PPP Project Packaging 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 Project Packaging Training Course provides a comprehensive and practical framework for developing, structuring, and packaging bankable Public-Private Partnerships projects for successful investment and implementation. The course examines project identification, feasibility assessment, commercial structuring, financial modelling, risk allocation, value-for-money analysis, procurement strategy, transaction advisory, legal frameworks, stakeholder engagement, and investment readiness. Participants will gain practical knowledge of transforming infrastructure and public-service concepts into commercially viable Public-Private Partnerships projects that attract private-sector participation, development finance, institutional investment, and government support.

The course emphasizes strategic project preparation, investment-grade documentation, financial sustainability, project bankability, risk mitigation, market sounding, procurement readiness, and effective transaction structuring. Through practical exercises and global case studies, participants will examine how successful Public-Private Partnerships projects are packaged across transport, energy, water, healthcare, social infrastructure, and urban development sectors. The training equips professionals with the skills required to develop compelling project information memoranda, structure concession arrangements, strengthen investor confidence, and prepare projects for competitive procurement and financial close.

Programme Curriculum

Public-Private Partnerships Project Packaging Training Course

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Course Objectives

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

1. Develop bankable and investment-ready Public-Private Partnerships project concepts.
2. Apply advanced project screening, prioritization, and feasibility assessment techniques.
3. Structure commercially viable Public-Private Partnerships transactions.
4. Develop effective financial models and investment appraisal frameworks.
5. Apply value-for-money and affordability assessment methodologies.
6. Design balanced risk allocation and mitigation frameworks.
7. Prepare investor-ready project information and transaction documentation.
8. Develop strategic procurement and market engagement approaches.
9. Strengthen project bankability and private-sector investment attractiveness.
10. Integrate environmental, social, governance, and sustainability considerations.
11. Apply legal, institutional, and regulatory requirements to project packaging.
12. Manage stakeholder engagement and market sounding effectively.
13. Prepare Public-Private Partnerships projects for procurement, financing, and financial close.

Organizational Benefits

- Improved quality and bankability of infrastructure project pipelines
- Stronger private-sector and investor participation
- Better allocation and management of project risks
- Enhanced value-for-money and fiscal sustainability
- Faster progression from project concept to procurement
- Improved quality of feasibility studies and transaction documents
- Stronger institutional capacity for Public-Private Partnerships delivery
- Enhanced transparency and procurement readiness

Target Audiences

1. Public-Private Partnerships unit professionals and infrastructure specialists
2. Government policymakers and senior public-sector officials
3. Project developers and private-sector investors

4. Infrastructure finance and investment professionals
5. Project finance, banking, and financial advisory professionals
6. Legal, procurement, and transaction advisory professionals
7. Engineering, construction, and infrastructure management professionals
8. Development finance institutions and international development professionals

Course Duration: 5 days

Course Modules

Module 1: Public-Private Partnerships Project Packaging Fundamentals

- Principles and lifecycle of Public-Private Partnerships project packaging
- Project identification, screening, and prioritization
- From public-sector concept to investment-ready project
- Project packaging requirements and bankability drivers
- Global case study: United Kingdom infrastructure Public-Private Partnerships
- Practical project packaging assessment exercise

Module 2: Project Feasibility and Investment Readiness

- Technical, commercial, legal, and financial feasibility
- Demand analysis and market assessment
- Affordability, value-for-money, and economic analysis
- Investment readiness and project development gaps
- Global case study: India highway Public-Private Partnerships
- Feasibility assessment workshop

Module 3: Commercial and Financial Structuring

- Revenue models and payment mechanisms
- Capital structure and sources of project finance
- Financial modelling and investment returns
- Tariff, availability-payment, and concession structures
- Global case study: Brazil transport infrastructure concessions
- Financial structuring exercise

Module 4: Risk Allocation and Mitigation

- Identification and categorization of project risks
- Risk allocation principles and contractual responsibilities
- Construction, demand, operational, political, and financial risks
- Risk mitigation instruments and contingency planning

- Global case study: Australia infrastructure Public-Private Partnerships
- Risk allocation matrix development

Module 5: Legal, Regulatory and Procurement Packaging

- Legal and regulatory requirements for project preparation
- Concession agreements and contractual frameworks
- Procurement models and competitive tendering
- Bid documentation and transaction requirements
- Global case study: South Africa infrastructure Public-Private Partnerships
- Procurement strategy development exercise

Module 6: Investor Engagement and Market Sounding

- Investor mapping and private-sector engagement
- Market sounding and investor feedback mechanisms
- Project information memoranda and data rooms
- Investment promotion and transaction positioning
- Global case study: Middle East infrastructure investment projects
- Investor presentation simulation

Module 7: Environmental, Social and Governance Integration

- Environmental and social safeguards in project packaging
- Climate resilience and sustainable infrastructure
- Governance, transparency, and accountability requirements
- Social impact and stakeholder engagement
- Global case study: European sustainable infrastructure Public-Private Partnerships
- Environmental, social, and governance readiness assessment

Module 8: Transaction Readiness and Financial Close

- Transaction management and procurement preparation
- Evaluation criteria and bid management
- Negotiation, contract award, and financial close
- Post-award transition and implementation planning
- Global case study: Kenya infrastructure Public-Private Partnerships
- Final project packaging and transaction-readiness presentation

Training Methodology

- Instructor-led presentations and interactive technical discussions
- Practical project packaging exercises and financial modelling activities
- Group workshops based on real-world infrastructure scenarios
- Global case studies covering successful and challenging Public-Private Partnerships transactions
- Role-play exercises involving government, investors, lenders, and transaction advisors
- Project information memorandum and risk allocation development
- Facilitated peer learning, benchmarking, and expert feedback
- Final practical assessment and project packaging presentation

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