

# CANADIAN PUBLIC SECTOR LEAN SUMMIT

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# PUBLIC PRIVATE PARTNERSHIPS (P3)

- Risk transfer
- Value for money
- Early delivery of asset
- Innovation
- Technology transfer
- Economic and Industrial Benefits
- Safety

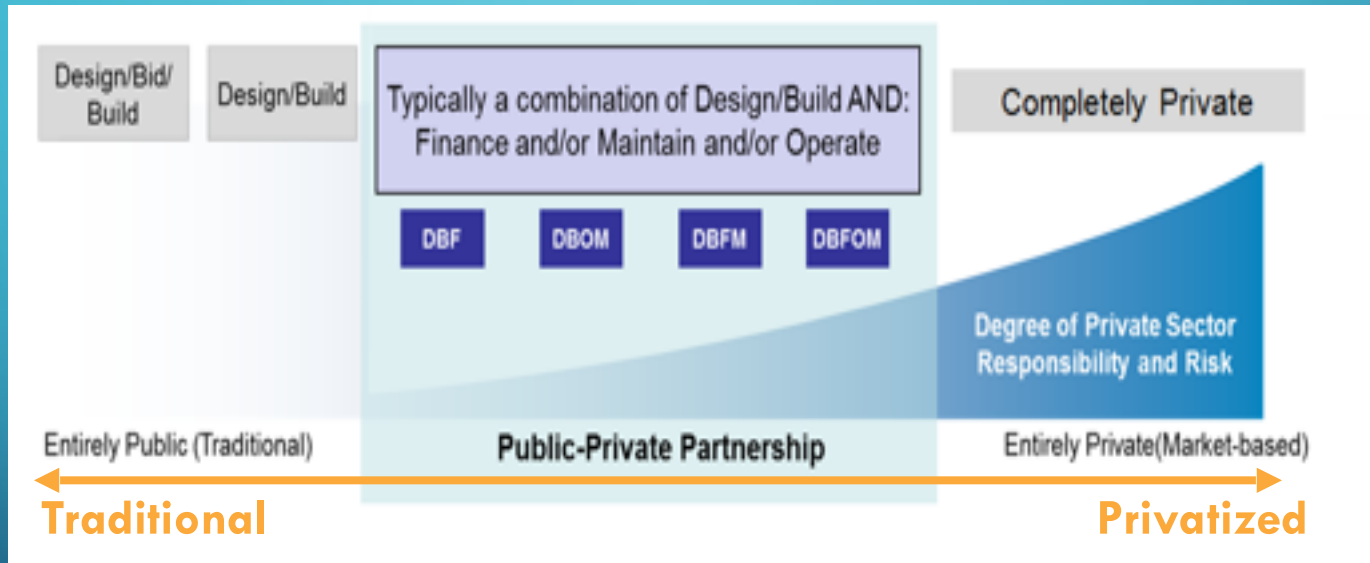


# HISTORY

- 20 years experience
- Four large transportation projects in operation
- C2P3 awards of excellence
- Several other P3 projects in schools, hospitals and social infrastructure
- On time, on budget, no claims
- Recognized expertise



# TYPE OF PROJECTS (BUSINESS MODELS)



# PROJECT

- Infrastructure requirement
- Assessment process
- Scope and complexity
- Opportunity for risk transfer
- Market maturity
- Precedent



# PEOPLE

- Project champion
- Project team
- Partners
- Advisors
- Stakeholders
- Resources (P3 Canada, C2P3, Pan Canadian group)



# PROCESS

- Governance
- Demonstrate fair, open, and transparent process
- RFQ, RFP procurement discipline
- Fairness monitor
- Market consultation
- Stakeholder engagement
- Communication
- Project agreements



# PROJECT, PEOPLE, PROCESS (P3)

- Assembly of resources
- Management tools
- Nimble organization
- Expertise
- Success





# COMMUNICATION

- Be ready
- Be first
- Be right
- Define yourself and your project
- Brand
- Community engagement
- Celebrate



# CONTINUOUS IMPROVEMENT

- P3 market evolves with each project
- Market sounding and value for money assessment essential
- Facilitated lessons learned
- Commercially confidential meetings (CCM)
- Process discipline
- Embedded asset management



# ON GOING

- Safe Clean Drinking Water Project (SCDWP) in Saint John
  - Procurement process complete
  - Construction period has started
  - Project team and partner in place
- Alternative Service Delivery unit embedded in government
- First P3 nearing 20 year operating term
- Social housing under consideration



# PIPELINE

