



Association for the Improvement
of American Infrastructure

Together, we move P3s forward.

How to prepare to procure a P3 project

SEPTEMBER 12th 2018



Introduction

- Introductions
- First Steps
- Considering P3 Delivery Models
- Procurement Process and Timescales



Speakers



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First Steps

Before embarking on a P3 procurement process, the project owner should be clear on its goals and capabilities to deliver. Key issues to consider are:

Project Scope

- Identify a clear scope that meets objectives. Provides evidence that proposals will achieve goals

P3 Champion

- Select an internal owner P3 champion. Will coordinate all relevant owner stakeholders to take the project forward

Specialist Advisors

- Review existing skillsets. Supplement internal skills with specialist financial, legal and technical advice

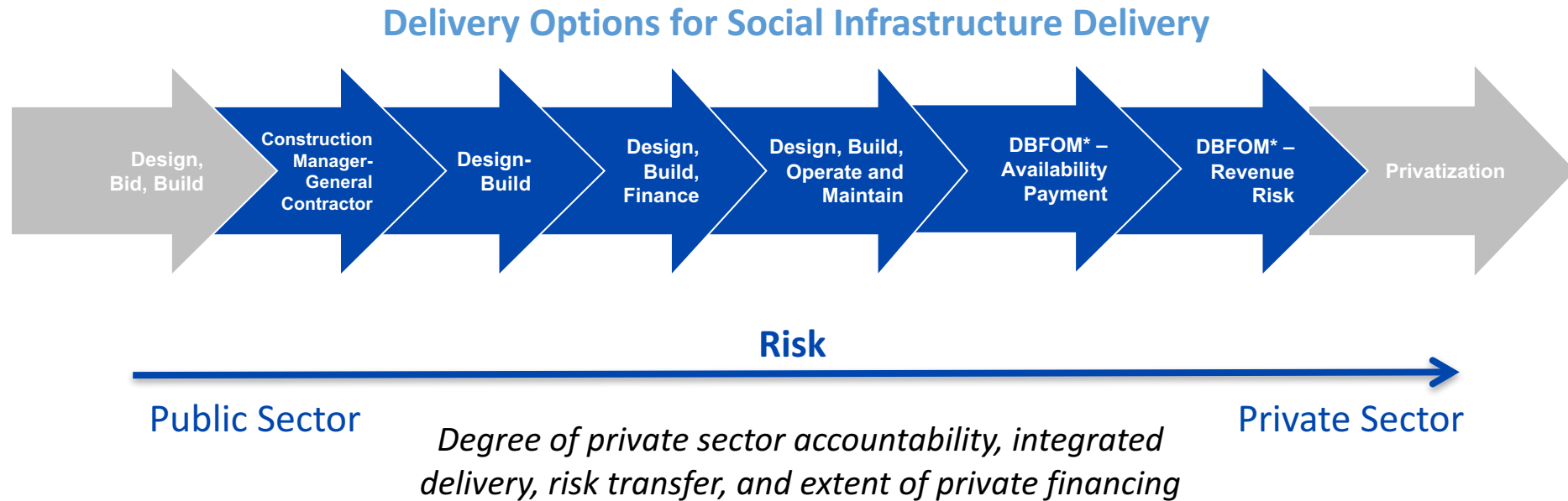
Project Budget

- Establish the affordability envelope and definition of value for the project. Determine whether realistic

Risk Allocation Strategy

- Prepare a list of project risks including likelihood and impact. Determine which should be outsourced in the project

