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# How To Prepare Unsolicited Proposals

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**9:00 am to 5:00 pm, April 19 & 20, 2018**  
**Makati Shangri-La Hotel, Makati City, Philippines**

## Course Outline

The 2-day seminar shall be divided into four (4) half-day sessions covering the following topics: (1) Overview of PPPs; (2) Technical and Financial Aspects; (3) Environmental Aspects; and (4) Pre-Feasibility Studies and PPP Contracts.

### A. Overview of PPPs

1. Definition(s) of PPPs
2. Value Drivers/ Rationale
3. Types of Projects
4. PPP Modalities
5. Selection Procedure

### B. Technical and Financial Aspects

1. Technical Design and Evaluation
2. Technical considerations
3. Construction and operational costing
4. Financial Modeling
5. Inputs to Financial Model
6. Financial Performance Measures
7. Financial Structures (sources of funds)
8. Sensitivity Analysis

### C. Environmental Aspects

1. Environmental Considerations for Infrastructure PPP Projects
2. Requirements and Procedures in Environmental Impact Assessment and Securing Environmental Compliance Certificate

### D. Pre-Feasibility Studies and PPP Contracts

1. Parts of a Pre-Feasibility Study
2. Parts of a PPP Contract
3. Risk Allocation

#### 4. Sample Contracts and Contractual Provisions

**This will also include valuable insights, Do's and Don'ts of Crafting Successful Unsolicited Proposals for PPPs**

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