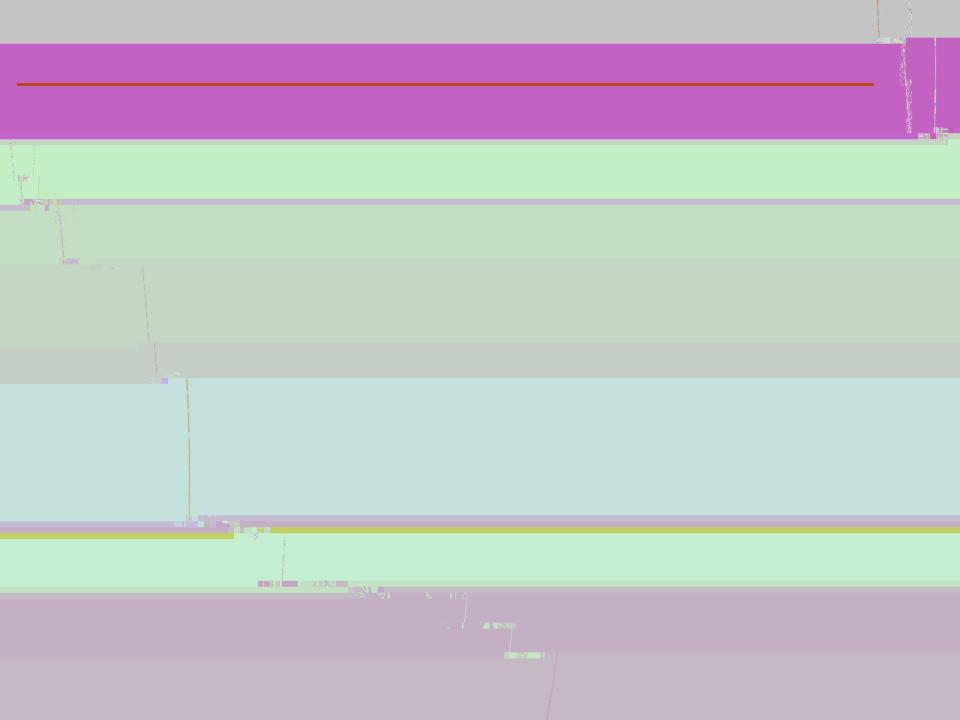
Training Workshop for
Developing successful PublicPrivate Partnerships (PPPs) for
increased transport connectivity
in Botswana



