



The Ministry of Works and Transport, Tanzania



Tanzania Transportation Technology Transfer (TanT²) Centre



Tanzania Roads Association (TARA)



International Road Federation
Fédération Routière Internationale
Federación Internacional de Carreteras

The International Road Federation (IRF)

AFRICA REGIONAL SEMINAR AND WORKSHOP ON PERFORMANCE-BASED CONTRACTS AND FRAMEWORK AGREEMENTS FOR ROADS

FINAL PROGRAMME



12TH – 17TH DECEMBER 2022

ARUSHA INTERNATIONAL CONFERENCE CENTRE, ARUSHA, TANZANIA

THEME: APPLICATION OF PERFORMANCE BASED CONTRACTS AND FRAMEWORK AGREEMENTS IN THE ROAD SECTOR

Organised by:

The Ministry of Works and Transport in Tanzania through Tanzania Roads Association (TARA) and Tanzania Transportation Technology Transfer Centre (TanT² Centre) in Collaboration with the International Road Federation (IRF) and Other Local and International Institutions.

Supported by:



FINAL PROGRAMME

Monday 12 th –Wednesday 14 th December 2022	AFRICA REGIONAL SEMINAR ON PERFORMANCE-BASED CONTRACTS (PBC) AND FRAMEWORK AGREEMENTS (FA) FOR ROADS
Monday 12th December 2022	
07:00 – 09:00	On-Site Registration (At AICC, Arusha Tanzania).
09:00 – 11:00	Opening Session: <i>Chaired by Mr. Joseph Haule, Chairman, Organising Committee.</i>
09:00 – 09:20	Welcome Remarks and Opening of the Africa Regional Seminar and Workshop on Performance – Based Contracts (PBC) and Framework Agreements for Roads: By: Mr. Joseph Odo Haule, Chairman, Tanzania Roads Association (TARA).
09:20 – 09:35	Statement: By: Mr. Ali Ipinge, President, African Roads Maintenance Fund Association (ARMFA) & Chief Executive Officer, Road Fund Administration (RFA), Namibia.
09:35 – 09:50	Statement: By: Mrs. Susanna Zammataro, Director General, International Road Federation (IRF) Geneva Programme Centre.
09:50 – 10:10	Key Note Address: By: Mr. Nazir Alli, President of the World Road Association (PIARC), and Former Chief Executive Officer, South African National Roads Agency Ltd (SANRAL), South Africa
10:10 – 10:20	Remarks to Welcome the Guest of Honour: By: Mr. Joseph Odo Haule, Chairman, Tanzania Roads Association (TARA).
10:20 – 10:40	Opening Speech: By: Prof. Makame M. Mbarawa (MP), Hon. Minister for Works and Transport (MWT), Tanzania
10:40 – 11:00	Group Photo
11:00 – 11:30	Tea/Coffee Break
11:30 – 12:00	Concept and Overview of Performance Based Contracts (PBC)/ Output- and Performance-Based Road Contracts (OPBRC) and Framework Agreements for Roads: By: Dr. Cesar Queiroz, Consultant, Roads and Transport Infrastructure, and Former Highways Adviser, The World Bank.
12:00 – 12:30	The Performance Based Management and Maintenance of Roads Experience from Pilot Projects Implemented by TANROADS, Tanzania: By: Eng. George Mutabuzi, Interconsult Ltd, The Consultant Supervising TANROADS PMMR Projects in Tanzania.

12:30 – 13:00	An overview of Performance Based Contracts (PBC) / Output and Performance Based Road Contracts (OPBRC) and Framework Agreements for Roads in Zambia . By: Eng. Adilson Vilinga, ASCO (Zambia) Ltd.
13:00 – 13:30	Discussions: By: Moderator/Facilitator
13:30 – 14:30	Lunch Break
14:30 – 15:00	Managing Employer’s, Contractor’s and Lender’s risks in Performance Based Contracts (PBC)/Output- and Performance-Based Road Contracts (OPBRC) . By: Dr. Cesar Queiroz , Consultant, Roads and Transport Infrastructure, and Former Highways Adviser, The World Bank.
15:00 – 15:20	An overview of Performance Based Contracts (PBC) / Output and Performance Based Road Contracts (OPBRC) and Framework Agreements for Roads in South Africa . By: Mr. Nazir Alli , President, the World Road Association (PIARC), and Former Chief Executive Officer, South African National Roads Agency Ltd (SANRAL), South Africa
15:20 – 15:40	Local and International Experience with PBC/OPBRC and Framework Agreements for Roads: Consultants’ Viewpoint and Contractors’ Viewpoint [Speakers to TBD]. Moderator: Mr. Nazir Alli , President, The World Road Association (PIARC).
15:40 – 16:00	Discussions: By: Moderator/Facilitator, Mr. Nazir Alli , President, The World Road Association (PIARC).
16:00 – 16:30	Tea/Coffee Break
16:30 – 17:00	Key Success Factors for PBC/OPBRC and Framework Agreements for Roads. Main Stakeholders and their Interaction . By: Dr. Cesar Queiroz , Consultant, Roads and Transport Infrastructure, and Former Highways Adviser, The World Bank.
17:00 – 17:30	Contract Management: objective, team, Global Infrastructure Hub (GI Hub) contract management tool, stakeholder management (Employer, Contractor, Supervision Consultant, Road Users, others) . By: Dr. Cesar Queiroz , Consultant, Roads and Transport Infrastructure, and Former Highways Adviser, The World Bank, and Mr. Nazir Alli , The President, PIARC
17:30 – 18:00	Quality Assurance (QA) System including Self-Control Unit (SCU) of the Contractor . By: Prof. Dr. Goran Mladenovic (University of Belgrade) .
18:00 – 18:30	Discussions: By: Moderator/Facilitator
18:30	End of Day One

