

Unsolicited Proposals (Privately Initiated Infrastructure Proposals) in Emerging Economies: new challenges

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Who we are

PPP Academy was established in Ukraine on January 2014

PPP Academy has a great experience in Public-Private Partnership starting from the development of legislation up to preparation of PPP proposals, including a lot of unsolicited. We have a partnership relations with many well-known Ukrainian and foreign companies and educational institutions, actively cooperate with the United Nations Economic Commission for Europe, in particular, with the UNECE International PPP Center of Excellence

The team of the Academy consists of qualified specialists who have fundamental knowledge in various fields of law, economics and finance, public-private partnership and extensive experience in practical, scientific and educational activities.

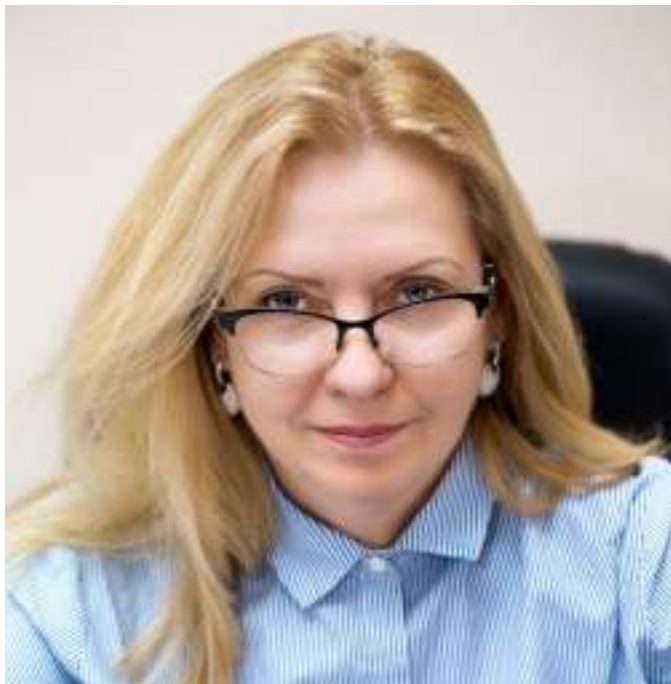


More information about us on <https://appp.com.ua/en/>



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Irina Zapatrina

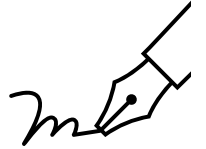
Doctor of economic sciences, professor, founder of Academy of Public-Private partnership, senior consultant of the World Bank, EBRD, UNDP, author of more than 130 publications on PPP, finance and economy



Anna Shatkovska,

President of Academy of Public-Private partnership, PhD in economic sciences, consultant of the World Bank, EBRD, UNDP

Our activities: analytics & legislation



- ❑ Almost all employees and experts of the Academy of Public-Private Partnership are actively engaged in scientific activities: conduct research, teach in higher education institutions, supervise the preparation of dissertations for PhD by their applicants, publish scientific and popular science articles and monographs, participate in analytical research commissioned by public authorities. Analytical and scientific research conducted by the Academy's specialists is a guarantee of high-quality preparation of projects of an applied nature.
- ❑ We worked with EBRD on Development of Modern Concessions Legal and Policy Framework for Ukraine
- ❑ Our staff has experience of work with EBRD on CIS PPP Model Law Development, EBRD-UNECE People First PPP Model Law, as well as with the World Bank on strengthening Public Investment Management System and PPP environment in Ukraine and Belarus



See more on <https://appp.com.ua/en/analytics-2/>

Our activities: conferences & seminars

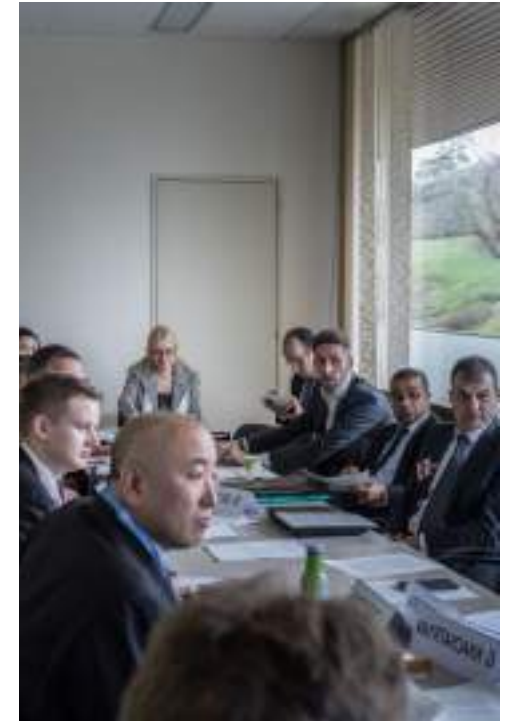


The organization of conferences, seminars, round tables and public discussions on sustainable development of countries and cities, modernization of important infrastructure for human activities on the basis of public-private partnership is one of the important activities of the Academy of Public-Private Partnership.