P3 Delivery Models



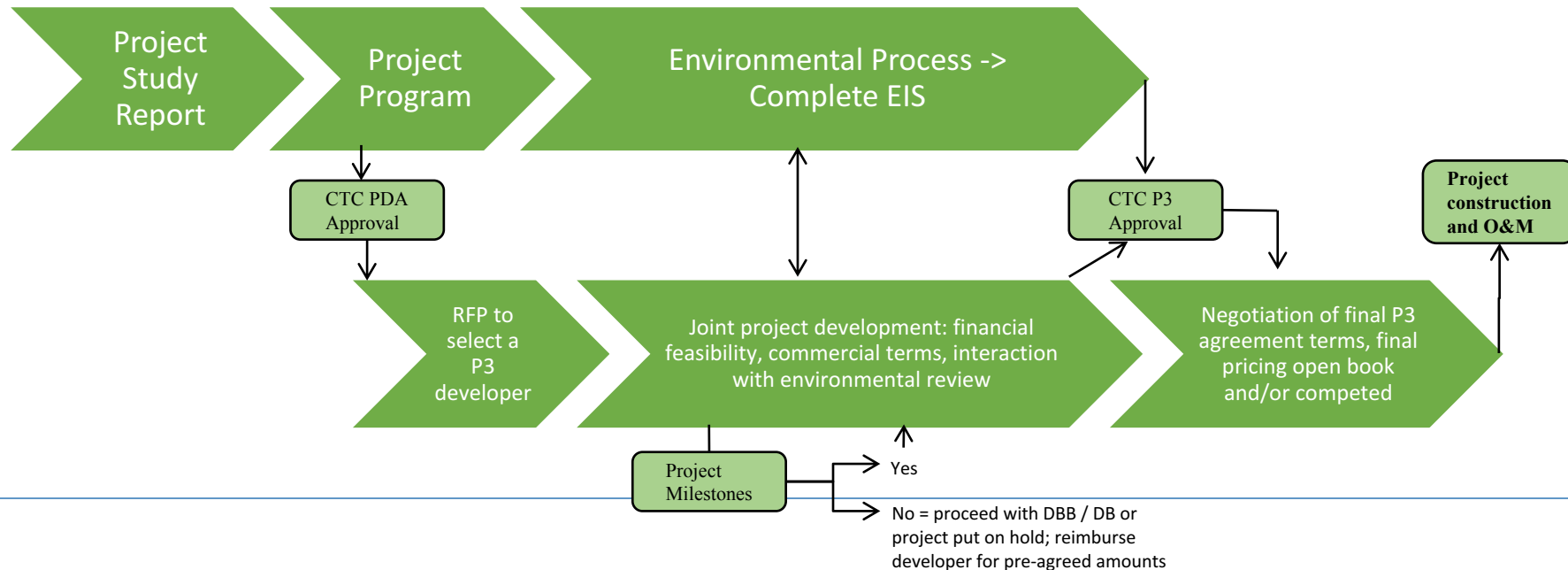
Procurement Routes:

P3 Development – Full Competitive Procurement vs. Pre-Development Agreement (PDA)

Full Competitive Procurement Approach



Pre-Development Agreement Approach



Typical Durations for a Procurement

Indicative procurement phase timelines, by phase					
	Market Outreach/ RFI	Request for Qualifications	Request for Proposals	Award/ Commercial Close	Financial Close
Typical duration	6-8 weeks	10-14 weeks	10-12 months	4-8 weeks	3-4 months following Commercial Close (longer for revenue risk concessions)
Start of phase	With initial outreach to market or release of RFI	With release of Notice of Intent of RFQ	Release of RFP	Selection of preferred bidder	Selection of preferred bidder
End of phase	With release of RFQ or Notice of Intent	Announcement of shortlist	Selection of preferred bidder	Execution of project agreement	Execution of financing documents and satisfaction of financing conditions precedent

Questions & Answers



Run by public sector P3 experts, P3Direct is a program implemented by AIAI for the public sector as a means to create a connection between experienced P3 professionals and those looking to gain more information on the P3 procurement model across agencies at every level.

P3Direct provides an opportunity for public officials to both engage with P3 experts and share their experiences.

The program encourages an understanding of the model, and collaboration of agencies to promote best practices and share lessons learned and success stories around P3s. sales-free environment.

For more information please get in touch:

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