# PPP Commercial Assessment Training Course

Professional Development Training Course Outline

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

## Course Introduction

Public-Private Partnerships Commercial Assessment is a critical process for determining whether proposed public-private partnership projects are commercially viable, financially sustainable, bankable, and capable of delivering value for money. Public-Private Partnership Commercial Assessment Training Course provides comprehensive knowledge and practical skills in commercial feasibility analysis, revenue assessment, cost modelling, risk allocation, market analysis, affordability assessment, project structuring, and transaction preparation. Participants will explore modern public-private partnership commercial assessment frameworks, financial modelling techniques, procurement considerations, contract structures, investor requirements, and value-for-money principles used in infrastructure development.

The course focuses on strengthening commercial decision-making throughout the public-private partnership project lifecycle, from project identification and preliminary assessment to market sounding, financial close, contract negotiation, and implementation. Participants will develop practical capabilities to assess project revenues, operating costs, demand assumptions, financing structures, commercial risks, private-sector returns, and public-sector affordability. International case studies will demonstrate how governments and private investors have applied commercial assessment approaches to transport, energy, water, healthcare, telecommunications, and social infrastructure projects.

## Programme Curriculum

**Public-Private Partnership Commercial Assessment Training Course**

**Introduction**

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modelling, risk allocation, market analysis, affordability assessment, project structuring, and transaction preparation. Participants will explore modern public-private partnership commercial assessment frameworks, financial modelling techniques, procurement considerations, contract structures, investor requirements, and value-for-money principles used in infrastructure development.

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**Course Objectives**

By the end of the course, participants will be able to:

1. Apply public-private partnership commercial assessment frameworks.
2. Conduct commercial feasibility and market assessments.
3. Evaluate project revenue and cost structures.
4. Develop robust public-private partnership financial models.
5. Assess affordability, bankability, and investment potential.
6. Analyse commercial and project risks.
7. Design appropriate risk allocation mechanisms.
8. Evaluate private-sector investment returns.
9. Apply value-for-money and economic assessment principles.
10. Conduct market sounding and investor engagement.
11. Assess financing and funding structures.
12. Strengthen commercial negotiation and transaction strategies.
13. Support evidence-based public-private partnership investment decisions.

**Organizational Benefits**

- Improved public-private partnership investment decisions
- Stronger commercial feasibility assessment capabilities
- Better risk allocation and mitigation
- Enhanced project bankability and investor confidence
- Improved value-for-money outcomes
- Stronger financial and commercial governance
- Reduced project development and transaction risks
- More effective engagement with private investors
- Improved procurement and transaction preparation
- Stronger infrastructure project sustainability

**Target Audiences**

1. Public-private partnership unit professionals

2. Government infrastructure and investment officials
3. Project finance and investment professionals
4. Commercial and financial analysts
5. Infrastructure development managers
6. Legal and procurement professionals
7. Private-sector investors and developers
8. Consultants, advisors, and transaction specialists

**Course Duration:** 5 days

**Course Modules**

**Module 1: Public-Private Partnership Commercial Assessment Fundamentals**

- Principles and objectives of commercial assessment
- Public-private partnership project lifecycle
- Commercial feasibility assessment frameworks
- Key commercial success factors
- Bankability and investor requirements
- Global case study: United Kingdom public-private partnership infrastructure projects

**Module 2: Market, Demand, and Revenue Assessment**

- Market analysis and demand forecasting
- Customer segmentation and willingness-to-pay analysis
- Revenue modelling and pricing strategies
- Demand risk and revenue sensitivity
- Market sounding techniques
- Global case study: Australia transport infrastructure concessions

**Module 3: Cost, Affordability, and Financial Analysis**

- Capital expenditure and operating expenditure assessment
- Lifecycle cost analysis
- Government affordability assessment
- Financial sustainability analysis
- Sensitivity and scenario analysis
- Global case study: South Africa infrastructure public-private partnerships

**Module 4: Financial Modelling and Investment Appraisal**

- Public-private partnership financial model structures
- Cash-flow forecasting and financial projections

- Internal rate of return and net present value analysis
- Debt, equity, and financing assumptions
- Financial close requirements
- Global case study: India infrastructure investment projects

**Module 5: Commercial Risk Allocation and Management**

- Identification and classification of commercial risks
- Demand, revenue, construction, and operational risks
- Risk allocation principles
- Risk pricing and mitigation strategies
- Risk-adjusted commercial assessment
- Global case study: Canada public-private partnership risk allocation

**Module 6: Value for Money, Bankability, and Commercial Structuring**

- Value-for-money assessment
- Public sector comparator considerations
- Bankability requirements
- Private-sector return expectations
- Commercial structure evaluation
- Global case study: Brazil infrastructure concession programmes

**Module 7: Financing, Procurement, and Transaction Assessment**

- Funding versus financing structures
- Debt and equity considerations
- Procurement strategy and commercial implications
- Transaction preparation and market engagement
- Financing risks and financial close
- Global case study: Kenya infrastructure public-private partnership transactions

**Module 8: Commercial Negotiation and Transaction Readiness**

- Commercial negotiation strategies
- Contractual commercial considerations
- Investor and lender engagement
- Transaction readiness assessment
- Commercial evaluation and decision-making
- Global case study: Singapore infrastructure public-private partnership projects

**Training Methodology**

- Instructor-led presentations and interactive discussions
- Practical commercial assessment exercises
- Financial modelling and scenario-based activities
- Group workshops and problem-solving sessions
- International case studies and comparative analysis
- Market sounding and negotiation simulations
- Project-based assessments and participant presentations
- Question-and-answer sessions with practical applications

**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 |

| Start Date | End Date | Location | Price |
|---|---|---|---|
| **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 |
| **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 |

Ready to enroll or request a customized program? Book online or contact us:

**Register Online Now**

Email: info@fineskilltrainingcenter.com | Website: www.fineskilltrainingcenter.com