Target Achilles' Heel in Capacity Building for Successful PPP Project Delivery – Develop effective Communication

LIJUN CUI
to Build Inner Capacities in PPP Units

A. To Set up PPP Units in different level government

B. To design PPP Units management procedures and regulation

C. To train the officers in PPP Units

D. To building PPP project qualified management and approved procedures

E. To design contract model and procurement standards

F. Contact management and monitoring

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- To make sound the relevant legislation
- To build the procedures supervising and managing PPP projects
- To build communication mechanism
- To build Multilateral cooperation mechanism
Present Training for Capacity Building

USA

Training Course
- Measuring and Assessing Value for Money (VfM) for Public Investments in Infrastructure
- Planning, Measuring and Managing Contingent Liabilities and Government Risks in PPP Projects
- PPP Negotiations Strategies and Techniques - A “Win-Win” Approach
- etc

Europe

Training Course
- Understanding the Logic of PPP
- The Legal & Regulatory Issues
- The Political & Social Issues
- Economic Aspects & Project Attractiveness Issues
- Visualizing PPP Projects
- Feasibility Analysis of PPP Proposals
- Formulating PPP Projects
- Etc

China

Training Course
- The Legal & Regulatory Issues
- The Political issues
- PPP models
- PPP financial structure
- Main point in PPP project contracts
- the procedure of PPP projects
- PPP rewarding design
- risk analysis in PPP projects
- etc
Capacity Building Pattern

- **Identification**
  - General Consultant
  - Tasks: basic analysis of PPP project

- **Feasible analysis**
  - Professional Consultants
  - Tasks: Financial issues, Accounting issues, Technical issues, Law issues

- **Procurement**
  - Lawyer, Suppliers, Contractors
  - Tasks: Law issues, Technical issues, PPP project schedules

- **Monitoring**
  - Contractors, Suppliers
  - Tasks: Contract management, PPP project monitoring

**Knowledge Level**
- Communication Level

**Capacity Building Level**
Traditional Capacity Building Pattern

Government officers

Level

Professional knowledge
For example
- Finance structure
- Accounting forecast
- Risk analysis
- etc

PPP Knowledge based capacity building

Training
People based capacity building

1. narrow the gaps of knowledge;
2. Learning communication skills are easier than learning the knowledge relevant to PPP projects;
3. shorten capacity building time;
4. improve the effectiveness and efficiency in PPP project delivery.

Capacity Building Level Pattern

Level 1
- Communication capacity
- Consultants
- Contractors
- Suppliers

Level 2
- Professional knowledge
  - For example
    - Finance structure
    - Accounting forecast
    - Risk analysis
    - etc

Training
Communication Capacity Building

for Successful PPP Project Delivery
Effective Communication
IPREC in Action

[Research Field]
- Capacity Building Pattern
- Communication Mechanism
- Capacity Building Technological lines in different economic market

[PPP Markets focused]
- Culture, Education, Healthcare
Under the background of "The Belt and Road" initiative and the establishment of Asian Infrastructure Investment Bank, as well as the rapid development of urbanization in emerging economies, the mission of IPREC is to share knowledge and experiences for all participants in the Asia infrastructure market, and to practise a good consulting in PPP project delivery. IPREC will endeavor to build an efficient and effective platform for government, professors, consultants, companies which would play a role in China PPP market and those professors and other parties all of the world who has been practicing and would like to practise in the PPP market.

Beyond (Beijing) Consulting Co. LTD (Hereinafter referred to as “Beyond consulting”) is a local strategy consulting company supported and incubated by Overseas Chinese Students Pioneer Park located in Haidian district of Beijing. The main business scope includes regional economic research and planning, regional industrial research and planning, the strategy planning for industrial park, as well as the developing strategy for government agents and large enterprises.

Beyond consulting has five departments: Beyond-vision Strategic Consulting Center, Branding-vision Consulting Center, Business-vision Management Consulting Center, Boundess-vision Projects Center and Broadcasting-Vision New Media Center.
Personal Introduction -- LIJUN CUI

• Chair, Initiator of International PPP Research and Expertise Centre(IPREC);
• Founder of PPP Projects Incubator Base,
• Director of Beyond Strategy Institute;
• President of Beyond (Beijing) Consulting Limited Company;

Lijun Cui had been studying and working in UK for more than ten years. She used to perform as business consultant for youth people and women in business, and advise the business strategy for many companies in UK. Since 2011, she has been developing the strategy for regional governments, organizations and companies in China.

Lijun Cui, holds [PPP China] Column for CAIXI (www.caixin.com )which is onr the most popular economic medias in China. In 2015, she published the book, Government PPP Units Establishment and capability Building for Successful Project Delivery.