

# The Institute for Public-Private Partnership (IP3) in Washington DC

Is pleased to bring our CARILEC Members a 10-day Workshop on

## Energy & Power Sector Procurements, Contract Agreements and Compliance Monitoring Strategies for PSP\* and P3\* Projects

(\*PSP Private Sector Participation - \*P3 Public Private Partnership)

- PROGRAMME DATES** : 30th July - 10th August, 2001
- VENUE** : The Embassy Suites Conference Room,  
2000 N Street, N.W. Washington DC, USA
- TARGET GROUP** : Senior Officials and Managers from CARILEC Member Utilities and Associates interested in world wide energy sector investments; Government Policy Makers & Energy Regulators, Government Legal Advisors and Private Lawyers
- CLASS SIZE** : Maximum of 25 participants
- OBJECTIVES** : This workshop is intended to enable participants to gain practical knowledge and skills to manage energy procurements, draft and negotiate legal contracts and monitor contracts after award.  
More specifically participants will learn:-
- How to set up effective procurement policies and procedures in the energy sector including RFQs, evaluation and award processes
  - How to draft electric utility contracts, including implementation, operating, off-take, financial and guarantee agreements
  - How to prepare effective security packages and effective post-contract award monitoring techniques
  - How to enforce standards in the following areas: technical, finance, environment, operations, and consumer protection
- COURSE CONTENT** : **Module 1**  
***Understanding the Legal Issues to Procure, Draft and Monitor Energy PSP and P3 Projects***
- ? Reviewing existing regulatory requirements in the energy sector
  - ? Learning how to identify project opportunities in the energy sector
  - ? Understanding the legal fundamentals of energy utilities and PSP project opportunities
- Module II**  
***Project Procurement in the Energy Sector: Creating a Competitive and Transparent Environment***
- ? Developing the pre-feasibility document and request for qualifications (RFQ) and request for proposals (RFP)
  - ? Preparing effective bid documentation
  - ? Designing transparent and innovative evaluation criteria
  - ? Negotiation and award : government expectations, private sector realities, and win-win solutions

ilities, management, operations, financial, environmental, warranty and dispute resolution issues

- ? Ensuring contract compliance with existing regulatory requirements
- ? Strategies to ensure comprehensive reviews of contracts

#### **Module IV**

#### ***Post-Award Contract Compliance and Performance Monitoring of Energy Sector Projects***

- ? Institutional prerequisites for contract compliance and performance monitoring
  - ? Developing and monitoring technical, operational, environmental and financial performance standards
  - ? Monitoring tariff rates requests
- Credits: 6.0 Continuing Education Units (CEUs) -

**PROGRAMME FEES** : Members & Associates - US\$4,450 per participant

**ACCOMMODATION** : The Embassy Squares Suites. Single Rate US\$120, Double US\$170 (inclusive of taxes).  
*Kindly make reservations through CARILEC*

**METHODOLOGY** : The workshop will be conducted through presentations, case studies, technology labs, simulated exercises and on-site meetings with leading energy utilities, law firms and government agencies responsible for energy sector procurement and contract drafting and management. The workshop emphasizes the development of an individual action plan.

**PRESENTER** : **Mr. David P. Jankofsky**, has been a Senior Associate with IP3 since 1996, specializing in regulatory matters. He has held a variety of senior positions in both government and business prior to joining IP3, including Director of the Utilities Division Staff for the Arizona Public Utilities Commission and Director of Economic Development for the State of Arizona. While at the Arizona PUC, Mr. Jankofsky regulated electric, gas, water, wastewater, and telephone utilities. He played an integral role in introducing competition into both the telephone and electric industries in Arizona. Internationally, Mr. Jankofsky has training and consulting experience in: Trinidad; Jamaica; Indonesia; Egypt; Albania; Zambia and Guatemala.

**Mr. Ali Memon**, is a senior finance, planning and institutional development professional with 29 years of international development experience with the World Bank, management experience as Chairman, National Electric Power Regulatory Authority in Pakistan and management consultancy in different parts of the world. Mr. Memon specializes in setting up and management of a national regulatory authority, project planning, identification selection, preparation, appraisal and supervision in different regions of the world. He has first-hand knowledge of issues involving negotiations for acceptable legislations. Mr. Memon has also prepared and administered international development investments, evaluated and improved the financial viability of enterprises, identified, negotiated and implemented sectoral reform and institutional development projects in different parts of Asia, Africa, Middle East and Caribbean and has negotiated numerous loans with governments, bilateral and international agencies.

**Dr. Gary Powell, Ph.D.**, is a financial management and analysis specialist with more than 13 years of experience in financial data analysis, project analysis, budgeting and training. His work includes building capacities in financial projections to improve policy-making in infrastructure privatization, utilities regulation, capital markets and banking sectors. Dr. Powell develops financial models for asset allocation and investment fund management. A frequent trainer in IP3's workshops, he has trained over 1,500 officials from developing and emerging market countries on project finance, budgeting, financial modeling and analysis, bond market analysis and regulation and project appraisal for commercially viable projects.

**PLEASE COMPLETE AND RETURN ATTACHED REGISTRATION FORM TO:**

**Mr. Gregory Blanchard, Training Coordinator, CARILEC**

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