

Managing Build Operate Transfer Projects & Contracts

Helping Achieve Project Strategic Objectives

Covering BOT, BOOT, PPP Models

2 Week Training Workshop

A 2 Week Training Workshop

Program Overview

The participant will learn the multi-discipline skills for Managing BOT/ BOOT/PPP Projects and Contracts. Participant will learn about Aligning BOT Project Objectives with Your Organizational Mission, Vision, Strategic Objectives; Planning Successful BOT Projects; Provide Input for Drafting BOT Contracts,; Manage Risks, and, Effective Planning and Administering. The program will enable the participant to Report Progress, Evaluate Performance of such Projects, and setup systems to Effectively Manage such Projects.

Program Content

1. Aligning BOT Project Objectives
2. Aligning BOT Project Objectives with Your Organizational Mission, Vision, Strategic Objectives or Quality Policies.
3. BOT, BOOT, PPP Projects
4. Legal Frameworks within which BOT Projects are Undertaken
5. Common Problems faced when trying to Implement Bot Projects
6. Solutions to Common BOT Project Roadblocks
7. Insuring Maximum Advantage to the Country during BOT Projects
8. Insuring Maximum Advantage to Community through BOT Projects
9. Key Issues in Managing BOT Contracts
10. Risks on BOT Projects
11. Financing aspects
12. Cost Estimates for BOT Projects
13. Allowable & Non-Allocable Costs
14. BOT Project Knowledgebase and Database
15. Training for Local Staff aspects
16. Technology Transfer aspects
17. Improvement, Renewal and Value Engineering aspects
18. Facility & Data Security aspects
19. Project Design aspects
20. Operation Management Standard
21. Joint Venture aspects
22. Change Management aspects
23. Cost Escalation aspects
24. Performance Guarantees aspects
25. Service Level Agreements aspects
26. Subcontractors aspects
27. Sharing Risks on BOT Projects (Contracts)
28. Insuring Local Content in BOT Projects
29. Strategies for Converting a Non-Viable BOT Project into a Viable BOT Project.
30. Request for Proposals
31. Proposal Evaluation (including Multiple Proposals)
32. Concession Revenue Management
33. Planning the BOT Project
34. Monitoring the Project
35. Reporting Progress
36. Reporting Early Warning Signs on the BOT Project

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37. Change Management on BOT Projects
38. Closedown Reporting on BOT Projects
39. Workshop 1
40. Outline Action Plan
41. Workshop 2
42. Your Individualized Action Plan
43. Program Recommendations

Who Should Attend?

All BOT Project Professionals, Managers, Coordinators, Audit, Management & Contract Professionals & Managers.

This program can be used to Train and Build BOT Project Execution, Management and Administration Teams.

Program Outcomes and Take-Away/s

Euro Training is in the business of providing practical useful training programs. Programs that

1. Help the participant implement improvements 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 his stakeholders/ customers in his improvement proposals and actions.

Benefits to Organization

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

1. Quickly makes the participants competent, effective and productive on his 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. Create Competency in the employee to perform his job well. including in relation to

1. Relevant Technical Knowledge, Skills and Competencies
2. Organizations' Strategic Objectives
3. Needs and Expectations of the Stakeholders/ Customers (internal & external)
4. Good Management Practices
5. Identifying opportunities to Exceed Stakeholder/ Customer Expectations

Participant Individual Career Benefits

1. You gain a multi-discipline understanding of the issues. Meaning when you make proposals and decisions on your related job you will keep in mind the needs and expectations of ALL the stakeholders/ customers (internal & 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.

This Program is Intended for...

This program is intended for all professionals and executives involved in any stage of the BOT or BOOT or PPP Projects. Those new to the field take away a good multi-discipline understanding of the issues involved in their BOT Stage work.

More experienced participants take away an individualized action plan to implement improvements in their work processes.

Implementation Teams: This program can be used to train implementation teams...

1. when a new BOT project or initiative is being started in your organization
2. when a new BOT strategic focus is being initiated
3. just prior to a BOT consultant being hired to advise the organization

Registration Recommendations

Team Nominations: This program aims to ensure the participants have their individualized improvement plan at the end of the program. So, foreseeing the effort involved, anticipating resistance and implementation requirements, it is recommended that the organization nominate **at least two participants together** (three will be more desirable) for this program.

It is anticipated that these 2 or more participants will work together as a team or provide mutual support in order to implement the action plan.

Single nominations will also be accepted for the program. Single nominations are typically used to -

1. Develop personnel skills in critical skills and methodologies covered in this program.
2. Train individuals for leadership roles in business units or departments. This program will help the participant coach and lead his team in these critical skills and methodologies. (The program typically does not cover coaching skills but provides the related technical understanding in an easy to communicate manner).

For Latest Program Schedule Email:

bot789-2@EuroTraining.com

www.eurotraining.com/bro/bot789-2.php

REGISTRATION FORM	
Program:	Managing Build Operate Transfer Projects & Contracts Workshop (BOT789-2)
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:	
<u>Sponsored by:</u>	
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

1. To register: Please send us an official letter confirming registration (on organizational letterhead or Authorized Email).
2. Program Fee is
 - o 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)
3. Accommodation & Taxes/VAT (if applicable) is not included in Program fee. Special rates will be available at venue hotel for the participants.
4. Special discount of 10% is offered for participants who pay their fees at least 45 days before start of the program.
5. Refund will not be considered where the participants cancel his registration less than 3 weeks before start of the program. Alternate nominations will be allowed anytime before program start.
6. 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.
7. 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.
8. 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.
9. Please note: No Live Voice Requests for Registration or Provisional Registrations.