

10-Day Premier Programme

PPP Project Implementation (Bidder Perspective)

*A 30-Hour Focused Training Programme for PPP Bidders,
Developers & Implementation Leaders*



PROGRAM OVERVIEW



In the competitive PPP bidder landscape, superior execution capabilities distinguish successful consortia from those that fall short — transforming complex tenders into financially closed and operationally sound projects. This 30-hour intensive programme equips participants with the full spectrum of competencies required to bid effectively, structure robust proposals, and deliver PPP projects from tender stage through to financial close and implementation.

Participants develop expertise across the entire project lifecycle, including bid strategy, risk allocation, due diligence, deal structuring, contract documentation, and project financing. The programme places strong emphasis on applying valuation techniques, modelling project cash flows, and navigating lender requirements, alongside structuring financing supported by credit enhancement instruments.

Designed for sponsors, engineers, lenders, transaction advisors, and procurement professionals engaged in PPPs across UAE/GCC and global infrastructure markets, the programme delivers:

- Practical insights from real-world infrastructure transactions
- Frameworks for structuring PPP deals, contracts, and financing arrangements
- Hands-on understanding of financial close processes and implementation challenges
- Techniques to optimize equity IRRs and enhance project resilience

Participants leave with actionable tools and industry-relevant skills to ensure efficient project delivery, stronger financial outcomes, and sustained competitive advantage in infrastructure markets.



**Certification &
Professional Recognition**



**Structured
Learning Path**



**Industry - Relevant
Case Studies Covered**



**LMS Portal
Access**



**Flexible Learning
Delivery Methods**



**Customized Training for
Corporate, Governments & DIs**

Training Schedule at a Glance

Week 1 | PPP Framework & Tender Process

Topic	Module Content
Tender Process – Bidder Perspective (Part 1)	• Type of tender process: single stage or two stage • Key considerations for the private sector bidder • Preliminary assessment and decision to respond • Assembling the team: consortium formation, appointment of advisors, financing arrangement
Tender Process – Bidder Perspective (Part 2)	• Bid submission, award and negotiations through to Financial Close • Managing the tender timeline effectively • Common pitfalls for bidders in water sector PPP transactions
Risk Allocation & Mitigation	• Understanding project risks and how they are allocated between public and private parties, with focus on construction, financial, operational, and revenue risks, along with practical mitigation measures.
Due Diligence & Risk Assessment	• Technical, commercial, legal, and financial due diligence for PPP bids, assessment of project viability, identification of risks and red flags, and bidder readiness evaluation.
Payment Mechanism	• Study of payment structures in PPP projects, including availability-based and demand-based models, performance-linked deductions, revenue flow, and their effect on project bankability.

Week 2 – Deal Structuring, Contracts & Project Financing

Topic	Module Content
Project Finance – Introduction	• Introduction to project finance principles, capital structure, debt and equity basics, lender expectations, financial close process, and the role of financing in infrastructure projects.
Structuring a Deal	• Key considerations in structuring a PPP transaction, balancing risk and return, aligning technical and financial assumptions, defining consortium roles, and building a competitive bid structure.
Key Contracts and Documentation	• Overview of major project documents such as concession agreements, EPC contracts, O&M agreements, direct agreements, and financing documents, with emphasis on how they work together.
Loan Term Sheet / Commitment Letter	• Main commercial and legal terms in lender documentation, financing conditions, commitment obligations, and important points bidders must understand before financial close.
Equity Valuation & Credit Enhancement	• Equity NPV/IRR and project IRR • Advanced valuation metrics: XNPV, XIRR, MIRR • Modelling cash flow and financial coverage ratios • Accounting for depreciation, tax and capital allowances • Introduction to Credit Enhancement instruments • Partial Risk Guarantee (PRG) • Political Risk Insurance • Export Credit Agencies (ECAs)

Key Learning Outcomes

Upon successful completion of this programme, participants will be able to:

PPP project screening, cost-benefit analysis and water tender suitability assessment

1

Bid/no-bid evaluation frameworks, consortium formation and two-stage tender timeline management

2

Water sector risk allocation, DBFOT/BOO model selection and payment structure design

3

EPC contract due diligence: construction milestones, liquidated damages and performance bonds

4

Equity valuation techniques (XIRR, NPV, MIRR) and credit enhancement instruments (PRG, ECA, escrow)

5

Target Audience

Who should attend ?

