving Innovations by the Contractor or Supplier or Service Provider
23. Participant Individualized Action Plan
24. Program Recommendations

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Program Outcomes and Takeaways

Euro Training is in the business of providing practically useful training programs.

Programs that -

1. Help the participant implement systems in his organization
2. Help the participant gain *multi-discipline* understanding of the issues so that he can incorporate the needs and expectations of all stakeholders and all his customers, in his improvement proposals and actions
3. Help build a knowledge framework in which job related experience can be caught and remembered as his experience
4. Euro Training instructors often act as mentors for the participants. It's the most effective way to ensure effective competency development and the subsequent application of those competencies on the job, by your motivated staff. We do have consultants available across Americas, Europe, Asia and Africa (Please inquire about our post program mentoring plans).

Benefits to Organization

Sending participant/s to this program will benefit the organization in the following ways-

1. Quickly make the participants competent, effective and productive on their job. Useful especially for
 1. Training new employees
 2. Competency building in existing employees transferred to a new assignment
 3. Training prior to a new project or initiative planned in the organization
2. Help the employee do his job well by developing competencies related to-
 1. Relevant technical knowledge and skills
 2. Organizations' strategic objectives
 3. Needs and expectations of the stakeholders/customers (internal and external)
 4. Good management practices
 5. Identifying opportunities to exceed stakeholder/customer expectations
3. Create a pool of trained manpower that can cost-effectively disseminate the knowledge to a large number of

Individual Career Benefits for Participants

1. You gain a multi-discipline understanding of the issues. That means, when you make proposals or decisions on your job, you will keep in mind the needs and expectations of ALL the stakeholders/customers (internal and external).
2. Understanding and acting with understanding of the needs and expectations of your stakeholders/customers is known to enhance *job satisfaction* and reduce Monday morning blues.
3. As one of your stakeholders/customers is Executive Management, the program ensures that you know the strategic imperatives that drive the organization's efforts in your relevant job area.

For Latest Program Schedule Email

bot788-2@EuroTraining.com

www.eurotraining.com/bro/bot788-2.php

REGISTRATION FORM	
Program:	Drafting BOT/PPP Contracts & Conditions Workshop (BOT788-2)
Location Where Attending:	
Program Dates:	
Whether Participant will Consider Alternate date if one requested is not available:	
Participant Name Prefix: Mr/Ms/Mrs	
Participant Name:	
Participant Job Title:	
Participant Department & Section:	
Participant Employer/ Company:	
Participant's Present Job Responsibilities:	
Participant Email Address:	
Participant Mobile Number:	
Sponsored by:	
Sponsoring Company:	
Job Title of Sponsoring Authority:	
Name of Sponsoring Authority:	
Email of Sponsoring Authority:	
Fax of Sponsoring Authority:	
Telephone Nos. of Sponsoring Authority:	
Web Site of Sponsoring Company:	
Invoice Reference:	
Invoicing Address:	

REGISTRATION INFORMATION

- To register:** Please send us an official letter confirming registration (on organizational letterhead or Authorized Email).
- Program Fee is
 - USD \$7,900 per participant and includes Course Materials, Certificate, Refreshments and Lunch. (Fee at London, Paris and Kuala Lumpur is \$8,690 per participant)
- Accommodation & Taxes/VAT (if applicable) is not included in Program fee. Special rates will be available at venue hotel for the participants.
- Special discount of 10% is offered for participants who pay their fees at least 45 days before start of the program.
- Refund will not be considered where the participant cancels his registration less than 3 weeks before start of the program. Alternate nominations will be allowed anytime before program start.
- All participants are required to fill in Participant Information form - on first day of the program. Each program Undergoes Customization to Better Meet Participant Present and Future Career Needs. Please be prepared to let the Instructor/s know about your organization's Special Needs, Interests or Initiatives.
- It is always useful for participants to bring their existing problems or case studies, work-process flow charts or job related problems for discussion - consideration will be at sole discretion of the program director/s.
- Provisional Registration:** You can make a provisional registration by sending us an email – an official registration request can be made within 2 weeks. This will ensure we will reserve a seat. All provisional registrations automatically cancel 2 weeks before program start.