Partnerships / Collaborations

for co-creating value in data and knowledge
Presenter

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Emerging Market and Funded Projects,
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The need for partnerships and collaborations
Stakeholders
Stakeholders

Public Sector
Provides services that are considered essential for the well-being of society

General Public
Beneficiaries of the services

Private Sector
(Local & International)
Service providers

Int’nal Institutions
Funding partners

Academia / NGOs
Contributors, watchdogs, innovators, etc.
03 Funding Sources
Funding Sources

- Local government funds
- Multilateral Development Banks (MDBs)
- Public Private Partnerships (PPPs)
- Export Credit Financing (ECF)
- Private funds
Local government funds

- Needs assessment
- Full control
- Schedule
- Operation and Maintenance
- Funding issues
Multilateral Development Banks (MDBs)

- Scope
- Funding secured
- Length for approval
- Operation and Maintenance
- Technology adoption
Export Credit Financing (ECF)

- Scope
- Country buy-in
- Length of negotiation and approval
- Operation and Maintenance
- Country of origin
- Technology adoption
Public Private Partnerships (PPPs)

- Scope
- Legal framework
- Business models
- Operation and Maintenance
- Local presence
- Technology adoption
Understanding PPPs
PPPs: What is the Rationale?

PPPs: “Get the best of both worlds” combine the efficiency of the private sector with the reasonable financing of government.

PPPs: as a mechanism for improving infrastructure and services.

Perceived to have a potential to:
• generate new resources
• boosting innovation
• improving efficiency in infrastructure and public services
• contributing to economic growth

Public sector projects through PPP as Private sector is presumed to have additional skills and expertise to efficiently design, construct, operate and maintain projects.
## Themes to look at:

### Infrastructure
- Positioning Systems
- Sensors

### Services
- Land Administration
- Tax Collection

### Data and Platforms
- Digitization of Analogue data
- Imagery and Earth Observation
- SDI Portals
- Multi modal transport data, Mobility as a service (MAAS)

### Innovation
- Integrated Geospatial Information Framework (IGIF)
- Geospatial Knowledge Infrastructure (GKI)

### Geographic Coverage
- Country
- State/Province
- Local Government/Municipality/County
Discussion topics:

Scope, benefits & challenges of implementing PPPs

Emerging business models for PPPs

PPPs: legislative issues and policy implications
PPP Business Models

- Contract
- Operation and Maintenance
- Design-Build
- Design-Build-Operate
- Design-Build-Finance-Operate
- Build-Transfer-Operate
- Build-Own-Operate-Transfer
- Build-Own-Operate
- Lease
- Concession
PPP Business Models

- Contract
- Operation and Maintenance
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- Lease
- Concession
Things to remember

- *Because PPP projects are often politically sensitive, we need to manage political risks during the PPP lifecycle.*

- *Off-budget or on-budget, PPPs still need robust and long-term public sector backing.*

- *The credibility of the underlining sources of funding of PPPs is crucial. Both user charges and direct government payments contain inherent challenges.*

- *The private sector prices in risk and uncertainty, and, as a result, the private sector will factor these into its own rates of return targets for projects.*
Things to remember (cont.)

- No single formula fits all requirements: different types of PPP structures are appropriate at different times and for different sectors.
- Local private sector capacity in PPP transactions needs to be built.
- The PPP industry in emerging markets needs to further develop financial products to enhance PPPs’ creditworthiness.
- Sharing the great collective body of knowledge on PPPs gathered through hundreds of projects in all regions of the world is critical.
THANK YOU