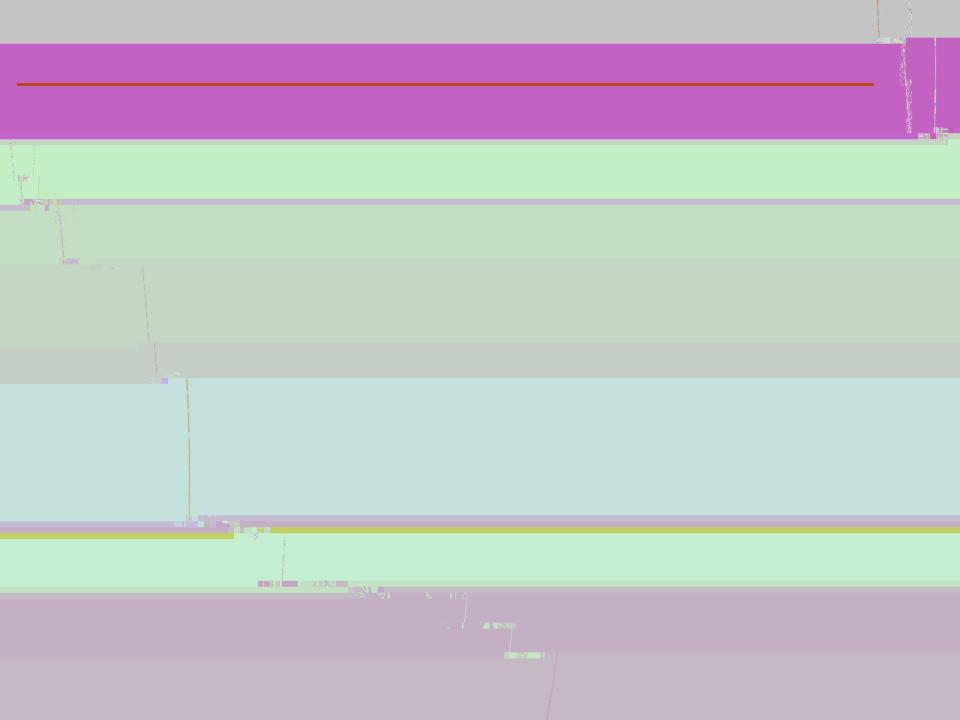
O ! "#\$%\\" %()*+,+*-"+%. %'/0

1*-". %' / /2% (/3' \$3+\$ 444 , +*-"+%. %' / , +*-%((5

62#(7#& (#8' 3& /* , +*(, %-/#9% , 3+/' %+(2*7 /2%: -3' ; % #' 9*&9%\$ 3' \$ +%\$"-% /2% &#<%**\$

*) \$#(, "/%(5 3' \$

=>*\$%\\? 3'\$ =@/3'\$3+\$? -*'/+3-/(-3' %'("+% -*'(#(/%'-: #' /2% \$%(#8' *) 444 -*'/+3-/(A 72\\% (%'\$#'8 -\%3+ . %((38\%(/*/2\% . 3+<\%/



PPP Contract Structuring:

- o!"#\$\$ %#&'()#% *)%'+,\$#+#)-#%,./01.#+#)-'& 0#)-.*\$-/*02'#3')(4*\$1#5/.6/)#75./+
 -2#8889
- o : 2# , ./0#&& " '\$\$ ') 0\$1%# ;*)% -2# (1'%#\$') #& -/ <# %#3#\$/, #% ') * , ./, #. 5.* + #" /.= +*7 0/3#. -2#&# *&, #0-&>?
- ! +*.=#-')(-2# 888@
- ! 02#0=') (-2#A1*\$'5'0*-'/)&/5<'%#.&@
- ! ')3'-')(*)% #3*\$1*-')(,./,/&*\$&@
- ! ')-#.*0-')("'<mark>-</mark>2<'%\#.&\%1.')(-2\#,.\0\#&\@
- ! &#\$#0-') (-2# , .#5#..#% <'%%#.@*)%
- ! 0/)0\$1%')(-2#0/)-.*0-9
- $B^{-*}=\#2/\%\#. \#) (*(\#+\#)^{-'}\& \#\&\&\#)^{-'}$

The PPP Framework can include a policy on stakeholder engagement, addressing concepts like

