



Use of the Competitive Dialogue procedure in PPP Projects

Recent Experiences in the Netherlands and the United Kingdom

Draft training programme – version 0.2

Date: 25 April 2008

Place: Ministry of Finance, Letenska, Room 116/B, Prague

Time	Subject	Twinning expert
08.30 – 09.00	Registration	Ms. H. Bergmanova
09.00 – 09.10	Welcome by RTA and RTA counterpart	Mr. E.J. Schuurman / Mrs. K. Helikarova
09.10 – 09.50	Recent experiences with the CD procedure in the Netherlands <ul style="list-style-type: none">• National regulatory framework• Type(s) of projects• Lessons learned	Mr. D. Stelling
09.50 – 10.30	Recent experiences with the CD procedure in the United Kingdom <ul style="list-style-type: none">• Regulatory framework• Type(s) of projects• Lessons learned	Mr. J. Davey
10.30 – 10.45	Coffee break	
10.45 – 12.00	Designing a CD procedure <ul style="list-style-type: none">• Formal requirements• A realistic Time table• Content of the procedure in terms of subjects/topics• Output specifications: do's and don'ts• Exchange of information among parties (when, what, how)• Team work requirements	Mr. J. Davey
12.00 – 13.00	Lunch break	
13.00 – 14.00	The use of selection and evaluation criteria in the CD procedure Assessment/evaluation of participant proposals Evaluation of bids	Mr. D. Stelling
14.00 – 15.00	Conducting a dialogue versus conducting negotiations <ul style="list-style-type: none">• Release of data and standardization of data: fixed or discretionary• Confidentiality: Which information to share among other bidders• When and how to conclude the dialogue phase. What if more solutions might be feasible?	Mr J. Davey
15.15 – 15.30	Tea break	
15.30 – 16.30	Miscellaneous: <ul style="list-style-type: none">• Standardizing the draft contract upfront: what discretionary room to be left to the participants/bidders?• Managing legal risks• Transfer of responsibilities concerning obtaining permits	Mr D. Stelling
16.30 – 16.45	Evaluation and further Twinning support	Mr. E.J. Schuurman
16.45	Closure of the training course	Mrs. K. Helikarova Mr. E.J Schuurman