

ANAS / AIE / AIPCR

Capacity building on PPPs for road construction and exploitation for Albanian authorities with the participation of Serbia and other Western Balkan countries

13-14-15 DECEMBER 2017

c/o Anas Meeting Room Via Marsala 27 – 4° P.

13 December

9.00-9.15

Opening :

Ing. Gianni Vittorio ARMANI – President Anas S.p.A. and PIARC Italy

9.15-9.30

Welcome :

Amb. Michele GIACOMELLI – Special Envoy of the Italian Ministry of Foreign Affairs for the Western Balkan Process

Cons Vincenzo ERCOLE – Head of International Business Development for the Italian Construction Industry at the Italian Ministry of Foreign Affairs

Dr. Domenico CROCCO - ANAS Project Manager Capacity Building on PPP

Ing. Massimo SCHINTU – DG AISCAT / President TF Innovative Financing PIARC

Ing. Laurent FRANCIOSI – Business Developer Anas International Enterprise

9.30

Phase 1 : Dott. Fabio Pasquali (Anas)

Project Implementation

Project Selection

- Investment assessment
- Output specifications

Assessment of PPP option

- Affordability
- Risk allocation
- Bankability
- Value for money analysis
- Debt and deficit treatment of PPPs according to Eurostat

11.00

Coffee break (c/o AIE - 4°p)

13.00

Lunch Buffet (c/o AIE - 4°p)

14.00

Phase 2 : Dott. Fabio Pasquali (Anas)

Detailed preparation

Getting organised

- Set up project team and governance structure
- Engage team of advisors
- Develop project plan and timetable

Before launching the tender

- Carry out further studies
- Prepare detailed design of PPP arrangement
- Select procurement method
- Select bid evaluation criteria
- Prepare draft PPP contract

16.00

Coffee Break (c/o AIE - 4°p)

17.00

Conclusion

14 December

9.00-9.15

Opening :

D.ssa Emanuela STOCCHI – AISCAT / President TF Innovative Finance Italy/ President of IBTTA International Bridge Tunnel and Turnpike Association

9.15

Phase 3 - Avv. Stefano De Marinis (Condotte)

Procurement

Bidding process

- Procurement notice, prequalification and shortlisting
- Invitation to tender
- Interaction with bidders
- Evaluation of tenders and PPP contract award

Contract and financial close

- Finalise PPP contract
- Conclude financing agreement
- Reach financial close

11.00

Coffee break (c/o AIE - 4°p)

13.00

Lunch Buffet (c/o AIE - 4°p)

14.00

Phase 4 : Avv. Francesco Sciaudone (Studio Legale Grimaldi)

Project Implementation

Contract Management

- Attribute management responsibilities
- Monitor and manage project delivery and service outputs
- Managing changes permitted in the PPP contract
- Dispute resolution
- When the contract ends

Ex post evaluation

- Define institutional framework
- Develop analytical framework

16.00

Coffee Break (c/o AIE - 4°p)

17.00

Conclusion

15 December

9.00-9.15

Opening :

Minister Giuseppe Cavagna (Italian Coordinator for InCE/CEI) (Ministry of Foreign Affairs and International Cooperation)
Dott. Domenico Crocco - Anas International Relations / Secretary General PIARC Italy

9.15-12

Focus on toll road PPPs, and a general overview of Italy

Avv. Daniele Sterrantino (IUS FIRM – Studio Legale e di Consulenza)

11.00

Coffee break (c/o AIE - 4°p)

12-12.30

Presentation of PIARC World Road Association and National Committees

Ing. Saverio Palchetti (Anas International Relations/PIARC President TF /PIARC NC Representative)

13.00

Lunch Buffet (c/o AIE - 4°p)

14.00

Conclusion