At these events we present our work, get inspired by new ideas from our partners and friends, expand the scope of our communication.

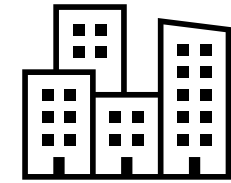
Our last events:

- ☐ International ExpoCongress “Business for Smart Cities”
<https://businessforsmartcities.com/en/>
- ☐ International Conference “Implementing People First PPPs: best international practice and recommendations for Ukraine and neighboring countries”
- ☐ International conference “Modernization of infrastructure in Ukraine: new opportunities for private sector participation”



See more on <https://appp.com.ua/en/conferences/>

Our activities: urban strategies



Development of sustainable urban development strategies in accordance with the UN Sustainable Development Goals is one of the activities of the Academy of Public-Private Partnership. The Academy has developed its own author's methodology for developing such strategies using the methods of strategic management theory and multicriteria expert analysis. This methodology is presented in the UN Economic Commission for Europe and recommended for use by cities in planning their long-term development in order to achieve the Sustainable Development Goals.

This methodology was applied to develop Sustainable Development Strategies for Ukrainian Cities.



More about this activity on <https://appp.com.ua/en/city-strategies/>



Our activities: PPP projects



Ukraine has a developed legal environment in the field of public-private partnership that meets the best international standards. PPP projects can be initiated not only by public authorities, but also by state and municipal enterprises, the National Academy of Sciences and branch academies of sciences, as well as **potential private partners**.

Procedures for reviewing and evaluating public-private partnership proposals are clear, understandable and non-discriminatory.

The selection of a private partner for the implementation of a PPP project, which is supported by the public authorities, takes place on a competitive basis in any case. At the same time, the initiator of the PPP proposal - a private partner has certain preferences for participation in the tender: it can enter into a PPP (concession) agreement on the terms of the best tender proposal or receive reimbursement of its costs for the preparation of the tender proposal from the tender winner.



The following unsolicited PPP proposals have been prepared by our company or with our participation:



<https://appp.com.ua/en/ppp-projects/>



- ☐ Project “Energy Bridge: Ukraine-European Union” (2018 – 2019) – euro 260 mln (we are a part of the Consultant team)
- ☐ Project “University campus in a smart and sustainable city "Vilne" (2019 – 2020) – USD 250 mln
- ☐ Project “Introduction of the system for fixation of violations in the field of road safety in the automatic mode in the city of Kyiv ” (2017) – USD 23.5 mln
- ☐ Project “Reconstruction of the existing and creation of a new cargo terminal at Boryspil International Airport (2018-2019) – USD 22 mln
- ☐ Project “Fuel and refueling complex at Boryspil International Airport” (2018 - 2019) – USD 25 mln
- ☐ Project “Introduction of multi-level car parking system in Kyiv” (2018) – USD 17 mln
- ☐ Project “Modernization of port infrastructure of Kherson and Skadovsk seaports and increase of their efficiency” (2017) – USD 34 mln

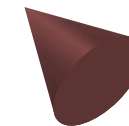
Our publications

- ❑ Our books are on <https://appp.com.ua/en/books/> (in Russian and Ukrainian)
- ❑ Our articles are on <https://appp.com.ua/en/articles/> (including in “European Procurement & Public Private Partnership Law Review” - in English)
- ❑ Our blogs are on https://appp.com.ua/en/blog_en/ (in English)



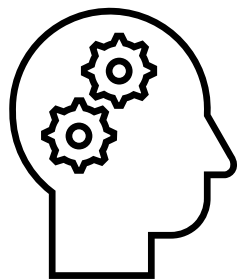


Our trainings



We have started an educational project entitled “**Public-Private Partnership: everything, that public authorities, business and civil society shall know to apply this mechanism for sustainable development, improving quality of life and prosperity**” - <https://academy-ppp.com/>