Tuesday 13th December 2022

09:00 – 09:30	OPBRC phases: (a) Works; and (b) Operation & Maintenance (O&M). Payment models for each phase. By: Cesar Queiroz.
09:30 – 10:00	Key Performance Indicators (KPIs) and Compliance with the Specified Service Level (e.g., maximum acceptable roughness - IRI), including payment reductions. By: Prof. Dr. Goran Mladenovic (University of Belgrade).
10:00 – 10:30	A Review of Existing Guidelines on Performance Specifications for OPBRC, including Calibration of Roughness Measuring Profilers. By: Cesar Queiroz and Goran Mladenovic.
10:30 – 11:00	Tea/Coffee Break
11:00 – 11:30	Road Resilience and PBC/OPBRC. By: Cesar Queiroz.
11:30 – 12:00	Transparency and Good Governance in PBC/OPBRC; Fraud and Corruption. By: Goran Mladenovic
12:00 – 12:30	An Overview of the World Bank Standard Procurement Documents (SPD) for OPBRC (Jan & Feb 2021 versions). Q&A. By: Cesar Queiroz.
12:30 – 13:30	Lunch Break
13:30 – 14:00	OPBRC Financial Model - Demonstration and Numerical Example. Q&A. By: Goran Mladenovic and Cesar Queiroz.
14:00 – 14:30	Financial Model Use by Employer (e.g., for planning, budgeting, scrutinizing potential projects, estimating “shadow” bids, contract renegotiations) and Contractor (e.g., for bid preparation, contract renegotiations) – a brief numerical exercise. By: Goran Mladenovic and Cesar Queiroz.
14:30 – 15:00	Panel Discussions on the Use of the Financial Model. Moderators: Cesar Queiroz and Goran Mladenovic.
15:00 – 15:30	Tea/Coffee Break
15:30 – 16:00	A Review of the Conditions of Contract of the SPD for OPBRC and Adaptation to a Specific Project. By: Goran Mladenovic and Cesar Queiroz.
16:00 – 16:30	A Review of the Instructions to Bidders (ITB) of the SPD for OPBRC and Adaptation to a Specific Project. By: Cesar Queiroz and Goran Mladenovic.
16:30 – 17:00	Roundtable Discussion on the Application of the SPD for OPBRC for Main Roads and Rural Roads. Moderators: Goran Mladenovic and Cesar Queiroz.
17:00	End of Day Two

Wednesday 14th December 2022

09:00 – 09:30	Specifications, Drawings, and Supplementary Information that Describe the Services and Works to be Procured under PBC/OPBRC. By: Prof. Dr. Goran Mladenovic (University of Belgrade)
09:30 – 10:00	General Conditions (GC) and Particular Conditions (PC) of PBC/ OPBRC Contracts. By: Dr. Cesar Queiroz , Consultant, Roads and Transport Infrastructure, and Former Highways Adviser, The World Bank.
10:00 – 10:30	A Review of World Bank Standard Procurement Documents for Framework Agreements for Consulting and Non-Consulting Services. By: Dr. Cesar Queiroz
10:30 – 11:00	Tea/Coffee Break
11:00 – 11:30	Bid Evaluation Applying Rated Criteria Considering Technical and Cost Factors. By: Prof. Goran Mladenovic
11:30 – 12:00	Components of an OPBRC Technical and Financial Proposals. By: Goran Mladenovic
12:00 – 12:30	JICA's Transport Portfolio in Tanzania & Performance Based Contracts. By: Mr. Henry R. Kajange , Program Officer, JICA Tanzania Office
12:30 – 13:00	Environmental and Social Risks and Impacts, including Sexual Exploitation and Abuse (SEA) and Sexual Harassment (SH). By: Ms Josephine Zimba , Environmental and Social Development Expert, Consultant, Tanzania.
13:00 – 14:00	Lunch Break
14:00 – 14:30	Environmental and Social Management Plan. By: Ms Josephine Aron Zimba , Environmental and Social Development Expert, Independent Consultant, Tanzania.
14:30 – 15:00	An overview of Performance Based Contracts (PBC)/Output- and Performance-Based Road Contracts (OPBRC) and Framework Agreements for Roads: Experience in Kenya. By: Eng. Patrick Kibiti , Kenya National Highways Authority. Moderator: Mr. Nazir Alli , President, PIARC.
15:00 – 15:30	Settlement of Disputes: Dispute Review Board and Dispute Review Expert. By: Nazir Alli and Goran Mladenovic.
15:30 – 16:00	Tea/Coffee Break
16:00 – 16:30	Impact of Guarantees on the Financial Viability of OPBRC Projects. By: Dr. Cesar Queiroz , Consultant, Roads and Transport Infrastructure, and Former Highways Adviser, The World Bank.
16:30 – 17:00	Roundtable Discussion on the Application of the OPBRC SPD and Framework Agreements for Roads for Specific Projects/Countries. Moderator: Goran Mladenovic.
17:00	End of Day Three

