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Project Director – PPP/PFI

Role Description and Candidate Brief

Closing Date: 26th August 2019



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ABOUT US

Local Partnerships LLP is a public sector joint venture, wholly owned by HM Treasury, the Local Government Association and the Welsh Government, and exists solely to provide commercial support and delivery expertise to the public sector.

We were created by the public sector, are in-house to the public sector, and we work solely for the public sector (government, local authorities, local public bodies and the community focused third sector). This means that we are never commercially conflicted in the advice that we give, as we are never also advising private sector clients.

Our primary purpose is to strengthen the intelligent client capability and capacity of the public sector, particularly in their commercial interactions with the private sector. We do so by deploying senior commercial specialists that provide advice and support to local public bodies. Our ethos is to share freely our learning for the benefit of the wider public sector.

Our owners require us to charge for our services. Any surpluses we make are re-invested for the benefit of the public sector.

Examples of the support we provide include:

- Developing and reviewing strategic business cases and business plans
- Service transformation and change
- Modelling and legal frameworks for alternative service delivery models
- Options' appraisal and assurance of your chosen approach or option
- Forming effective partnerships (inter-agency brokerage)
- Sourcing and commissioning, contract negotiation and management
- Economic development and planning
- Delivering infrastructure

We currently operate within the following sectors:

- Waste Management
- Housing, Regeneration & Growth
- PPP/PFI
- Energy
- Air Quality
- Assurance
- Health & Social Care
- Infrastructure
- Commercialisation
- Re-organisation & devolution
- Digital transformation.



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We work all over England and Wales with a core team based in Smith Square, Westminster and a small office in Cardiff. We have c. 50 employees, supplemented by a pool of associates, and a current annual turnover of c. £10 million.

Our impact report for 2018-19 can be found at <http://localpartnerships.org.uk/wp-content/uploads/2019/07/Local-Partnerships-impact-report-2018-2019-1013.pdf>

We are seeking to recruit two Project Directors in our PPP/PFI team. At least one of the project director roles will involve negotiating and undertaking financial modelling relating to the refinancing of PFI projects

In our **PPP/PFI** work, demand continues from public sector organisations for our support in relation to new and operational PPP and PFI contracts across sectors. This is centred on negotiation and resolution of issues, ensuring ongoing delivery of facilities and services in accordance with the contractual requirements and standards, and ensuring appropriate rectification where this is not the case.

Our support in the PPP & PFI sector includes the following activities:

- delivering operational savings from existing commercial arrangements
- undertaking contract management reviews and client training
- savings identification and implementation
- contractual negotiation
- issue identification and resolution
- supporting governance teams and officers on identifying and implementing strategic and operational priorities and aligning those to wider organisational priorities
- business case preparation (strategic, programme, outline or full)
- support through periodic events in the contractual life of PFI projects, such as benchmarking and market testing processes
- advising through key contractual events such as provision of financial and commercial advice through refinancing and termination
- undertaking strategic reviews of projects, contract management and governance arrangements
- providing client senior management mentoring and support
- facilitating collaborative working across council boundaries
- representing local government clients in discussion with sponsoring departments and HM Treasury.

We also support the Welsh Government's MIM programme. This was created as an innovative way to support additional investment in social and economic infrastructure in Wales, and to finance major capital projects in response to the scarcity of capital funding. We support the delivery of all three MIM projects being the 21st Century Schools Band B programme, the A465 Heads of the Valleys roads project and the Velindre Cancer Centre project

A profile for the role, the job description and person specification, is set out below.

We value diversity and encourage applications from all sections of the community.

The recruitment for these roles is being administered by the Local Government Association.

ABOUT THE ROLE

Job Title	Project Director - PPP/PFI
Responsible to	Programme Director
Salary	Starting at £75,000

Job Purpose

Project Directors are responsible for the successful delivery of a major stream of business activity for Local Partnerships. Project Directors may work on their own but will more often form part of a team of different specialists undertaking an assignment stretching over weeks or months, or occasionally years, for a client who will typically be a central government department or one or more councils.

Project Directors are assigned to a programme area headed by a Programme Director. While every assignment is different, Project Directors typically bring their professional expertise and project management skills to bear on complex projects and problems and ensure the Local Partnerships' quality standards are met in completing the assignment on time and budget.

Project Directors need to have an understanding of decision-making in the public sector, including the role of elected politicians, in addition to their professional expertise. Almost all assignments involve preparing reports containing complex written and analytical information for the client, so excellent communications skills are vital. Knowledge transfer to the client is a key part of the role.

Project Directors may be based anywhere in England and Wales. They will need to travel to clients' offices around the country.

Principal Activities

Principal activities include:

- leading the delivery of work streams and projects using professional expertise and maintaining strong and effective relationships with clients, either as part of a team, or independently
- preparing outputs and outcomes in line with the brief for the assignment, using tools to report complex written, financial and analytical information to the client
- ensuring projects meet Local Partnerships' quality standards, client expectations and Local Partnerships' financial targets
- establishing a reputation with clients and colleagues as a source of expertise within a programme area
- working with the relevant Programme Director and help undertake new business development
- contributing to the wider corporate success of Local Partnerships
- managing assigned associates working on the same programme

Person Specification – Project Director PPP/PFI

- Educated to a degree standard and professional qualifications appropriate to the role
- Extensive experience advising procuring authorities (at senior and contract management level) of contractual, commercial and operational issues
- Detailed knowledge of government (local and central) procurement methods and contracts, strategic and commercial management, outsourcing, governance issues and change management
- Excellent stakeholder engagement and management including the ability to deliver solutions that meet collective needs and communicate in a variety of forms
- Able to specify and create effective teams within organisational structures
- Detailed understanding of the contractual aspects of PPP & PFI projects, across all iterations of SoPC documentation (and knowledge of pre-standardised PFI contracts) and across sectors
- Strong commercial skills and a track record of operating in a commercial, PPP & PFI contracting environment. At least one of the project director roles will involve negotiating and financial modelling on refinancing PFI projects
- Extensive experience of negotiating issues to the point of resolution on behalf of clients and supporting clients through the negotiation process
- Good understanding of the PPP/PFI market and the issues currently being faced, including the priorities of government in the PPP/PFI sector
- Experience of negotiating PPP/PFI contracts, during procurement and operational phases, including the management and balance of a project's legal, commercial, technical, finance and insurance issues to ensure efficient procurement/contract management and value for money