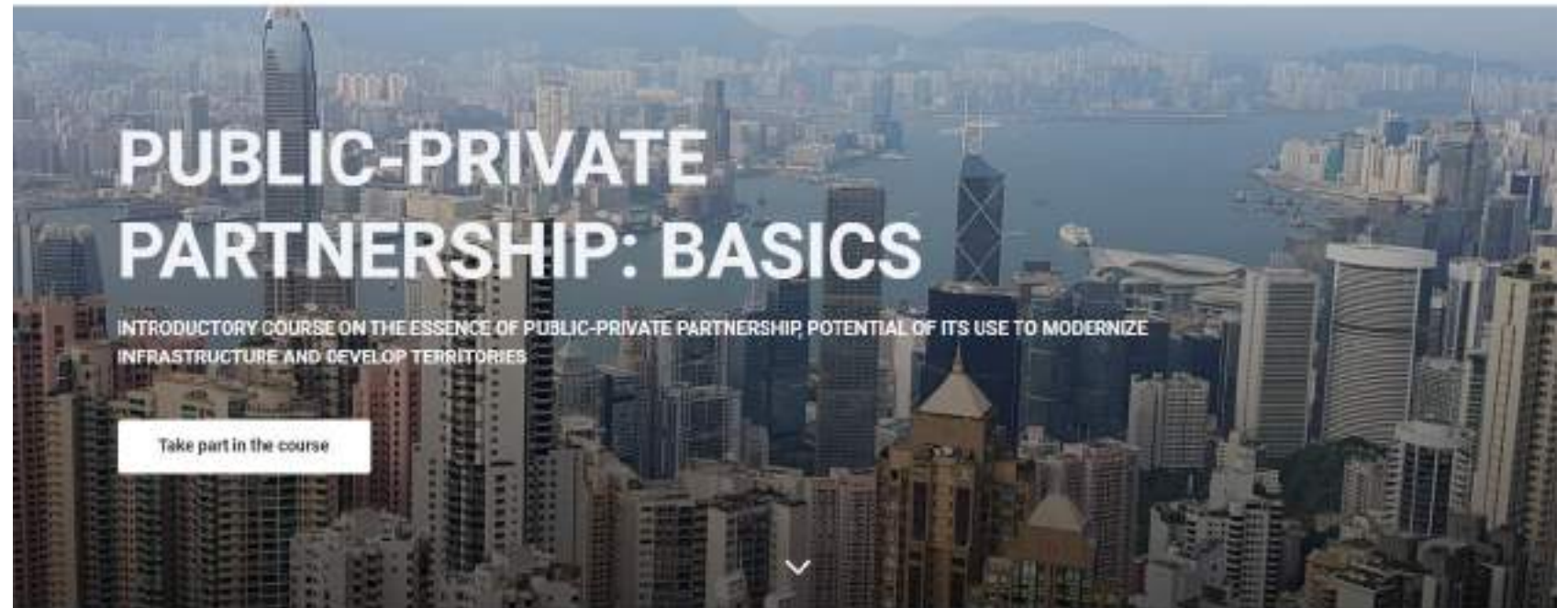
- ☐ Online trainings are available in three languages: English, Ukrainian and Russian
- ☐ Video lessons are pre-recorded in professional quality
- ☐ Lessons are available for multiple use over a given period
- ☐ The lessons contain tests or practical exercises. If the tests are successfully completed, students receive a relevant certificate



For public authorities



On-line courses of the Academy of Public-Private Partnership



Take the first step to understanding of:

- ✓ what is a public-private partnership
- ✓ why does a public authority need a PPP
- ✓ how to understand - when and for what purpose it makes sense to use this mechanism



Academy of Public-Private

<https://academy-ppp.com/page5>

Program of the Course for Public Authorities



Public-Private Partnership: essence of the mechanism
Introductory lesson on the essence of public-private partnerships



Types and forms of public-private partnership
Characteristics and features of various forms of PPP



Main stages of preparation and implementation of PPP projects
How to start a project using the PPP mechanism



Risks of PPP projects
How to share risks in public-private partnership agreements



Advantages of PPP
How to make a decision - whether to attract private business for the implementation of the infrastructure project



For private business thinking about unsolicited PPP proposals

- ☐ what business should know about public-private partnership
- ☐ when does it make sense to use this mechanism to build a long-term, sustainable and profitable business
- ☐ is it possible for business to initiate public-private partnership projects and how to do it

 <https://academy-ppp.com/page20>

