



## In Practice

In a mix of seminars and coaching, participants from Government, municipalities, public and private enterprises, and regional organisations in Macedonia developed PPPs in the area of green markets, public transport, solid waste management, haemodialysis, and street lighting. National PPP consultants are since then providing training and advice independently. PPP is contributing significantly to the EU accession process.



# Public Private Partnership

## In Brief

Public goods and services are not only provided by the public sector but more and more also by private companies under specific long term contracts. Advantages arising from Public Private Partnership (PPP) are: a better use of private sector know-how, efficient performance and higher service quality, bridging funding gaps through private economy of scales and finance, better market orientation and bridging of supply gaps. PPP enables local and national governments to close supply gaps, accelerate infrastructure development and contribute to economic growth.

The CEFE PPP seminars involve all relevant stakeholders such as municipalities, communal enterprises, associations, ministries, NGOs. During the training, the actors receive substantial PPP knowledge, including for example: PPP practice in Europe, procurement processes, legal forms of contracts, PPP ability test, value for money assessment, output oriented tendering, risk assessment, financial viability.

## Deliverables

Training packages cover a wide range of components always tailored to the specific demand of our clients.

- ⇒ PPP basics – 1 day
- ⇒ PPP project screening – 1 day
- ⇒ PPP advanced – 2 days
- ⇒ PPP planning practice – 3 days
- ⇒ PPP Training of trainers – min. 7 days

A blended seminar program consisting of presence days and practical elaboration of PPP cases by the participants in their work context is recommended. The length of the program should be of 7-9 days in the classroom during about 2 months.

## Instruments

Participant centred learning, exercises modularized for this specific objective; case studies and field visits; peer learning; presentations; coaching in PPP case preparation.

### Duration of Service

1-9 days training  
Possible options: field visits, study tours, market & feasibility studies

### Training of Trainers

Training of Trainers requires at least 7 days

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