I Stakeholder identification and analysis

II Information disclosure

III Stakeholder consultation

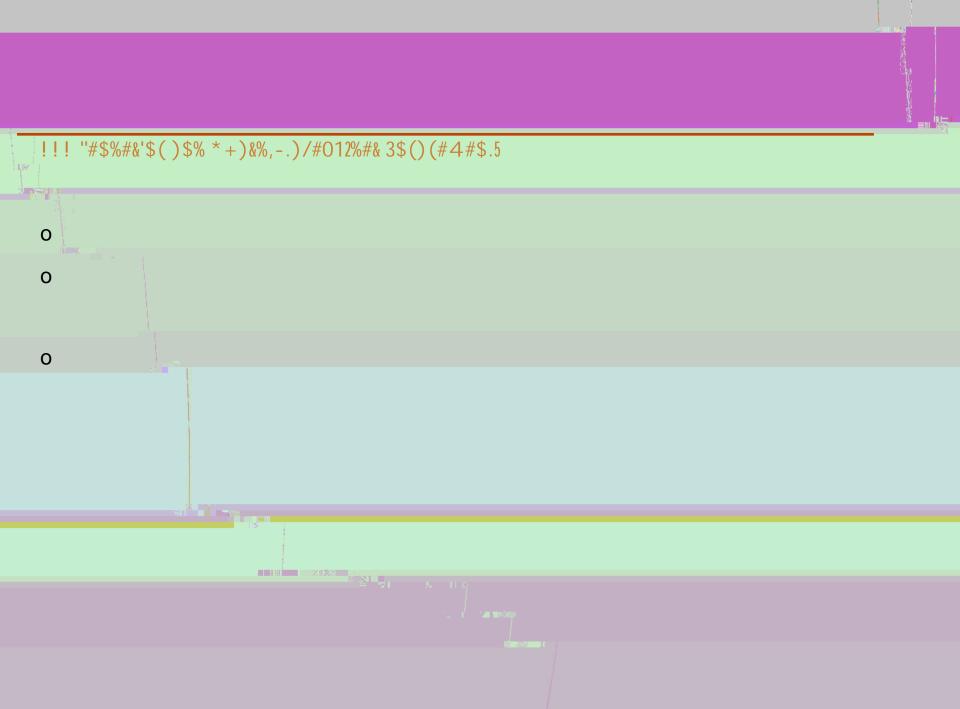
IV Negotiation and partnerships

V Grievance management

VI Stakeholder involvement in project monitoring

VII Reporting to stakeholders and

VIII Management functions



PPP Tendering and Award-Decision Criteria:

!" #\$%# &' #(\$)*"+, *\$-\$.#/0%

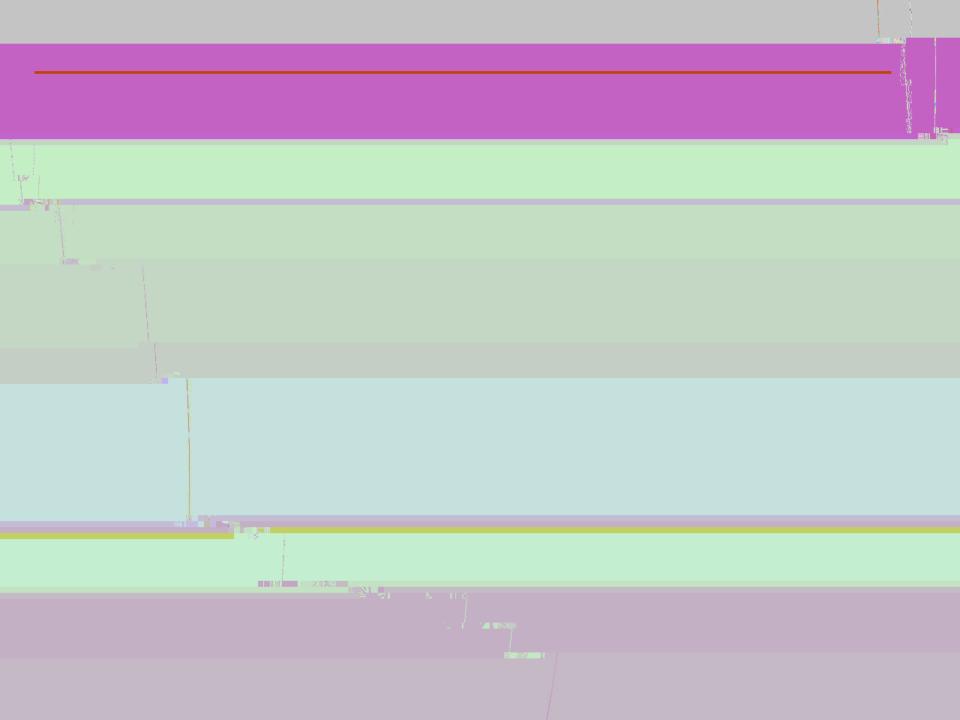
!!! "#\$%#&'\$()\$% *+)&%,!&-.#%/� 1 2\$03'3/3'-\$)45#06-\$0'7'4'3'#08

