



Association for the Improvement of American Infrastructure

Together, we move P3s forward.

P3 Procurement Process

FACT: One of the key drivers for the successful development of a P3 project is a well-defined, properly structured procurement process that encourages private sector companies to bring forward their best people and ideas.

KEY STAGES OF THE PROCUREMENT PROCESS

Simply stated: A P3 procurement model is a combination of design, construction, financing, operations, and maintenance. Key issues that public agencies must consider in conducting a project procurement are structuring the agreement, conducting a fair and competitive procurement process, and negotiating a final agreement that is transparent and protects the public interest.

Issue RFQ	RFQ issued inviting teams to submit qualification and credentials	30-60 days (est.)
Shortlist or Prequalify Proposers	Shortlist or prequalify teams chosen based on Selection criteria	30-45 days (est.)
Issue RFP	RFP released including project agreement and technical requirements	60-90 days (est.) after RFP issued
Proposal Period	Proposers develop comprehensive technical and financial proposals	3-6 months (est.)
Select Preferred Proposer	Preferred proposer chosen based on evaluation criteria included in RFP	30-60 days (est.)
Negotiations	Negotiate final terms and conditions with preferred proposer	30-60 days (est.)
Commercial & Financial Close	Preferred proposer executes project documents and project financing	60-90 days

WHAT CAN THE PUBLIC SECTOR DO TO ENSURE A SUCCESSFUL PROCUREMENT?

Engage the public early on:

- Identify and explain engagement opportunities
- Highlight benefits of community participation in decision-making
- Improve transparency for taxpayers
- Explain communication plans for P3 program and projects
- Improve stakeholder understanding of public-private partnerships

Create a positive community experience:

- Work to build consensus internally and externally
- Inspire public confidence and find ways to engage with the community
- Positive experiences result in fast-track project deliveries, local and regional economic development, and continued successful operations

Political, agency and private sector leaders believe the success of P3 projects are directly attributed to their focused emphasis on community outreach programs – programs that have evolved since the early days of P3 initiation a decade ago.