



## Market Testing and Benchmarking in PFI Contracts

### *Who is this course designed for?*

This course is for people who are currently, or will be involved in the next two / three years in the Value Testing process as part of their PFI contract. The course provides an ideal opportunity to understand the guidance, and your contractual obligations for Benchmarking (if this is still pertinent) and Market Testing

### *Why should I attend?*

Delegates will be able to discuss the guidelines and approaches taken by others in detail. They will explore a hands on case study which builds understanding regarding the key elements.

There are many factors which become apparent from undertaking either a Benchmarking or Market Testing process, which are shared and reviewed during the day's programme. And for many who have undertaken the process before there is an opportunity to verify the approach and query key issues.

**N.B. Hot topics including data appropriateness, re-scoping and taking back services in-house are covered and discussed in detail**

You will be able to take away guidance and understand more about the key aspects of undertaking a successful review. This course seeks to provide practical advice and guidance for delegates to take away and action. It also serves as a good validation course for those who have experience and want to compare their own practice with that of their peers.

### *Why should I train with Right outcomes Training?*

All our team have a significant role in a variety of PFI contracts, and are still actively involved in the operational / legal aspects. We are also the longest serving team of trainers associated with PFI, and have successfully trained the largest number of operational teams in the UK and Europe. We originally worked alongside H.M.T.'s PFI advice body 'Partnerships UK'

### *Summary of the Course*

The course provides a practical introduction and walk through of the process that you will undertake when reviewing your current services as required under the PFI contract.

It will focus on responsibilities of your service provider (s) and also those of the operational contract management team.

Topical aspects including re-scoping of services and consideration for taking them back in-house are covered.

The course also highlights the main contractual / legal aspects to be aware of as well as covering the expectations of the government bodies including NAO and HMT.

### Course Outline

Welcome & Introductions

Benchmarking & Market Testing

Policy on Guidance

Benchmarking (where still applicable);  
- Planning & managing the process  
- Case study

Market Testing;  
- Planning & managing the process  
- Case study

**NEW 2019 Session 'Contractual Issues Review Clinic' re. 'value testing'**

Managing the Outcomes

Review of the Day & Final Questions



Neil  
Tindall

Neil is a UK qualified solicitor with over 19 years practice experience with Eversheds, Walker Morris etc. In a prolific career he has been responsible for multi £m deals for both public and private sector. He now focuses on training and advising organisations on their PPP /PFI contracts.

Neil has worked on education, waste and various other PFI contracts – and brings a wealth of first-hand experience to the classroom



Anthony  
Garnett

Anthony has over 25 years business experience in procurement, outsourcing, and contract management.

Working for several years at PwC Management Consultancy he managed and developed the PPP / PFI training programme for many PFI delivery & management teams.

Anthony has been at the forefront of delivering practical training courses. He specialises in developing and delivering effective training programmes for his clients which can have an impact on the bottom line.

## ***Key Objectives of the course***

- Outline the objectives of Benchmarking and Market Testing
- Review the approach taken, key steps and guidance on Value Testing
- Give consideration to re-scoping or taking back the service(s); stages and considerations involved
- Provide an understanding of the main issues which often arise, and how to resolve them
- Make delegates aware of the need to manage both the outcome, and the stakeholders expectations
- Give delegates practical exercises to extend their knowledge on the topic - and compare experience to their peers
- **New session – Contractual Issues Review Clinic - Opportunity to get an independent insight to topic**

### ***Who will run this course and what is their experience?***

We always ensure that the team taking the course have an appropriate background in the topics that they are covering. Our delivery team have been responsible for establishing the guidance on Benchmarking and Market Testing, and consulting with public bodies on the process.

This course may be considered as part of Continuing Professional Development

**This course can be delivered directly to your team, or tailored to suit your own requirements, for further information contact us on:**

**[reach@rightoutcomes.co.uk](mailto:reach@rightoutcomes.co.uk)**

**or call 0161 2821775**

**[www.ppp-training.co.uk](http://www.ppp-training.co.uk)**