: Procedures and Institutional Responsibilties						
Process	Procedures		Institutional Responsibiliti	es		
	- 18					
	RI XIIXX					
	2124 A 21					

!"#\$%"&' &()*+*, -(-.&' &()*#/*!!!*!"#0&\$)1

-(-.&)2&!!! 3#()"-\$)45&\$616#(3"6)&"6-

- !"# \$\%\' #()* +\'), -. "#-\/ 0) .#\&- (10" , 2\#3\/#40\#. #5\#20+ \&60\#\\ 4)20\&40 \#3\#4,01)27 (10"), 0 \& 2\#\. 6)\%\4)20\&40 \\#2\#8)01\&01)29
- :) ' #01' #+ \(\#2\#8\) 01\(\& \) 1 \(\& \); < # \(\#= \, 1\\ \# \. 9 \)
- , -(-.&)2&3#()"-\$)47&(&.#)6-)&
- >2 41%4, ' +0&24#+ ("#%# "&(&.#)6-)6#(' &; <# \(\#=, \1\)#.70"#???6\%\' #()\\ +\'), -.@
- O A2+, %# 0"# %#2#8)01&01)2 /%)4#++ 1+ 4&%#6, --; ' &2&8#. <; 0"# 8)5#%2' #207 (10" /%)/#% %#+), %4#+ &2. & /%)/#% 8)5#%2&24# +0%, 40, %#9!"#)<B#4015#)6 %#2#8)01&01)2 +"), -. <# 0) +#4, %# &2), 04)' # 0"&0 ' ##0+ 0"#)<B#4015#+)6 0"# /, <-14 +#40)% <#00#% 0"&2 (), -. &. "#%#24# 0) 0"#)%1812&- 4)20%&40 0#%' +C
- o D--) (6) % 4" & 28#+ 12 0" # %1+* &--) 4&01) 2 16 0"1+ 1+ 2#4#++&%; & 2.) 66#%+ & 2#0 < #2#610 ("#2 4) ' /&%#. 0) & -0#%2 & 015#+ +, 4" & + 4&24#--&01) 2) 6 0" # 4) 20% 400 & 2.
- o E#4)821+# 0"&0 &. 51+)%+ ' &; 2##. 0) <# %#F#28&8#. &0 0"1+ +0&8#9