**Thursday 15th –Friday 16th
December 2022**

**REGIONAL WORKSHOP ON PERFORMANCE-BASED CONTRACTS
(PBC) AND FRAMEWORK AGREEMENTS FOR ROADS**

Instructors

Lead Instructor:-

Dr. Cesar Queiroz, Consultant, Roads and Transport Infrastructure, and Former Highways Adviser, The World Bank.

Instructor:-

Prof. Dr. Goran Mladenovic, University of Belgrade

Thursday 15th December 2022

09:00 – 12:30

Preparation of OPBRC and Framework Agreements:

A. Preparation of an OPBRC Project: Request for Bids (RFB), Without Prequalification and Adopting the Two-Envelope Bidding Process.

Instructors: Cesar Queiroz and Goran Mladenovic

The participants will form teams to work on the different parts of the Request for Bids (RFB), including:

- a) Specific Procurement Notice
- b) Instructions to Bidders (ITB) and Bid Data Sheet (BDS)
- c) Evaluation and Qualification Criteria
- d) Bidding Forms
- e) Works and Services' Requirements: Specifications
- f) General and Particular Conditions of Contract
- g) Contract Forms

B. Preparation of a Framework Agreement for Consulting Services for Roads (Primary Procurement). Instructors: Cesar Queiroz and Goran Mladenovic

The participants will form teams to work on the different parts of the Request for Proposals (RFP), including:

- a) Request for Proposals (RFP) Letter
- b) Instructions to Consultants and Data Sheet
- c) Technical Proposal – Standard Forms
- d) Financial Proposal – Standard Forms
- e) Terms of Reference (TORs)
- f) Framework Agreement, including details of the Secondary Procurement

12:30 – 13:30

Lunch Break

13:30 – 15:00

Preparation of Presentations by the Working Teams

15:00 – 15:30

Tea/Coffee Break

15:30 – 17:30

Presentations and Discussion of Results by the Working Teams

17:30

End of Day Four

Friday 16th December 2022

09:00 – 09:30	Introduction to Financial Analysis and Application to OPBRC Financial Modeling. By Cesar Queiroz and Goran Mladenovic.
09:30 – 10:00	Hands-on Training on the Use of the OPBRC Financial Model: Introduction to the Financial Modeling Team Exercise. By: Goran Mladenovic and Cesar Queiroz.
10:00 – 10:30	Tea/Coffee Break
10:30 – 11:30	Financial Modeling Team Exercise: The participants will form small teams to carry out the financial analysis of a proposed OPBRC project. Each team will be given a set of data for the project and will be asked questions on the financial assessment of the project. Instructors: Cesar Queiroz and Goran Mladenovic
11:30 – 12:00	Presentations/Discussions of Results by the Working Teams
12:00 – 13:00	Seminar and Workshop Closure
12:00 – 12:10	Final Discussions
12:10 – 12:20	Seminar and Workshop Evaluation
12:20 – 12:30	Certificate Handout
12:30 – 12:40	Seminar and Workshop Resolutions and Recommendations
12:40 – 13:00	Closing Remarks: By: Guest of Honour [TBD].
13:00	End of the Regional Seminar and Workshop on PBC
13:00 – 14:00	Lunch Break
14:00 – 17:00	Technical Site Visit, Arusha Bypass & Sakina – Tengeru Roads

Saturday 17th December 2022

08:00 – 18:00	Tours to Tourist Attractions - Tarangire National Park (Delegates to participate in the tours to indicate their participation during On-site Registration)
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