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PPP Procurement, Bidding & Contract Negotiation Strategies

This course covers the core procurement, bidding, and negotiation processes for Public Private Partnership (PPP) projects. The curriculum focuses on compliance, strategic communication, and aligning technical, financial, and legal requirements. Participants will learn to plan procurement, conduct market sounding, design bids, and apply evaluation methods. Through case studies and simulations, participants will be enabled to practice structuring tender documents, designing scoring mechanisms, and leading competitive dialogues.

WHO SHOULD ATTEND?

This course is designed for PPP transaction management and unit directors, project development, contract negotiation, public officials, policy makers, investment officers, private sector developers and consortium leaders overseeing PPP procurement frameworks. It is equally valuable for bankers, investors, representatives of DFIs, auditors, and regulators, international development agency representatives and consultants supporting PPP programs.

COURSE OUTCOMES

Delegates will gain the skills and knowledge to:

- Navigate the principles and legal stages of PPP procurement.
- Design transparent, competitive, and fair bidding processes.
- Develop key tender documents and evaluation methodologies.
- Conduct effective market sounding and stakeholder engagement.
- Manage bid evaluation to ensure value-for-money outcomes.
- Apply negotiation strategies that balance public and private interests.
- Finalize robust PPP contracts for financial close and execution.

KEY COURSE HIGHLIGHTS

At the end of the course, you will understand;

- The end-to-end PPP procurement process.
- How to structure transparent and competitive bidding processes.
- The preparation of prequalification documents, bid invitations, and evaluation frameworks.
- The negotiation frameworks used to align public and private objectives during contract discussions.
- How to manage confidentiality, fairness, and compliance throughout PPP bidding.
- Key elements of contract finalization, including performance guarantees and financial close conditions.
- The importance of governance, transparency, and stakeholder engagement in ensuring sustainable PPP outcomes.

All our courses are dual-certificate courses. At the end of the training, the delegates will receive two certificates.

1. A GTC end-of-course certificate
2. Continuing Professional Development (CPD) Certificate of completion with earned credits awarded.