PPP bidders and consortia pursuing
Financial Close

Infrastructure sponsors and joint
venture dealmakers

EPC contractors managing
construction risk

DFI lenders structuring PRG/ECA
packages

Government PPP units and
procurement teams

Transaction advisors and due
diligence experts

Energy, transport and roads operations
executives

Technical engineers developing DD
expertise

Emerging infrastructure implementation
professionals

Deliverables & Takeaways



Participants receive:

01

Bidder Execution Kits — CBA screeners, EPC/O&M DD checklists and timeline Gantt templates

02

Infrastructure PPP Case Vault — desalination, transmission and power bid analyses

03

Six-Month LMS Portal Access — templates, exercises and resource library

04

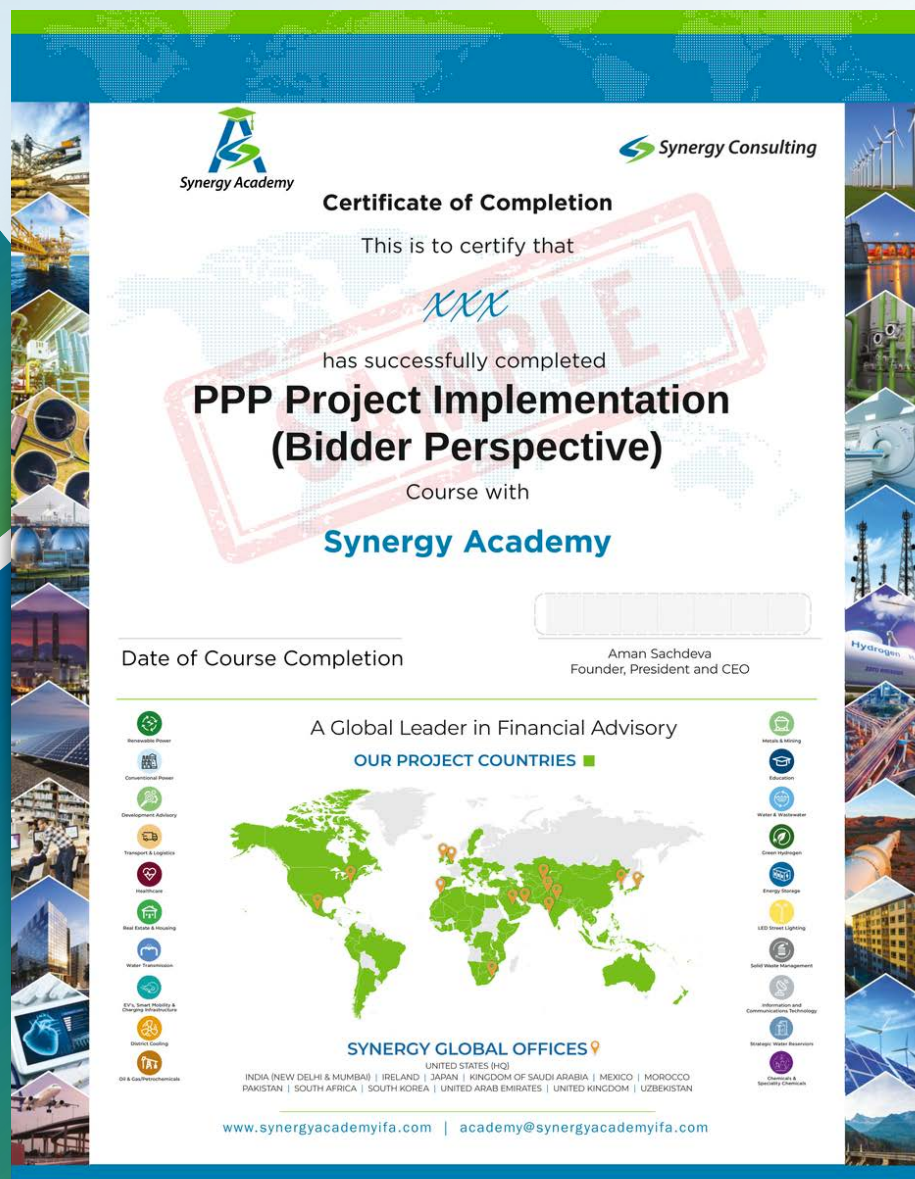
Synergy Academy Certificate of Completion

Sample Certificate Preview (Sample Only)

Earn a professional digital certificate from Synergy Academy upon completing our intensive **PPP Project Implementation (Bidder Perspective)** course. This prestigious credential certifies that you have completed the course in **PPP project screening, EPC due diligence, equity valuation (XIRR, NPV, MIRR), and credit enhancements**—essential skills for infrastructure and energy professionals.

