PPP Business Case Development Training Course

Professional Development Training Course Outline

Category	General Training	**Duration**	5 Days
Base Fee	$1,500 USD	**Delivery Mode**	Online / On-site Hybrid

Course Introduction

PPP Business Case Development Training Course provides a practical and strategic framework for developing robust, evidence-based Public-Private Partnership business cases that support investment decisions, public value, affordability, risk allocation, and project bankability. The course covers Public-Private Partnership feasibility assessment, demand analysis, value-for-money analysis, financial modelling, economic appraisal, fiscal impact assessment, risk management, procurement strategy, stakeholder engagement, and investment decision-making. Participants will learn how to transform infrastructure and public-service concepts into commercially viable and investment-ready Public-Private Partnership proposals.

The programme integrates international Public-Private Partnership standards, business case development methodologies, financial analysis, economic evaluation, governance requirements, and global infrastructure case studies. It strengthens institutional capacity to prepare credible Public-Private Partnership business cases that withstand technical, financial, legal, environmental, and regulatory scrutiny while supporting sustainable infrastructure development, private-sector investment, public value creation, and long-term service delivery.

Programme Curriculum

PPP Business Case Development Training Course

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Course Objectives

1. Develop high-quality Public-Private Partnership business cases.
2. Apply feasibility and investment appraisal techniques.
3. Conduct demand, market, and needs assessments.
4. Evaluate value for money and affordability.
5. Develop robust Public-Private Partnership financial models.
6. Assess fiscal impacts and government commitments.
7. Design effective risk allocation frameworks.
8. Evaluate economic, social, and environmental benefits.
9. Develop bankable infrastructure project structures.
10. Apply stakeholder engagement and governance strategies.
11. Align projects with Public-Private Partnership policies and regulations.
12. Strengthen procurement and transaction strategy development.
13. Prepare investment-ready recommendations for decision-makers.

Organizational Benefits

- Improved Public-Private Partnership project selection and prioritization.
- Stronger business case quality and investment decisions.
- Enhanced financial and economic appraisal capabilities.
- Better risk identification and allocation.
- Improved value-for-money assessment.
- Stronger project bankability and private-sector confidence.
- Better fiscal risk management and affordability analysis.
- More effective stakeholder and institutional coordination.
- Reduced project preparation and transaction risks.
- Improved infrastructure delivery and public-service outcomes.

Target Audiences

1. Public-Private Partnership unit professionals.
2. Government infrastructure and investment officials.
3. Project finance and investment professionals.
4. Infrastructure planners and development specialists.
5. Procurement and contract management professionals.
6. Financial analysts and economists.

7. Legal, regulatory, and policy professionals.
8. Private-sector developers, investors, and advisers.

Course Duration: 5 days

Course Modules

Module 1: Public-Private Partnership Business Case Fundamentals

- Business case principles, structure, purpose, and decision gates.
- Public-Private Partnership project identification and strategic alignment.
- Needs assessment, problem definition, and project objectives.
- Strategic, economic, commercial, financial, and management cases.
- Business case governance, quality assurance, and approval requirements.
- Global case study: United Kingdom Five Case Model application.

Module 2: Project Identification and Strategic Assessment

- Infrastructure needs, service gaps, and investment priorities.
- Strategic fit with national development and sector plans.
- Project scope, outputs, outcomes, and performance indicators.
- Demand drivers, beneficiaries, and service requirements.
- Strategic options analysis and preliminary project screening.
- Global case study: Kenya infrastructure Public-Private Partnership planning.

Module 3: Feasibility and Options Analysis

- Technical, operational, environmental, social, and legal feasibility.
- Public sector comparator and conventional procurement assessment.
- Shortlisting and evaluation of alternative delivery models.
- Cost-benefit analysis and lifecycle cost assessment.
- Sensitivity analysis and critical feasibility assumptions.
- Global case study: Australia infrastructure options appraisal.

Module 4: Financial and Economic Business Case

- Capital expenditure, operating expenditure, revenues, and lifecycle costs.
- Financial modelling, cash-flow forecasting, and funding requirements.
- Economic benefits, costs, externalities, and social value.
- Net present value, internal rate of return, and affordability.
- Government support, fiscal commitments, and contingent liabilities.
- Global case study: India transport Public-Private Partnership financing.

Module 5: Value for Money, Affordability and Risk

- Value-for-money assessment and affordability thresholds.
- Public-Private Partnership risk identification and quantification.
- Risk allocation between public and private partners.
- Scenario testing, sensitivity analysis, and stress testing.
- Fiscal risk management and long-term government exposure.
- Global case study: Canada Public-Private Partnership risk allocation.

Module 6: Commercial Structure and Bankability

- Revenue mechanisms, payment structures, and commercial models.
- Private-sector requirements and investor expectations.
- Bankability, creditworthiness, and financing conditions.
- Contract duration, performance requirements, and incentives.
- Market sounding and private-sector engagement.
- Global case study: South Africa infrastructure Public-Private Partnerships.

Module 7: Procurement, Governance and Implementation

- Public-Private Partnership procurement strategies and transaction stages.
- Governance structures, institutional responsibilities, and approvals.
- Procurement documentation and evaluation frameworks.
- Stakeholder engagement, communication, and decision management.
- Implementation planning, monitoring, and performance management.
- Global case study: Brazil transport Public-Private Partnership procurement.

Module 8: Business Case Preparation and Investment Decision

- Integrating strategic, economic, commercial, financial, and management cases.
- Business case documentation, executive summaries, and recommendations.
- Investment committee presentations and decision-making.
- Business case review, quality assurance, and approval readiness.
- Project implementation roadmap and transaction preparation.
- Global case study: United States infrastructure investment decision-making.

Training Methodology

- Instructor-led presentations using practical Public-Private Partnership frameworks.
- Interactive workshops involving business case development exercises.
- Financial modelling, affordability, and value-for-money simulations.

- Group discussions, stakeholder analysis, and risk allocation exercises.
- Global case studies covering successful and challenging Public-Private Partnership projects.
- Practical presentations, peer review, assessments, and facilitator feedback.

Register as a group from 3 participants for a Discount

Send us an email: info@fineskilltrainingcenter.org or call *+254769199797*

Certification

Upon successful completion of this training, participants will be issued with a globally- recognized certificate.

Tailor-Made Course

We also offer tailor-made courses based on your needs.

Key Notes

a. The participant must be conversant with English.

b. Upon completion of training the participant will be issued with an Authorized Training Certificate

c. Course duration is flexible and the contents can be modified to fit any number of days.

d. The course fee includes facilitation training materials, 2 coffee breaks, buffet lunch and A Certificate upon successful completion of Training.

e. One-year post-training support Consultation and Coaching provided after the course.

f. Payment should be done at least a week before commence of the training, to Fineskill Training Center account, as indicated in the invoice so as to enable us prepare better for you.

Upcoming Scheduled Sessions

Start Date	End Date	Location	Price
23 Nov 2026	27 Nov 2026	Online	$1,000
23 Nov 2026	27 Nov 2026	Physical	$1,500
23 Nov 2026	27 Nov 2026	Physical	$3,000
23 Nov 2026	27 Nov 2026	Physical	$3,000

Start Date	End Date	Location	Price
23 Nov 2026	27 Nov 2026	Physical	$6,000
23 Nov 2026	27 Nov 2026	Physical	$4,500
23 Nov 2026	27 Nov 2026	Physical	$6,000
23 Nov 2026	27 Nov 2026	Physical	$6,000

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