MERCURY

Public-Private Partnership (PPP) Business Analysis Planning and Execution

8 – 19 November 2027
Nairobi (Kenya)



Dubai - UAE: +971 4 450 5697
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Ref: 15561_1064803 **Date:** 8 – 19 November 2027 **Location:** Nairobi (Kenya) **Fees:** 9800 Euro

Introduction:

In this public-private partnership PPP business analysis planning and execution course, participants will explore The Public-Private Partnership PPP model, which has emerged as a critical mechanism for facilitating collaboration between the public and private sectors to deliver infrastructure projects and public services more efficiently. Understanding the intricacies of PPPs is essential for successfully navigating the complex landscape of project management within these partnerships in business planning and analysis.

Participants in this public-private partnership PPP business analysis planning and execution course will delve into the fundamentals of PPPs, exploring their definition, the structure of PPP programs, and the unique challenges and opportunities they present. Through detailed exploration of business analysis planning processes, they will gain the skills to execute PPP projects effectively, ensuring that public and private stakeholders achieve their strategic objectives.

Understanding the dynamics of Public-Private Partnerships PPP is essential for effective business analysis and planning. A PPP is a collaborative arrangement between public and private entities designed to finance, build, and operate projects that serve the public interest. The definition of PPP varies globally, but its core concept revolves around sharing risks, resources, and rewards between sectors.

In project management, PPPs require a robust business analysis planning process that evaluates proposed projects' economic, technical, and financial feasibility. This process involves a detailed analysis of business planning and execution phases, ensuring all parties are aligned on objectives and outcomes. By mastering the intricacies of PPP models, professionals can contribute to successfully delivering projects that benefit both the public sector and private investors.

Targeted Groups:

The public-private partnership PPP business analysis planning and execution training is designed for:

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- Business Analysts.
- Project Managers.
- Product Owners.
- Subject Matter Experts.
- This course is for anyone eliciting, analyzing, or managing organizational requirements.
- Policy Makers.
- Senior Government Personnel.
- Legal Advisors.
- Financial Advisors.
- Directors and Senior Management from Private Infrastructure/ Public Utility Sectors.
- Technical and Financial Consultants.
- Senior Non-Government Organization NGO Officers.
- Professionals have some experience with infrastructure projects and wish to improve their knowledge and decision-making capacity to enact policies related to PPPs.

Training Objectives:

Participants of this public-private partnership PPP business analysis planning and execution course will:

- Comprehend the critical role of the Business Analyst within an organization.
- Expertly plan and monitor business analysis activities to ensure project success.
- Analyze enterprise needs to develop strategic solutions.
- Hone the skills to manage and communicate business requirements throughout the project lifecycle.
- Define solution scope accurately for project alignment.
- Pinpoint and collaborate with stakeholders at every project stage.
- Elicit requirements effectively to gather exhaustive and detailed user and stakeholder needs.
- Model business processes to provide clear and actionable diagrams and documentation.
- Write precise, unambiguous requirements that serve as a foundation for solution development.
- Manage and communicate requirements.
- Conduct a rigorous assessment and validation to ensure solutions meet business needs and provide value.
- Work proficiently in a team environment focused on delivering solutions development projects.
- Understand the ability to elicit business requirements from business users and stakeholders confidently.
- Identify the essential requirements of the business at all levels.
- Communicate business requirements to stakeholders.
- Determine project identification, screening, and selection.
- Know the roles and responsibilities of the stakeholders in PPP projects.
- Address the range of issues in identifying, financing, and procurement.
- Analyze best practices in conducting financial, economic, and technical feasibility studies.
- Evaluate risk identification, mitigation, and allocation among parties involved in a PPP project.
- Gain from the knowledge transfer and equip the public sector to meet project expectations.

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Targeted Competencies:

By the end of the public-private partnership PPP business analysis planning and execution course, participants competencies will develop:

- Analytical thinking combined with strategic problem-solving.
- Effective project planning skills.
- Comprehension of business analysis methodologies and tools.
- Ability to select suitable PPP contract types for project contexts.
- Adoption of internationally recognized best practices.
- Strategies to make projects appealing to private investors.
- Fundamentals of project appraisal.
- A structured approach to PPP projects.
- Insightful knowledge of the PPP framework.

Course Content:

Unit 1. Introduction to Business Analysis:

- Understanding the Role of Business Analysts.
- Exploration of the Business Solutions Life Cycle BSLC.
- Application of business analysis techniques for various scenarios.
- Fundamentals of enterprise analysis.
- Crafting business cases based on compelling data.
- Delineating solution scopes to guide project direction.

Unit 2. Analyzing Requirements:

- Identifying system users and key stakeholders.
- Utilizing structured analysis via the Architecture Framework.
- Introduction to Modeling Concepts crucial for business analysis.
- Learning data modeling techniques.
- Employing Business Process Modeling.
- Writing precise quantitative requirements for adequate solution implementation.

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Unit 3. Eliciting Requirements:

- Interviewing techniques to discover hidden requirements.
- Business observation to grasp processes and challenges.
- Questionnaires deployment for widespread feedback.
- Thorough document analysis.
- Facilitating workshops for collaboration and creativity.

Unit 4. Managing and Communicating Requirements:

- Conflict resolution amid critical stakeholders.
- Handling requirements changes while maintaining project feasibility.
- Ensuring project goals align with solution scope.
- Clear communication of requirements to stakeholders.
- Business analysis practices improvement through lessons learned from each project.

Unit 5. Solution Assessment and Validation:

- Solution assessment to determine the best fit.
- Identifying and suggesting improvements for gaps in solutions.
- Developing workaround strategies when required.
- Evaluating solution performance for business alignment.
- Conducting User Acceptance Testing to ensure solutions meet expectations.

Unit 6. Project Pre-Feasibility Analysis:

- Analysis of needs and options.
- Legal feasibility considerations.
- Technical feasibility assessment.
- Scoping environmental safeguards.
- Preliminary financial viability appraisal.

Unit 7. Defining Public-Private Partnerships and Setting the Framework and Structure:

- Rationale, aim, and motivation for engaging PPP.
- Critical phases of the PPP project process.
- The structure of the PPPs.
- Different types of PPPs.
- The four levels of preparation and implementation.
- Analyze the critical factors for the project preparation process.

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Unit 8. Critical Decision Criteria for Identification of PPP Projects, PPP Screening, and Cost-Benefit Analysis:

- Public investment delivery model.
- Economies of scale and project grouping.
- Analysis of cost benefits of a PPP project.
- How do you get value for money in PPP projects?
- Commercialization potential analysis.
- Market potential.
- Capacity to assume long-term commitments.

Unit 9. Basics of Project Preparation: Key Components Overview:

- Project identification, risks, sustainability.
- Project design: Tender strategy, technical aspects, components, cost estimation, and financing.
- Structuring a PPP contract.
- How to avoid common pitfalls?
- Importance of project financial and economic analysis.
- Understanding and applying payment mechanisms.
- Preparing the Project Implementation Plan.
- Project Management Arrangements - Various types of agreements and monitoring indicators.

Unit 10. Planning for PPP Project Management, Project Operations, and Hardback:

- Establishment of a PPP project manager and team.
- Roles, decision-making processes, and assistance funding.
- Project plan preparation.
- Challenges in PPP projects.
- Stakeholder consultation and management.
- Risk assessment protocols.
- Operational successes beyond construction phases.
- Handback arrangements for assets upon contract expiry.