PPP Direct Negotiation Strategies 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

Public-Private Partnerships Competitive Tendering Training Course provides a comprehensive and practical framework for professionals involved in competitive procurement, tender preparation, bid evaluation, contract award, and public infrastructure delivery. The course focuses on Public-Private Partnerships competitive tendering, procurement strategy, market sounding, tender documentation, prequalification, request for proposals, bid evaluation, financial analysis, technical evaluation, risk allocation, transparency, integrity, value for money, and contract award. Participants will develop practical capabilities for designing and managing competitive tendering processes that attract qualified private-sector partners while protecting public-sector interests.

The programme examines international Public-Private Partnerships procurement standards, competitive dialogue, negotiated procedures, evaluation methodologies, bid clarification, financial and commercial assessment, governance controls, procurement compliance, stakeholder engagement, and dispute avoidance. Through practical exercises and global case studies, participants will learn how successful Public-Private Partnerships programmes manage competition, maintain fairness, reduce procurement risks, improve value for money, and achieve bankable and sustainable infrastructure outcomes.

Programme Curriculum

Public-Private Partnerships Competitive Tendering Training Course

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Course Objectives

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

1. Understand advanced Public-Private Partnerships competitive tendering principles.
2. Develop effective procurement and tendering strategies.
3. Apply international competitive procurement standards.
4. Design transparent prequalification and bidding processes.
5. Prepare high-quality tender and request-for-proposal documents.
6. Establish robust technical and financial evaluation criteria.
7. Evaluate private-sector bids objectively and consistently.
8. Apply value-for-money and affordability analysis.
9. Manage bid clarification, negotiation, and competitive dialogue.
10. Identify and mitigate procurement and tendering risks.
11. Strengthen governance, transparency, and procurement integrity.
12. Improve contract award and preferred-bidder selection decisions.
13. Apply global best practices to complex Public-Private Partnerships projects.

Organizational Benefits

- Improved competitive procurement performance
- Stronger tender governance and transparency
- Better value-for-money outcomes
- Reduced procurement and litigation risks
- More effective bidder evaluation
- Improved quality of tender documentation
- Stronger private-sector participation
- Enhanced compliance and accountability
- Faster and more structured procurement decisions
- Greater confidence in Public-Private Partnerships project delivery

Target Audiences

1. Public-Private Partnerships unit professionals
2. Procurement and tendering specialists
3. Government infrastructure officials

4. Project managers and programme directors
5. Legal and contract professionals
6. Financial and investment professionals
7. Engineering and technical consultants
8. Private-sector infrastructure developers

Course Duration: 5 days

Course Modules

Module 1: Public-Private Partnerships Competitive Tendering Foundations

- Principles and objectives of competitive tendering
- Public-Private Partnerships procurement lifecycle
- Procurement routes and tendering models
- Competition, transparency, and value for money
- Governance and institutional responsibilities
- Global Case Study: United Kingdom Public-Private Partnerships procurement reforms

Module 2: Procurement Strategy and Market Engagement

- Procurement strategy development
- Market sounding and private-sector engagement
- Market capacity and bidder assessment
- Procurement timetable and process planning
- Managing market competition and participation
- Global Case Study: Australia infrastructure market engagement

Module 3: Prequalification and Bidder Selection

- Prequalification framework design
- Qualification and eligibility requirements
- Financial and technical capacity assessment
- Due diligence and bidder screening
- Managing consortium and joint-venture qualifications
- Global Case Study: Canada Public-Private Partnerships prequalification practices

Module 4: Tender Documentation and Request for Proposals

- Request-for-proposal structure and requirements
- Technical specifications and performance standards
- Commercial and financial requirements
- Draft concession and project agreements

- Bid submission instructions and data rooms
- Global Case Study: South Africa Public-Private Partnerships tender documentation

Module 5: Bid Evaluation and Value for Money

- Technical evaluation methodologies
- Financial and commercial bid assessment
- Evaluation criteria and scoring systems
- Value-for-money and affordability analysis
- Evaluation committees and decision controls
- Global Case Study: India Public-Private Partnerships bid evaluation

Module 6: Competitive Dialogue, Clarification and Negotiation

- Competitive dialogue principles
- Bid clarification procedures
- Negotiation strategy and techniques
- Managing bidder communications
- Confidentiality, fairness, and audit trails
- Global Case Study: European Public-Private Partnerships competitive dialogue

Module 7: Risk Management, Governance and Procurement Integrity

- Tender and procurement risk identification
- Fraud, corruption, and conflict-of-interest controls
- Transparency and accountability mechanisms
- Procurement compliance and audit requirements
- Dispute prevention and challenge management
- Global Case Study: Brazil infrastructure procurement governance

Module 8: Contract Award and Post-Tender Management

- Preferred-bidder selection and notification
- Bid validity and award procedures
- Contract finalization and financial close readiness
- Transition from tendering to implementation
- Lessons learned and procurement performance improvement
- Global Case Study: Kenya Public-Private Partnerships project procurement

Training Methodology

- Instructor-led interactive presentations
- Practical tender preparation and evaluation exercises
- Public-Private Partnerships procurement simulations
- Group discussions and competitive dialogue exercises
- Case-study analysis using international projects
- Bid evaluation scoring workshops
- Procurement risk assessment activities
- Role-play negotiations between public and private-sector teams
- Templates, checklists, and practical procurement tools
- Question-and-answer sessions and peer learning

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