PPP Tender Design and Evaluation 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 Tender Design and Evaluation Training Course provides a practical framework for designing, structuring, issuing, evaluating, and managing competitive Public-Private Partnerships procurement processes. The course focuses on strategic tender design, procurement planning, market sounding, technical specifications, financial evaluation, risk allocation, bid documentation, evaluation criteria, compliance, transparency, value for money, and contract award. Participants gain practical knowledge of modern Public-Private Partnerships procurement standards and internationally recognized tender evaluation practices.

The course equips professionals to develop transparent and commercially attractive tender processes that balance public-sector objectives with private-sector capabilities. Through practical exercises, global case studies, evaluation simulations, and procurement scenarios, participants learn how to improve competition, reduce procurement risks, strengthen bid quality, achieve value for money, and support successful infrastructure and public-service delivery. Emphasis is placed on digital procurement, sustainability, innovation, governance, data-driven evaluation, and effective stakeholder engagement.

Programme Curriculum

Public-Private Partnerships Tender Design and Evaluation Training Course

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Course Objectives

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

1. Design effective Public-Private Partnerships tender strategies.
2. Develop compliant and market-responsive tender documents.
3. Apply strategic procurement and competitive bidding principles.
4. Develop transparent technical and financial evaluation criteria.
5. Conduct market sounding and bidder engagement.
6. Apply value-for-money and affordability assessment techniques.
7. Evaluate technical, financial, and commercial proposals.
8. Identify procurement, legal, financial, and operational risks.
9. Strengthen transparency, integrity, and governance.
10. Apply digital procurement and data-driven evaluation tools.
11. Manage clarification, negotiation, and bid evaluation processes.
12. Improve bidder competition and procurement outcomes.
13. Support evidence-based contract award decisions.

Organizational Benefits

- Stronger tender quality and procurement governance.
- Improved competition and private-sector participation.
- Better value for money and affordability outcomes.
- Reduced procurement and project implementation risks.
- More transparent and defensible evaluation decisions.
- Improved compliance with Public-Private Partnerships frameworks.
- Stronger institutional procurement capacity.
- Better alignment between project objectives and tender requirements.
- Improved stakeholder and bidder engagement.
- More successful infrastructure and service-delivery outcomes.

Target Audiences

1. Public-Private Partnerships Unit professionals.
2. Procurement and tendering specialists.
3. Infrastructure project managers.
4. Government policy and finance officials.
5. Legal and contract professionals.
6. Investment and transaction advisors.

7. Engineers and technical consultants.
8. Private-sector bidding and commercial teams.

Course Duration: 5 days

Course Modules

Module 1: Public-Private Partnerships Tender Strategy and Planning

- Tender lifecycle, procurement principles, and strategic planning.
- Project objectives, procurement routes, and delivery models.
- Market analysis, competition, and bidder readiness.
- Procurement schedules, governance, and decision gates.
- Risk-based tender planning and stakeholder coordination.
- Case study: United Kingdom infrastructure procurement.

Module 2: Tender Design and Procurement Documentation

- Structure of effective Public-Private Partnerships tender documents.
- Scope of work, output specifications, and performance requirements.
- Instructions to bidders and submission requirements.
- Data rooms, disclosure schedules, and supporting information.
- Digital procurement and document-control practices.
- Case study: Australian Public-Private Partnerships tender documentation.

Module 3: Market Sounding and Bidder Engagement

- Market sounding objectives, methods, and governance.
- Industry consultation and bidder feedback mechanisms.
- Managing confidentiality and competitive neutrality.
- Assessing market capacity, innovation, and financing appetite.
- Incorporating market intelligence into tender design.
- Case study: Canadian infrastructure market engagement.

Module 4: Technical and Performance Evaluation

- Developing measurable technical evaluation criteria.
- Technical specifications, key performance indicators, and service standards.
- Evaluation methodologies, scoring systems, and moderation.
- Assessing technical capability, methodology, and innovation.
- Quality assurance and evaluator consistency.
- Case study: Singapore infrastructure tender evaluation.

Module 5: Financial and Commercial Evaluation

- Financial proposal structures and pricing mechanisms.
- Affordability, value for money, and financial analysis.
- Revenue models, payment mechanisms, and lifecycle costs.
- Bid financial models, assumptions, and sensitivity analysis.
- Commercial compliance and financial risk assessment.
- Case study: South African Public-Private Partnerships projects.

Module 6: Bid Evaluation, Clarifications, and Negotiations

- Establishing evaluation committees and governance controls.
- Bid responsiveness, compliance checks, and scoring.
- Clarification procedures and bidder communications.
- Managing conflicts of interest and evaluator integrity.
- Negotiation principles and best-and-final-offer processes.
- Case study: European Public-Private Partnerships competitive dialogue.

Module 7: Risk Allocation, Governance, and Tender Integrity

- Procurement risks and risk allocation principles.
- Legal, financial, technical, and operational risk assessment.
- Transparency, ethics, anti-corruption, and audit trails.
- Managing complaints, challenges, and procurement disputes.
- Governance controls and decision documentation.
- Case study: Latin American infrastructure procurement reforms.

Module 8: Tender Award, Contract Finalization, and Lessons Learned

- Preferred bidder selection and award recommendations.
- Evaluation reports, approvals, and audit requirements.
- Contract finalization, financial close, and transition.
- Bidder debriefing and procurement lessons learned.
- Performance monitoring and continuous improvement.
- Case study: Middle Eastern Public-Private Partnerships infrastructure delivery.

Training Methodology

- Instructor-led presentations and expert facilitated discussions.
- Practical tender-design workshops and procurement simulations.
- Group exercises on technical and financial bid evaluation.

- Global Public-Private Partnerships case studies and lessons learned.
- Evaluation scoring, risk assessment, and decision-making exercises.
- Interactive role-play involving procuring authorities and bidders.
- Digital procurement tools, templates, and practical demonstrations.
- Peer learning, experience sharing, and problem-solving sessions.

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

Start Date	End Date	Location	Price
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:

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