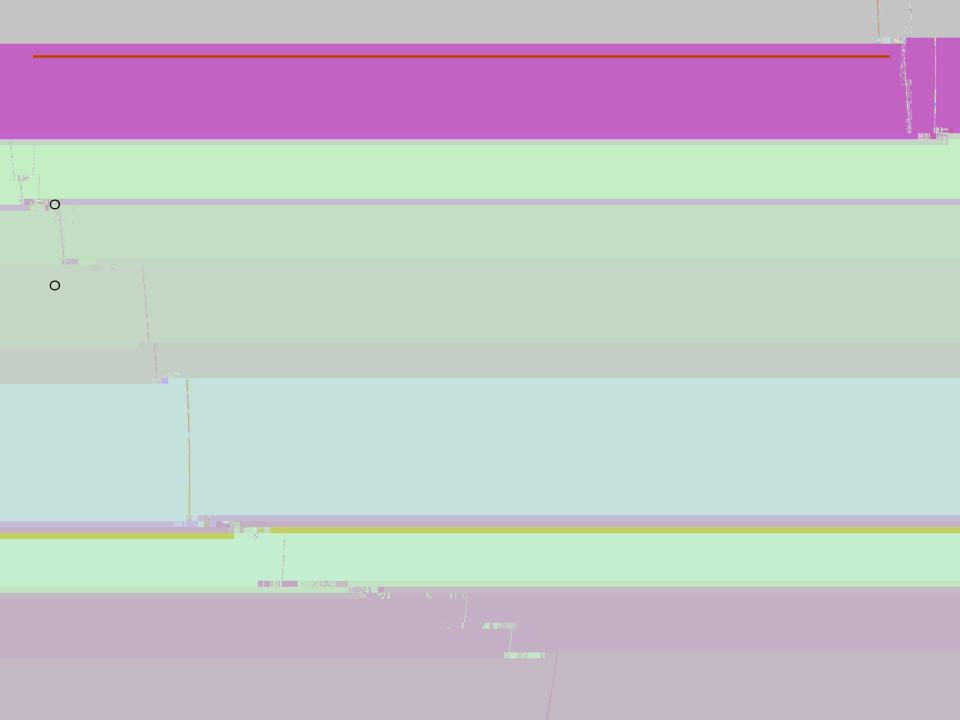


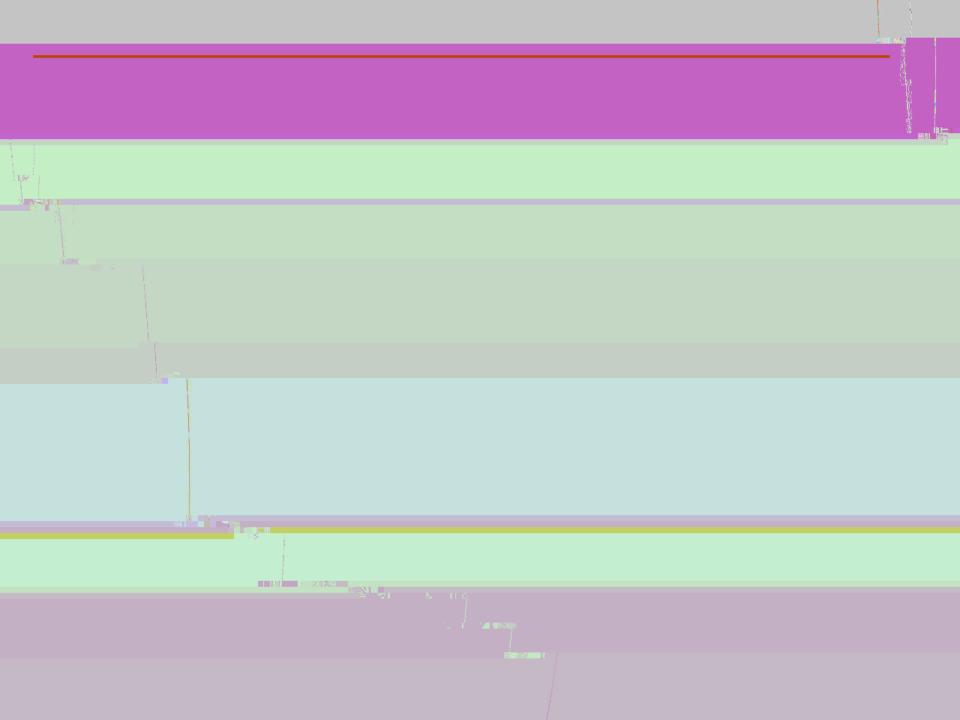
! "#\$%"&' &()*+*, -(-.&' &()*#/*!!!*! "#0&\$)1

2 (1#34\$4)&5 6451!

758-()-. &1 - (5 941-58-()-. &1 #/ 2 (1#34\$4)&5 6451!

"#\$%&'%()%*+\$





! "#\$%\(\) *\(\) - (. \(\) 1\%\(\) 1 + 2\%\(\) (4) \$) \% - 2 + 5\$ 1 \

6("/07""0+4+,

! "#\$%\"() *\\, \% (. \/01\%\\$1' + 2\% (4)\\$)\% 2+5\\$1'

6("/07""0+4+, '8\$9\$0".20):\$; < "2"2\$=+")>?0@. ". A\$B

C\$* D\$##+4# B