PPP Tender Financial 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 Partnership Tender Financial Evaluation Training Course provides a practical and strategic framework for professionals responsible for evaluating the financial strength, commercial viability, affordability, and value-for-money potential of Public-Private Partnership proposals. The course focuses on Public-Private Partnership tender evaluation, financial modelling, bid assessment, project finance, financial due diligence, affordability analysis, value-for-money assessment, lifecycle costing, risk allocation, and competitive tendering. Participants will develop the ability to interpret complex financial proposals and apply transparent, evidence-based evaluation methodologies.

The course also examines advanced financial evaluation techniques used in international Public-Private Partnership procurement, including discounted cash flow analysis, net present value, internal rate of return, debt service coverage, sensitivity analysis, scenario modelling, financing structures, tariff assumptions, government support, and bid comparison. Through practical exercises and global case studies, participants will strengthen procurement governance, financial decision-making, tender compliance, and contract award recommendations while promoting transparency, competitiveness, and sustainable infrastructure investment.

Programme Curriculum

Public-Private Partnership Tender Financial Evaluation Training Course

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Course Objectives

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

1. Apply advanced Public-Private Partnership tender financial evaluation methodologies.
2. Assess bidder financial capacity and commercial credibility.
3. Analyze Public-Private Partnership financial models and project cash flows.
4. Evaluate affordability, value for money, and lifecycle costs.
5. Conduct financial due diligence and bid compliance assessments.
6. Apply NPV, IRR, DSCR, and other financial metrics.
7. Evaluate financing structures, debt, equity, and government support.
8. Perform sensitivity, scenario, and risk analysis.
9. Compare competing financial bids objectively and transparently.
10. Identify financial risks, assumptions, anomalies, and mispricing.
11. Develop defensible financial evaluation reports and recommendations.
12. Strengthen Public-Private Partnership procurement governance and audit readiness.
13. Apply international best practices in Public-Private Partnership tender evaluation.

Organizational Benefits

- Improved financial bid evaluation accuracy.
- Stronger Public-Private Partnership procurement transparency.
- Better value-for-money decisions.
- Enhanced financial risk identification.
- More robust bidder comparison and scoring.
- Improved financial due diligence.
- Stronger procurement governance.
- Better contract award recommendations.
- Enhanced project bankability assessment.
- Improved institutional financial evaluation capacity.

Target Audiences

1. Public-Private Partnership unit professionals and infrastructure specialists.
2. Procurement and tender evaluation officers.
3. Government finance and treasury officials.
4. Project finance and investment professionals.

5. Financial analysts and accountants.
6. Legal, commercial, and transaction advisers.
7. Infrastructure investors and private-sector bidders.
8. Consultants, auditors, and development-finance professionals.

Course Duration: 5 days

Course Modules

Module 1: Fundamentals of Public-Private Partnership Tender Financial Evaluation

- Principles and objectives of Public-Private Partnership tender financial evaluation.
- Procurement stages and financial evaluation gateways.
- Financial, technical, and commercial evaluation interfaces.
- Bidder eligibility, compliance, and financial capacity.
- Evaluation criteria, scoring systems, and transparency.
- Global case study: United Kingdom Public-Private Partnership procurement.

Module 2: Financial Bid Analysis and Evaluation Frameworks

- Structure and interpretation of financial bids.
- Evaluation of bidder assumptions and pricing.
- Capital expenditure and operating expenditure analysis.
- Revenue, tariff, subsidy, and payment mechanisms.
- Financial bid scoring and comparative assessment.
- Global case study: Australia Public-Private Partnership tender evaluation.

Module 3: Public-Private Partnership Financial Models and Project Finance

- Structure and review of Public-Private Partnership financial models.
- Project cash flows, revenues, costs, and financing.
- Debt, equity, subordinated debt, and financing ratios.
- NPV, IRR, DSCR, LLCR, and project return analysis.
- Model integrity, assumptions, formulas, and consistency checks.
- Global case study: South Africa infrastructure Public-Private Partnership financing.

Module 4: Affordability and Value-for-Money Evaluation

- Government affordability assessment and fiscal impact.
- Value-for-money methodology and benchmarking.
- Public sector comparator and lifecycle cost analysis.
- Availability payments, user charges, and government contributions.
- Long-term fiscal commitments and contingent liabilities.

- Global case study: Canada Public-Private Partnership value-for-money assessment.

Module 5: Financial Risk, Sensitivity and Scenario Analysis

- Identification and quantification of financial risks.
- Sensitivity analysis for key financial assumptions.
- Scenario modelling and stress testing.
- Inflation, interest rate, exchange rate, and demand risks.
- Risk allocation and financial resilience assessment.
- Global case study: India Public-Private Partnership risk evaluation.

Module 6: Bidder Financial Capacity and Due Diligence

- Assessment of bidder financial strength and track record.
- Review of audited accounts and financial statements.
- Liquidity, leverage, profitability, and solvency analysis.
- Parent guarantees, equity commitments, and funding evidence.
- Detection of financial inconsistencies and bid anomalies.
- Global case study: Kenya infrastructure Public-Private Partnership procurement.

Module 7: Comparative Financial Evaluation and Award Recommendations

- Development of transparent financial evaluation matrices.
- Normalization and comparison of competing bids.
- Evaluation of bid discounts, premiums, and variations.
- Identification of commercially unrealistic proposals.
- Preparation of financial evaluation reports and recommendations.
- Global case study: Brazil Public-Private Partnership competitive tendering.

Module 8: Advanced Public-Private Partnership Financial Evaluation and Governance

- Financial evaluation audit trails and documentation.
- Procurement integrity, conflicts of interest, and governance.
- Negotiation of financial terms after preferred bidder selection.
- Financial close requirements and bankability considerations.
- Lessons learned and international Public-Private Partnership evaluation benchmarks.
- Global case study: Philippines Public-Private Partnership procurement reforms.

Training Methodology

- Instructor-led presentations and interactive technical discussions.

- Practical Public-Private Partnership financial evaluation exercises and bid analysis.
- Financial modelling demonstrations and scenario-based workshops.
- Group activities, tender evaluation simulations, and peer review.
- International case studies from major Public-Private Partnership markets.
- Question-and-answer sessions focused on participants' professional challenges.
- Assessment exercises using realistic Public-Private Partnership tender documentation.
- End-of-course practical evaluation and 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

Start Date	End Date	Location	Price
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