



SEMINAR FOR MANAGING DIRECTOR AND TOP-MANAGERS from Ministry and Water and Sanitation Utilities

PUBLIC-PRIVATE PARTNERSHIPS IN WATER SUPPLY, WASTEWATER AND SOLID WASTE MANAGEMENT

APRIL 17 to 20, 2023 at Nairobi University



https://waterforall.utilities.management/formation_dg/skills_know-how_md

Day 1
**Introducing and scoping
PPP concept**

- Explain the definition of the PPP financing tool
- Identify the main characteristics of a PPP financing structure
- Understand the main conventional or publicly-financed procurement methods and *what differentiates them from PPPs*
- Structuration of a PPP contract

Day 2
**Structuring PPP project
and process cycle**

- Explain why selection, preparation and transparent tender processes matter
- Identify the main elements of a PPP contract and the different roles and obligations of the various parties involved
- PPP project appraisal process and key assessments including indicators and elements for Bankable PPP project
- The importance of contractual revenue

Day 3
**Review of key PPP
finance and project
agreements**

- What to look out for from a Task Manager / Investment Officer perspective when reviewing / marking up Loan Agreements
- What to look out for from a Task Manager / Investment Officer perspective when reviewing / marking up Concession Agreements
- What to look out for from a Task Manager / Investment Officer perspective when reviewing / marking up EPC contracts and Operation & Maintenance Agreements

Day 4
**PPP project
management**

- What constitutes a successful project and why projects may fail
- Demonstrate the PPP process cycle and the main phases (from identification to contract management)
- Considerations for the procuring authority regarding financial aspects
- Potential pitfalls and concerns

Bertrand DARDENNE – General Manager - ASPA Utilities



is a civil engineer with over 25 years of experience in the water sector, mainly in developing country. He is a former student of the French Polytechnic School and has a PhD in development economics from the University of La Sorbonne in Paris.

As an operator of water supply companies, he has held senior executive positions in branches of the Générale des Eaux (Veolia Group) and Lyonnaise des Eaux, where he was the managing director of LYSA, a subsidiary in charge of technical operations for numerous international services of the group. Since 2002, he has focused on consultancy work in the water sector. His skills especially cover corporate development and the engineering of public-private partnerships, the economic analysis of operating performance, assistance in financial engineering and technical assistance in business management. Mozambique, Benin, Togo, Senegal, Mali, Morocco, Vietnam and Brazil are some of the countries where he has worked in the past three years. He has published several books and articles on the development of water utilities. As such, his support to the OpT International Executive Master will enable the examination of a wide range of case studies that he has encountered in the field and has sometimes solved and what has happened since.

<https://www.aspa-utilities.com>

Jan G. JANSSENS – Managing Director - JJC Advisory Services



is the Managing Director of JJC Advisory Services, a Swiss-based consulting company. Her main area of expertise is strategic advice and capacity building for institutional reform of the water sector, water services development and public-private partnerships (PPPs). He has more than 35 years of experience in the water and sanitation sector, in projects for major international financial institutions, including the World Bank, the European Investment Bank and local actors (governments and public or private operators). He has led numerous PPP projects and consultancy assignments in water infrastructure and has worked in sub-Saharan Africa, North Africa, the Middle East and Asia. He is also a member of the AIT Advisory Group for Low- and Middle-Income Countries (LAMIC) and the International Council (IC) of the American Water Works Association (AWWA). In 2008, he received the Honorary Membership Medal from the African Water Association (AFWA). In 2010, he became an Honorary Associate of the UNESCO Center for Water Law, Politics and Science (University of Dundee, Scotland, United Kingdom). He holds an MBA from Vlerick Gent-Leuven Business School and was a student at IMD Lausanne.

https://ch.linkedin.com/in/jan-g-janssens-240a05b?original_referer=https%3A%2F%2Fwww.google.com%2F

TRAINING LENGTH

April 17 to 20,2023 (4 days training)

WHERE

Nairobi University (<https://www.uonbi.ac.ke>)

COST for participants from Nairobi

4447 euros (coffee-breaks and lunches included)

- 10% if registration 3 months prior seminar
- 10% more off if 2 or more registered from the same Ministry or company

COST

5047 euros

(accommodation 4* hotel, transfers, coffee-breaks and lunches included)

- 10% if registration 3 months prior seminar
- 10% more off if 2 or more registered from the same ministry or company

REGISTRATION

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