CANADIAN PUBLIC SECTOR LEAN SUMMIT

APRIL 18 2016

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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