The P3 Experience:
Perspectives on the Benefits and Implementation of
Public Private Partnerships

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About Partnerships BC

• Founded in 2002
• Province of B.C.’s procurement agency
• Provides consulting services to public sector
• 40 + infrastructure projects in B.C., $17 billion combined capital value
• 10 + projects in other Canadian jurisdictions

2013 PBC Corporate Video.mp4
Partnerships BC’s Mandate

Partnerships BC supports the public in meeting its infrastructure needs by providing leadership, expertise and consistency in the procurement of complex capital projects by utilizing private sector innovation, services and capital to deliver measurable benefits for taxpayers.
Our Services

• A centralized source of procurement knowledge, understanding, expertise in providing services ranging from:
  o Concept plan/ business case
  o Procurement
  o Post financial close – implementation support
  o General advisory services

• Majority of participation is in projects over $100 million, but not limited to that amount
Typical P3 Procurement Process

- **Project Definition**
- **Bus Case & Design Concept**
- **Issue RFQ**
- **Issue RFP**
- **Negotiate**
- **Design**
- **Construction**
- **Maintenance**

**Contract Term**
- (15 to 40 yrs)

- **Maintenance**
  - Approval point
  - Contract Term (~15 to 40 yrs)

- **Design**
  - Approval point
  - 2 to 4 years

- **Construction**
  - Approval point
  - 2 to 4 years

- **Issue RFP**
  - Approval point
  - 12 to 18 months

- **Issue RFQ**
  - Approval point
  - 2 months to 2 years

- **Bus Case & Design Concept**
  - Approval point
  - 2 months to 2 years
Benefits of P3 Procurement

- Certainty
- Life cycle asset management
- Collaborative and transparent procurement
- Public ownership
- Discipline and value for money
- Integration and innovation
- Investment and job creation
Efficiencies

- Private sector can bring efficiencies by combining design and construction
- New, more efficient design – maintain speed and safety
Canada Line

Optimized private financing
Foundations for Success in B.C.

- Political will and policy framework
- Established track record
- Centralized procurement expertise
- Steady project pipeline
- Consistent documentation and process
- Fair and transparent competitive selection process
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