



The World Bank

gtz



REGIONAL WORKSHOP ON PERFORMANCE-BASED MANAGEMENT AND MAINTENANCE CONTRACTS

FEBRUARY 28 – 29, 2008, TANZANIA
EAST AFRICAN HOTEL, ARUSHA, TANZANIA

WORKSHOP BROCHURE: FIRST ANNOUNCEMENT

Instructors:

Dr. Gunter Zietlow; Mr. Cesar Queiroz; Mr. Graham Williams; Mr. Andreas Schliessler

Introduction

The Performance-Based Management and Maintenance of Roads (PMMR) Contracts define minimum conditions of road, bridge, and traffic assets that have to be met by the Contractor as well as other services such as the collection and management of asset inventory data, call-out and attendance to emergencies, and response to public requests, complaints and feedback. Payments are based on how well the contractor manages to comply with the performance standards of service levels defined in the contract and not on the amount of works and services executed. Therefore, the choice and application of technology and the pursuit of innovative materials, processes and management are all up to the Contractor to achieve the product defined in the performance contract. PMMR is a new way of effectively and efficiently preserving road assets that is rapidly evolving around the world replacing the traditional method-based contracting of road. For more information on Performance-Based-Road Management and Maintenance Contracts visit: <http://www.performance-based-road-contracts.com>. Certificates will be issued to successful participants upon completion of the workshop.

Workshop Objectives

Upon participation in this workshop, participants will be able to: i) List benefits and disadvantages of PMMR; ii) Describe performance standards and response times; iii) Identify and discuss risks, sharing and mitigation; iv) Explain Performance monitoring; v) Recognize importance of payments and incentive systems; vi) Recognize importance of data management and ownership; vii) Discuss bidding documents; and viii) Develop Framework Strategies for Implementing PMMR

Targeted Audience

The workshop is targeted for Senior Officials & Chief Executives of Road Agencies/ Departments and Roads Funds; Professionals involved in Procurement and Contract Administration; Road construction and maintenance; Planning, Financing and Performance Monitoring of Road Projects; Management and Administration of Road networks; Researchers and Academia. Participants are expected to come from the Sub Saharan Africa Region. **Only those participants who will attend the Seminar on Performance-Based Management and Maintenance Contracts to be held at East African Hotel, Arusha, Tanzania, from February 25 – 27, 2008, will be allowed to participate in the workshop.**

Language

The language medium to be used during the course will be English. No translation facilities will be available.

Class Size – The Class size for this workshop is limited to only **40** participants. Early registration is encouraged.

Course Fee & Registration

Registration fee for the workshop cover costs for the workshop venue, training materials, certificate of training, lunch and refreshments during the course. Individuals interested in attending the workshop are requested to complete the attached registration form and return it to the Workshop Administrator by 31st January 2008 to receive a confirmation.

Day No.	Date	Module Description	Name of Instructor
Day 1	28 th February 2008	Introduction and overview of PMMR	1. Gunter Zietlow
		Design of Bidding Documents for PMMR	2. Grahams Williams
		Scope of Services	3. Andreas Schliessler
		Prequalification Documents	
		Sample Bidding Documents	
		Sample Bidding Document of the World Bank	4. Cesar Queiroz
		Changes Required by Road Administration and the Consulting and Contracting industry	
		WB Resource Guide and Resources for Getting Information on PMMR	
		Development of Performance Standards and Response Times	
		Compliance Monitoring	
Day 2	29 th February 2008	Development of strategies of implementing PMMR in participants countries	1. Gunter Zietlow
		Evaluation of the Workshop	2. Cesar Queiroz
		Handing Over of Certificates to Participants	
		End of Workshop	

Early Registration (before 31st January 2008) is USD 200; Late Registration (after 31st January 2008) is USD 250.

Workshop Outline

Instructors

Internationally renowned experts in the area of Performance-Based Management and Maintenance will instruct at the Workshop.

- The Lead Instructor is **Dr. Gunter Zietlow** (*Consultant*) from GTZ. Dr. Gunter Zietlow is honoured International Road Federation (IRF) Man of the Year 2003 in merited recognition for his pioneering activities and achievements in the realm of performance-based road management and maintenance contracts and road maintenance funds in Latin America. To date, in Latin America, over 60,000 km of roads are being maintained under performance-based contracts. Dr. Gunter Zietlow develops Performance-Based Programmes. Also, he designs and delivers Performance-Based Contracts (PBC) trainings for developing countries (<http://www.zietlow.com/>)

Resource Persons from the World Bank are:

- **Cesar Queiroz** (*Consultant*). C. Queiroz has performed several Performance-Based Contracts (PBC) projects in Europe. He was the Former Team Leader for Serbia and Montenegro Road Rehabilitation and Maintenance Project, which has a PBC component (<http://www.worldbank.org/transport>)

- **Graham Williams** (*Team Leader, Eastern & Southern Africa, Indian Ocean and Middle East, BCEOM*). Prepared pilot PBCs in Cape Verde, Chad, Madagascar and Tanzania; About 12 Packages Covering Approximately 2,800km of Roads; Carried out Technical Surveys; Briefed Stakeholders; Reviewed Capacity and Funding Constraints; Defined Appropriate Service Levels; Estimated Costs; Prepared Prequalification and Bidding Documents (Based on Bank Sample PMMR Document); Assisted Agencies during Procurement Process (<http://www.bceom.fr>).
 - **Andreas Schliessler** (*Sr. Transport Economist*). Task Team Leader for Road Rehabilitation and Maintenance Projects with PBC Components in Burkina Faso, Cape Verde, Chad, Madagascar, and Tanzania (<http://www.worldbank.org/transport>)
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Certification

Application will be made to have the workshop accredited by the Tanzania Engineers Registration Board for earning Professional Development Units (PDUs).

Mode of Payment

Payments in cash or Bankers cheques should be made to

BANK: CRDB BANK LIMITED, P. O. Box 268, Dar es Salaam, TANZANIA. Tel: +255 22 2117441/7

Account Name: ARMFA/AFERA

Account Type: US\$

Account Number: 02J1043013201

Swift Code: CORUTZTZ

RECEIVER'S CORRESPONDENT BANK:

CITIBANK N.A., 112 Wall Street, 16th floor Zone 4, New York 10043, USA

Swift Code: CITIUS33

Please Note: Please ensure all overseas bank transfer charges are covered by yourself.

Cancellation Policy

- 50% refund for cancellations made before 31st January 2008
 - Cancellations made after 31st January 2008 are not subject for refund
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Accommodation

Participants will be required to make their own accommodation and travelling arrangements to and from workshop venue. Upon request the Organizers can make accommodation bookings for participants.

Contacts Details

For more information please contact: **The Seminar Administrator, Roselyne Mariki at roselyne@habari.co.tz, fax (+255 27 2544563)**
