

P3 PROCUREMENT – ONE MODEL

	<u>Notes</u>
<p>1) Explore and Measure the Options</p> <ul style="list-style-type: none"> a) What are your goals and what are the risks? b) Is there a business case for the project? c) Is there private market interest? <ul style="list-style-type: none"> i) Unsolicited proposal ii) Industry forum (followed by one-on one meetings) iii) Request for Interest d) Preliminary “value for money” analysis: <ul style="list-style-type: none"> i) Compare P3 alternatives against each other and against ii) Public finance option e) Decision point: P3 identified as preferred option f) Determine advisory service requirements g) Develop project schedule h) Develop project charter/message 	
<p>2) Project Definition</p> <ul style="list-style-type: none"> a) Develop indicative project agreement/term sheet <ul style="list-style-type: none"> i) Risk transfer ii) Revenue transfer iii) Performance requirements/guarantees b) Develop competitive process documents c) Update “value for money” analysis 	
<p>3) Competitive Process</p> <ul style="list-style-type: none"> a) Request for Qualifications <ul style="list-style-type: none"> i) Project goals; indicative agreement/term sheet ii) Select short-list (3-4?) b) Request for Proposals from short-list <ul style="list-style-type: none"> i) Start with preliminary RFP ii) Engage in collaborative dialogue with bidders iii) Refine indicative agreement accordingly iv) Receive and evaluate proposals; select preferred proposer v) Revise “value for money” with selected proposal information vi) Decision point: Go or no-go 	
<p>4) Implementation</p> <ul style="list-style-type: none"> a) Government approval b) Finalize agreement with successful bidder <ul style="list-style-type: none"> i) Commercial close ii) Financial close 	