Certificate Highlights:

- **Premium Synergy Academy branding** with executive signature
- **Personalized details:** Course title, your completion date
- **Career booster:** LinkedIn-ready, employer-recognized achievement
- **Immediate digital delivery**—download, share, and showcase instantly



Commercials:

Course Fee: USD 2,499 /per person

Schedule:

Date: 5 - 16 October 2026 (Mon-Fri)

Time: 10:30–13:30 UTC (3 hours/session)

Format: Live Online Training



About Synergy Academy

Synergy Academy is an AAA-accredited global Training, Development, and Learning (TD&L) platform launched under the umbrella of Synergy Consulting Infrastructure and Financial Advisory Services.

After extensive planning and careful development, we bring you Synergy Academy – your premier destination for professional training, knowledge sharing, and skill-building in Public-Private Partnerships (PPP), Project Finance, and Infrastructure Development.

The launch of Synergy Academy represents a natural extension of Synergy's mission:
To provide best-in-class advisory services in the ever-evolving infrastructure sector for financial and commercial project development and Public-Private Partnerships (PPP), and to equip professionals with the critical skills needed to thrive.

15+

Years of Training
Excellence

3000+

Professionals Trained

100+

Corporate & Government
Training



AAA International Accreditation Certificate

Synergy Academy - Globally Recognized Excellence

Accreditation Certificate

CERTIFICATE NO. TP25837



**AMERICAN
ACCREDITATION
ASSOCIATION**

American Accreditation Association - AAA
has accredited

Synergy Academy

A division under

Synergy Consulting Infrastructure and Financial Advisory Services Inc

1818, Library Street, Suite 500, Reston, VA 20190, USA

As a Training & Education Provider

of the following programs:

Project Finance & Financial Modeling, PPP Project Procurement, PPP Contracts & Negotiation

For the tasks listed in the attached scope of accreditation

Subject to the continued compliance to the above standard and AAA requirements



Scan QR code
for Verification

Issue Date: October 30, 2025

Exp. Date: October 30, 2028

Executive Director

A handwritten signature in black ink, likely belonging to William Moore.

William Moore

Issue No. 1

Initial Accreditation Date: October 30, 2025

World-Class Standards Across all Programs



Why Synergy Academy?



GCC infrastructure specialists with direct bidder transaction experience

Real infrastructure PPP case studies and bid post-mortems



Interactive tender and contract structuring workshops

Practical EPC/O&M analytical tools and equity valuation exercises



Group due diligence checklist and equity valuation sessions

Our Clients

Corporates:





Our Clients

Governments:



Government of Ghana



Ghana National
Petroleum Corporation



Ministry of Finance
Nigeria



Nigerian National
Petroleum Corporation



Government of Nigeria



Government of Egypt



Government of
Ethiopia



Government of
Rwanda



Government of Cameroon



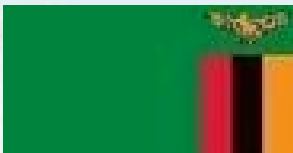
Government of Togo



Government of Benin



Tajikistan



Government of Zambia



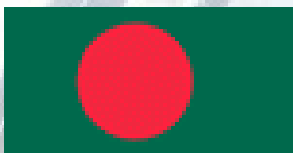
Government of
Nepal



Government of Sri Lanka



Government of Croatia



Government of Bangladesh



Government of Uzbekistan



Government of Brazil





Our Clients

Development Institutions:



USAID
FROM THE AMERICAN PEOPLE

USAID



Asian Development
Bank



THE WORLD BANK

World Bank



European Bank
for Reconstruction and Development

European bank

Our value-add:

@ Synergy Academy we deliver customized training programs tailored for our clients for Infrastructure Sectors: Energy, Housing, Education, Transport, Water and other sectors.

We leverage our highly qualified, experienced finance team's vast sector expertise across global geographies.

Contact Us:

