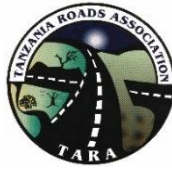




The Ministry of Works and Transport, Tanzania



Tanzania Transportation Technology Transfer (TanT²) Centre



Tanzania Roads Association (TARA)



International Road Federation
Fédération Routière Internationale
Federación Internacional de Carreteras

AFRICA REGIONAL SEMINAR AND WORKSHOP ON PERFORMANCE-BASED CONTRACTS (PBC) FOR ROADS

FIRST ANNOUNCEMENT



12TH – 17TH DECEMBER 2022

ARUSHA INTERNATIONAL CONFERENCE CENTRE, ARUSHA, TANZANIA

THEME: APPLICATION OF PERFORMANCE BASED CONTRACTS 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:



Introduction

The Tanzania Roads Association (TARA), which is also a National Committee of the World Road Association (PIARC) under the Ministry of Works and Transport in Tanzania, in collaboration with the Tanzania Transportation Technology Transfer (TanT² Centre), Tanzania National Roads Agency (TANROADS), Tanzania Rural and Urban Roads Agency (TARURA), the International Road Federation (IRF) Geneva and other local and international institutions, is organizing the **Africa Regional Seminar on Performance-Based Contracts for Roads (PBC)** to be held from **12th – 14th December 2022** at the Arusha International Conference Centre (AICC), Arusha Tanzania.

The objective of the Regional Seminar is to raise awareness about the importance and benefits of performance-based contracts for roads, and facilitate the sharing of practitioners' experiences and best practices.

The Seminar will be conducted back to back with the **Africa Regional Workshop on Performance-Based Contracts for Roads**. A three-day Regional Workshop, whose objective is to provide practitioners responsible for managing and maintaining road networks with sufficiently detailed tools, examples and practical knowledge for successfully implementing performance-based contracts for the roads for which they are responsible, will be held from **15th – 17th, December 2022**. *Only those participants who will attend the Africa Regional Seminar on Performance-Based Contracts for Roads to be held at the Arusha International Conference Centre, Arusha, Tanzania, from 12th – 14th, December 2022, will be allowed to participate in the Africa Regional Workshop on Performance-Based Contracts for Roads.*

What is a Performance Based Contract?

The method of delivering road maintenance has progressively evolved. Historically, road agencies have moved from using in-house force account to traditional method-based maintenance contracting. Many countries are now heading towards performance-based contracting (PBC), an approach that has been deployed rapidly in the road sector in the past decade. However, while PBC offers a number of benefits for road agencies and road users, it is a relatively new approach and there are several aspects that need careful consideration to ensure that the goals of PBCs are fully achieved.

Performance-based contracts (PBC) differ significantly from method-based contracts that have been traditionally used to maintain roads. PBC is a type of contract in which payments for the management and maintenance of road assets are explicitly linked to the contractor successfully meeting or exceeding certain clearly defined minimum performance indicators. Such contracts could potentially include management of infrastructures and activities such as road works, drainage system, pavements, traffic and roadside assets, bridges, tunnels, traffic services, and emergency response.

In traditional method-based contracts, the road agency as a client normally specifies techniques, technologies, materials and quantities of materials to be used, together with the time during which the maintenance works should be executed. The payment to the contractor is based on the amount of inputs (e.g., cubic meters of asphalt concrete, number of working hours).

In performance-based contracting the client does not specify any method or material requirements (provided the country's standards are met). Instead the client specifies performance indicators that the contractor is required to meet when delivering maintenance services.

According to the World Bank Standard Procurement Document for Output- and Performance-Based Road Contracts (2021),¹ under the performance-based approach, the services to be provided by the

¹ Output- and Performance-Based Road Contract (OPBRC) is a form of PBC for which the World Bank has issued standard procurement documents, which can be downloaded, free of charge, from:

<https://www.worldbank.org/en/projects-operations/products-and-services/brief/procurement-new-framework>

Contractor go much beyond the mere execution of pre-defined physical works. The Contract covers an array of activities needed to achieve and maintain a certain Service Level for road users, including the design, construction, operation and maintenance, as well as several activities related to the management (including periodic evaluation) of the road network under contract. It includes carrying out Rehabilitation Works, Improvement Works, as well as Emergency Works needed to reinstate the Roads after damage has occurred as a result of natural phenomena (such as strong storms, flooding and earthquakes).

The PBC/OPBRC competitive procurement process results in a contractual relationship where payments are made for measured outputs instead of the traditional way where the measurement and payment reflect the quantity of input.

For example, the contractor is not paid for the number of potholes he has patched, but for the output of his work: no pothole remaining open (or 100% patched). Failure to comply with the performance indicators or to promptly rectify revealed deficiencies adversely affects the contractor's payment through a series of clearly defined payment reductions. In case of compliance the payment is regularly made, usually in equal periodic (e.g., monthly, quarterly) instalments. PBC within the road sector can be "pure" or "hybrid". The latter combine features of both method- and performance-based contracts. Some services are paid on a unit rate basis, such as emergency works, while others are linked to meeting performance indicators.

Advantages of Performance Based Contract

Road agencies have moved towards a Performance Based Contract (PBC) approach because it offers several advantages over more traditional approaches:

- (a) cost savings in managing and maintaining road assets;
- (b) greater expenditure certainty for road agencies;
- (c) ability to manage the road network with fewer agency staff;
- (d) better customer satisfaction with road service and conditions; and
- (e) Stable multi-year financing of maintenance.

The PBC can lead to cost savings through: -

- Incentives to the private sector for innovation and higher productivity;
- Reduction in administrative expenses and road agency overheads, due to better packaging of contracts, requiring fewer agency personnel to administer and supervise contracts;
- Significantly greater flexibility in the private sector (than in the public sector) to reward performance and react quickly against non-performers.

The PBC helps ensure that variation orders are minimized and that the contractor is generally paid in equal periodic (e.g., monthly, quarterly) instalments throughout the contract period. The risk for cost overruns is transferred to the contractor and the road agency faces fewer unpredictable costs. In the PBC approach, fewer contracts have to be processed and administered, and there is no need to measure vast quantities of inputs as a basis for payments. Due to the reduced administrative effort needed, the road agency can manage its network with fewer in-house personnel.

The PBC can deliver higher customer satisfaction by aligning contractor payments with the needs of the customer/road users. These needs are directly reflected in the performance indicators specified in the contract. Performance specifications set a minimum level of service that is expected from the contractor over the entire contract period.

A PBC approach can help ensure stable financing for the maintenance program over a longer-term when compared with traditional method-based contracts. A PBC typically covers a period of several years. It therefore obliges the government treasury to make a multi-year funding commitment for road maintenance.

What significantly differentiates a PBC is that the contractor is assigned a number of the responsibilities and risks that are borne by the owner agency under traditional method-based contracts. On the one hand, the contractor is not tied down by the contracting agency in making his decisions regarding “what to do”, “when to do” and “how to do”. The contractor is free to innovate with techniques and technologies to reduce his own costs, as long as the level of service specified in the bidding documents is achieved. On the other hand, the contractor now bears the entire risk in case of failure of his management and innovation – his errors in (i) predicting deterioration of contracted assets; (ii) determining appropriate design, specifications and materials (conforming to the country’s standards); (iii) planning needed maintenance interventions; and (iv) estimating quantities.

Targeted Audience

The Seminar is targeted at Senior Officials and Chief Executives of Road Agencies/ Departments and Road Funds, Contractors, Consultants, service providers, road sector policy and decision makers, development partners, road users, and other interested parties, while the Workshop is targeted at junior and middle level managers from government road agencies, contractors, consultants, researchers and academics, students, and other interested parties.

Supporters/Sponsors

The International Road Federation (IRF) Geneva is a non-governmental, non-profit organization with the mission to encourage and promote development and maintenance of better, safer and more sustainable roads and road networks. Working together with its members and associates, the IRF promotes social and economic benefits that flow from well-planned and environmentally sound road transport networks. It helps put in place technological solutions and management practices that provide maximum economic and social returns from national road investments. The IRF has a major role to play in all aspects of road policy and development worldwide. For governments and financial institutions, the IRF provides a wide base of expertise for planning road development strategy and policy.

For members and the community of road professionals, the IRF is a business network, a link to external institutions and agencies, such as the United Nations and the European Union, and a business card of introduction to government officials and decision makers. IRF is also a source of support and information for national road associations, advocacy groups, companies and institutions dedicated to the development of road infrastructure. (www.irfnet.ch)

African Roads Maintenance Fund Association (ARMFA) is a non-political and a non-profit making association that was founded in the year 2003 in Libreville, Gabon. ARMFA’s main reason for being is to form a platform and a network for experience and information sharing on best road maintenance practices in Africa; to discuss and find opportunities on funding options; to promote and strengthen links between members of African Roads Funds; and to that RFs achieve sustainability in funding and functions. ARMFA is composed of 34 Anglo and Francophone countries. To ensure a coordinated management of ARMFA, member countries have been clustered into four regional focal groups that include the West African Focal Group; the Southern African Focal Group; the Central African Focal Group and the East African Focal Group. Each of these focal groups meet regularly to discuss issues of mutual interest for their respective regions, which they later on in the year come together and share during the association’s annual conference, whose resolutions are then presented for discussion and adoption at the association’s Annual General Meeting (<https://www.armfahqs.org/>).

The Association of Southern Africa National Roads Agencies (ASANRA) is an association of national roads agencies or authorities in the Southern Africa Development Community (SADC). The association was established in March 2001 in line with the SADC Protocol on Transport, Communications and Meteorology with the goal of enhancing regional policy coordination and road transport systems integration in order to improve intra-regional road transport efficiency and lower transport costs (www.asanra.com). To this end, ASANRA aims at:

- a) Fostering the development, operation and maintenance of a region-wide integrated road transport system;
- b) Cooperating with other SADC agencies in considering matters of mutual interest in serving the regions highway needs;
- c) Developing and improving methods of administration, planning, research, design, construction, maintenance and operation of infrastructure and facilities;
- d) Contributing to the provision of efficient, safe and effective transportation of persons and goods in support of regional as well as national goals and objectives in an environmentally and economically sustainable manner;
- e) Studying all problems connected with the region's highway network and its impact on other modes of transportation;
- f) Consulting with SADC ministers on regional transportation policy and;
- g) Developing technical, administrative and operational voluntary standards and policies.

Tanzania National Roads Agency (TANROADS) is an Executive Agency of the Ministry of Works established under the Executive Agencies Act No. 30 of 1997 responsible for management, development and maintenance of the trunk and regional road network in Tanzania. The aim of TANROADS is to provide cost effective and sustainable maintenance and development of the primary road network comprised of all trunk and regional road network to support the socio-economic development of Tanzania (www.tanroads.go.tz).

Roads Fund Board, Tanzania

The **Roads Fund** and Roads Fund Board were established by statutory instrument Road and Fuel Tolls Act CAP 220 (Revised edition 2006). The Board comprises of nine members, five from the private sector and four from the public sector. Pursuant to the law, the Board is mandated to ensure full collection of funds, disbursement and monitoring utilization of the same. Furthermore, the Act states that at least 90% of its funds should be used for maintenance and emergency repair of classified roads and related administrative costs and not more than 10% of its funds for roads development and related administrative costs in Mainland Tanzania. The Act also stipulates that "all administrative costs with regard to the Roads Fund Board shall be defrayed from the Roads Fund". Funds are disbursed to implementing agencies such as Ministry of Works and Transport, Tanzania National Roads Agency (TANROADS) for Trunk and Regional roads, the President's Office Regional Administration and Local Government (PO-RALG), Tanzania Rural and Urban Roads Agency (TARURA) for roads under the Local Government Authorities (www.roadfund.go.tz).

Tanzania Roads Association (TARA)

Tanzania Roads Association (TARA) is a nongovernmental organization (NGO), non-political, non-profit and non-religious organization established and **registered on 5th July 1991** with the Ministry of Home Affairs, Tanzania under the Societies Ordinance Cap.337 whose mission is *"to promote best practices in the planning, designing, construction, management and use of roads as well as appropriate measures to enhance safety, effectiveness and efficiency of road infrastructure through sharing of knowledge, experience, organizing trainings and demonstrative projects and programs that are environmentally friendly"*. TARA among others encourages and provides training to both road users as well as road professionals, through conducting short courses, seminars, workshops and organizing Annual Roads Conventions for the purpose of bringing together

stakeholders to discuss and share experience and technology in roads sub sector. TARA membership is open to engineering firms, haulage and trucking companies, oil companies, construction companies and equipment suppliers, professional associations, academic institutions, road safety bodies, and any individual with vested interest in roads and road transport. <https://www.tara.or.tz/> or **E-mail:** info@tara.or.tz

Tanzania Transportation Technology Transfer (TanT²) Centre

The Government of Tanzania through the Ministry of Works and Transport established the Tanzania Transportation Technology Transfer (TanT²) Centre in August 1997 whose mission is *“To foster safe, efficient and environmentally sustainable transportation systems in Tanzania by improving skills and knowledge of transportation providers and users through training, technical assistance and technology transfer”*. TanT² Centre is a unit under the Ministry of Works, Transport and Communications. The establishment of the Centre is an initiative that aims at improving transportation in the country at all levels through technology transfer. TanT² Centre facilitates ways to enable users and providers of all modes of transport in the country to keep pace with the fast-changing transportation technology (www.tant2centre.or.tz).

Tanzania Rural and Urban Roads Agency (TARURA).

Tanzania Rural and Urban Roads Agency (TARURA) is an Executive Agency of the President's Office, Regional Administration and Local Government, (PO-RALG), established under Section 3 (1) Of the Executive Agencies Act. (Cap. 245) by Order published in Government Notice No.211 dated May 12, 2017; and was inaugurated on July 02, 2017. Tanzania Rural and Urban Roads Agency (TARURA) is vested with the responsibility of managing the development, rehabilitation, maintenance, axle load control; environmental and road reserve management of rural and urban roads network for the socio-economic development of Tanzania. (<http://www.tarura.go.tz/>)

Venue and Dates for the Regional Seminar and Workshop on PBC



The Africa Regional Seminar and Workshop on Performance-Based Contracts for Roads (PBC) will be held from **12th – 17th December 2022** at the Arusha International Conference Centre, Arusha, TANZANIA. (<http://www.aicc.co.tz/>)

Location and Access

- Located in East Africa, Tanzania is the land of the highest mountain in Africa, the Kilimanjaro towering at 19,340 feet (5,895m); it is home to the world's famous archaeological and historical sites - Olduvai Gorge (cradle of mankind); with more than 20 national parks and game reserves, abundant wildlife, bird species, the flora and fauna makes Tanzania one of the top safari destinations in Africa. Tanzania is the origin of the world's famous migration of millions of wildebeests from Serengeti plains crossing the border to Kenya. Ngorongoro crater, the eighth wonder of the world, is another spectacular scenery Tanzania is endowed with. It is at Africa's internationally acclaimed park - Gombe National Park, along Lake



- Tanganyika where you will witness the home of "The People of the Forest", the chimpanzees. In addition, Tanzania boasts of the Selous Game Reserve, which is Africa's and the world's largest protected wildlife area. The coastline stretching 1,424km provides white sandy un-spoilt beaches such as those found in the islands of Zanzibar, Mafia and Pemba. With coral reefs that make superb dive sites, visitors enjoy many aquatic sporting activities.
- **Getting to Arusha:** Arusha is served by two airports, the Kilimanjaro International Airport (JRO) with Daily Direct Flights from Europe and other places worldwide., and the Arusha Airport (ARK: domestic flights only). Kilimanjaro International Airport is approximately 40 km from Arusha town.
 - **Flying via Dar es Salaam International Airport (DIA):** If your first port of entry into Tanzania is through Dar es Salaam, please book a local connection to JRO. Many different airlines fly directly to DIA. Local connections are possible from Dar es Salaam to JRO and ARK. This enables passengers to have smooth connections with international flights through DIA. If you require assistance in booking local air tickets, inform the Secretary, Organising Committee.
 - Arusha is the main tourist hub of Tanzania, located north of the country. It is the gateway to the Northern parks of Serengeti, Ngorongoro Crater, Tarangire, Lake Manyara and Mt. Kilimanjaro. Flights are therefore normally fully booked. So early bookings are recommended.
 - **Transport in Arusha** will be arranged for delegates from/to the Kilimanjaro International Airport and Arusha Airport (domestic flights only) upon arrival and departure at a cost of **Tshs. 10,000/= (about USD 5)** per delegate.

Information on Visa Requirements

For Visa requirements contact your local Tanzanian Embassy or visit the website of the Ministry of Home Affairs in Tanzania at www.moha.go.tz

Arriving into Tanzania

Health and Immunizations

Tanzania requires filling out a **Traveler's Health Surveillance Form within 24 hours prior to arrival. Follow this link: <https://afyamsafiri.moh.go.tz/>**. Once completed the traveler will receive a completion notification containing their **Unique Health Code (UHC)** which they will present upon arriving.

Airport Departure Tax

All International Departures from Tanzania airports attract International Departure Tax. We would recommend that you contact your ticketing agent in order to check that this is included within the price of your ticket.

Registration, Fees and Sponsorship

Registration: Pre-registration is required before **30th November, 2022**, and delegates to attend the Africa Regional Seminar and Workshop on PBC are required to fill the registration form online [\[Redacted\]](#) Each person attending should submit a separate registration form.

Registration Fees:

The Registration Fees for attending the Africa Regional Seminar and Workshop on Performance-Based Contracts (PBC) for Roads have been established as follows:

Attendance	Categories	Until 30 th November 2022	After 30 th November 2022
Africa Regional Seminar on PBC	Foreign delegates	US\$ 750	US\$ 900
	Tanzanian delegates	Tshs.1,380,000	Tshs. 1,500,000
Africa Regional Seminar and Workshop on PBC	Foreign delegates	US\$ 1,250	US\$ 1,500
	Tanzanian delegates	Tshs.2,300,000	Tshs. 2,500,000
	Foreign Exhibitors	US\$ 2,500	US\$ 3,000
	Local Exhibitors	Tshs. 4,000,000	Tshs. 4,500,000

For delegates who will be attending only the Africa Regional Seminar on PBC, the fee is **Tshs. 1,380,000** for local participants only and **USD 750** for foreign participants. Early Registration fee **before 30th November 2022** is **Tshs. 1,380,000** for local participants only and **USD 750** for foreign participants. Registration fee **after 30th November 2022** is **Tshs. 1,500,000** for local participants only and **USD 900** for foreign participants.

The Registration Fees for the Africa Regional Seminar attendants cover:-

- Seminar attendance
- Seminar materials
- Access to exhibitions
- Lunches and refreshments during the seminar
- Certificate of training

For delegates who will be attending both the Africa Regional Seminar and Workshop on PBC, the fee is **Tshs. 2,300,000** for local participants only and **USD 1,250** for foreign participants. Early Registration fee **before 30th November 2022** is **Tshs. 2,300,000** for local participants only, **USD 1,250** for foreign participants, **USD 2,500** for foreign exhibitors and **Tshs. 4,000,000** for local exhibitors. Registration fee **after 30th November 2022** is **Tshs. 2,500,000** for local participants only, **USD 1,500** for foreign participants, **USD 3,000** for foreign exhibitors and **Tshs, 4,500,000** for local exhibitors.

The Registration Fees for attendants of both the Regional Seminar and Workshop cover:-

- Attendance to the seminar and workshop
- Seminar and workshop materials
- Access to exhibitions
- Lunches and refreshments during the seminar and workshop
- Certificate of training

Exhibitions

At the Arusha International Conference Centre an exhibition of technologies, products and services a showcase for all related industries will be held in conjunction with the Africa Regional Seminar and Workshop on PBC whereby construction companies, local and foreign equipment and material suppliers and consultants will be able to exhibit their products, services and technologies. Exhibition space is available on a first come, first served bases.

The Registration Fees for Exhibitors cover: -

- Provision of Exhibition Facilities
 - 3m x 3m Exhibition Booth (in case you need more space, contact the Secretariat)
 - Electricity Socket connection
 - 1 Table
 - 2 Chairs
 - 1 waste basket
 - Your Company Name on the site of the event
- Exhibitor Company Data in the Official Guide
- 2 Exhibitor badges per exhibition booth
- Seminar documents
- Lunches and refreshments during the seminar and workshop

Public and private institutions and firms wishing to exhibit are required to fill the registration form online at [\[REDACTED\]](#)

TERMS OF PAYMENT

Payment should be made by Bank Transfer to the **TARA Project Account** as follows:

Account Name: **TARA Project Account**

Account Number: **0150 360 676 301**

Bank Name: **CRDB Bank PLC**

Branch Name: **Msasani**

Swift Code: **CORUTZTZ**

Bank Contact: Msasani Tower, Off Kimweri Drive, Dar es Salaam, Tanzania; Tel: +255 222923344;

Fax: +255 22 2923345:

- The bank transfer charges are fully paid by the participants
- Ensure that the name of the participant and the Seminar are included as part of the remittance information.

CONFIRMATION OF REGISTRATION

Registrations will be acknowledged in writing to the e-mail or other address nominated in the registration form along with an invoice acknowledging receipt of payment. If you have not received confirmation within 7 days of submitting payment contact Tanzania Roads Association (TARA) at info@tara.or.tz; with a copy to the Secretariat of the Organising Committee, Eng. Hagai Bishanga at hbishanga@yahoo.com, Eng. Abdul Awadhi at aaawadh@yahoo.com, and Eng. Laurent Athanas at fabianlaurent05@gmail.com Mobile Phone; +255 754 362 157 or +255 789 242 112 or +255 753 246 763.

CANCELLATION POLICY

Delegates who after registering are unable to attend the seminar and or workshop are welcome to nominate a substitute delegate. If there is no one that can be nominated as a substitute a refund of registration fees will be made if written advice is received by **30th November 2022**. No refunds will be given after that date however; nominations for substitute delegates will continue to be accepted.

SPONSORSHIP OPPORTUNITIES

A great opportunity exists to sponsor the Africa Regional Seminar and Workshop on Performance- Based Contracts for Roads (PBC). There are a range of sponsorship opportunities available for the Regional Seminar and Workshop on PBC, including: -

Event Marketing

Before the Event

- Regular e-mailing to the entire IRF membership and over 10,000 contacts from the transport sector globally;
- Media coverage through articles and announcements in transport publications all over the world;
- Distribution of the event flyer and brochure at key local and international transport events;
- Promotion of the Africa Regional Seminar and Workshop through websites of collaborating institutions that includes the International Road Federation (IRF) Geneva, the Association of Southern African National Roads Agencies (ASANRA), African Roads Maintenance Fund Association (ARMFA), the Ministry of Works and Transport in Tanzania, Tanzania National Roads Agency (TANROADS), Tanzania Rural and Urban Roads Agency (TARURA), Roads Fund Board in Tanzania, Tanzania Transportation Technology Transfer Centre, and Tanzania Roads Association (TARA).

During and After the Event

- Conference bags with final programme, list of participants, specialised publications/magazines and information on sponsors will be distributed to participants;
- Seminar and workshop proceedings will be compiled online and sent to all participants as well as key stakeholders and partner organisations.

Main Packages:

Gold Sponsor – USD 10,000

This package offers you the following benefits:

- Acknowledgment as a Gold Sponsor on all promotional materials and e-promotions in the lead up to the event.
- Strategic logo placement on event webpage, the cover of online preliminary programme, on cover of the printed programme, logo on the proceedings webpage and projected during sessions, Electronic logos with hyperlink.
- Two free registrations to the event (seminar and workshop).
- One standard booth (3m x 3m)
- One insert in the delegates' bags (to be provided at your own expense).
- Opportunity for corporate profile in final programme (maximum 350 words).

Silver Sponsor – USD 7,000

This package offers you the following benefits:

- Strategic logo placement on event webpage, the cover of online preliminary programme, on cover of the printed programme, logo on proceedings webpage and projected during sessions, Electronic logos with hyperlink.
- One free registration to the event (seminar and workshop).
- One insert in the delegates' bags (to be provided at your own expense).

Bronze Sponsor – USD 5,000

- This package offers you the following benefits: Strategic logo placement on event webpage, the cover of online preliminary programme, on cover of the printed programme, logo on proceedings webpage and projected during sessions. Electronic logos with hyperlink.
- One free registration to the event (seminar only).

For further details on sponsorship opportunities, please contact:

Contact through Tanzania Roads Association (TARA) at info@tara.or.tz; with a copy to the Secretariat of the Organising Committee, Eng. Hagai Bishanga at hbishanga@yahoo.com, Eng. Abdul Awadhi at aaawadh@yahoo.com, and Eng. Laurent Athanas at fabianlaurent05@gmail.com
Mobile Phone; +255 754 362 157 or +255 789 242 112 or +255 753 246 763.

Seminar and Workshop Languages

The official language of the Regional Seminar and Workshop will be English. No translation service will be provided at the Seminar and the Workshop.

Seminar and Workshop Presenters

Internationally renowned experts with hands on practical experience in the fields of performance-based contracts, contract management, road maintenance management systems, financing and sustainable transport policy development have been scheduled to present best practices and case studies in Performance-Based Contracting. Featured speakers include the following: -

The Lead Resource Person for the Africa Regional Seminar on Performance-Based Contracts for Roads (PBC) is Dr. Cesar Queiroz, Consultant and former Highways Adviser with the World Bank, a renowned international expert in performance-based contracts for roads.

Dr. Cesar Queiroz, Consultant and former Highways Adviser, The World Bank



Cesar Queiroz is an international consultant on roads and transport infrastructure. He held several positions with the World Bank between 1986-2006, including Highways Adviser, Lead Highway Engineer and Principal Highway Engineer. Prior to joining the World Bank, he was the deputy director of the Brazilian Road Research Institute in Rio de Janeiro, Brazil. He holds a PhD in civil engineering from the University of Texas at Austin; a MSc in production engineering from Federal University of Rio de Janeiro, and a BSc in civil engineering from the Federal University of Juiz de Fora, Brazil. He has published two books and more than 150 papers and articles, and has worked in more than 60 countries. He was a visiting professor at the University of Belgrade, Serbia, and lectured on PPP at George Washington University between 1996 and 2012. He is currently a lecturer and course advisor at the International Law Institute in Washington,

D.C., and has been a consultant with the World Bank, Asian Development Bank, Inter-American Development Bank, European Bank for Reconstruction and Development, and several other public and private institutions, working mostly on performance-based contracts (PBC/OPBRC), public-private partnerships (PPP) in infrastructure, and road management and financing. His professional experience spans more than 55 countries on five continents.

Sub Themes and Topics

1. ASSET MANAGEMENT: PBC PRINCIPLES AND LESSONS FROM INTERNATIONAL EXPERIENCE

- 1.1 Principles and Lessons for Addressing Asset Management Challenges.
- 1.2 Asset Management: Prerequisite for PBCs & Data Requirements.

2. DESIGN AND IMPLEMENTATION OF PERFORMANCE-BASED CONTRACTS (PBC)

- 2.1 Policies and Reforms for Implementing Performance –Based Contracts
- 2.2 Designing a Performance-Based Contracting Programme
- 2.3 A Conceptual Framework for Performance-Based Contracts
- 2.4 PBC Procurement Approach - the World Bank Standard Procurement Documents for Output- and Performance-Based Road Contracts (OPBRC)
- 2.5 Key features of PBC/OPBRC Bidding and Contracts Documents: - Instructions to bidders, Conditions of contract, Specifications and Procurement process (*to include scope of works and legal considerations in risk prevention:* -
 - i. Key players and their roles;
 - ii. Partnering in the PBC/OPBRC approach between the road agencies, contractor and supervision consultant for ensuring delivery of the desired level of service and satisfying road user needs.
 - iii. Performance standards and Response Time.
 - iv. Performance Indicators
 - v. Payment and Incentive Systems (Payments for contracts, payment conditions and schedule, reward mechanism for retaining or exceeding the desired level of service for a sustained period).
 - vi. Payment reductions (“Penalties”) for non-compliance with mandatory performance requirements.

- 2.6 Implementation of Performance-Based Contracts/OPBRC
 - i. Key Performance Measures (KPMs) and ensuring meeting client objectives
 - ii. Performance Indicators
 - iii. Methodology to measure performance indicators
 - iv. Data Management Systems
 - v. Emergency Works & Pricing
 - vi. Measuring Contractor's Performance in Performance-Based Contracts
 - vii. Supervision/Monitoring of Performance-Based Contracts
 - viii. Quality assurance program. Monitoring and evaluation of the contractor's performance
 - ix. Performance Evaluation for PBC/OPBRC
 - x. Stakeholder roles and responsibilities for Successful Contract Implementation
 - xi. Good Practices in PBC/OPBRC.
 - xii. Competence and Capacity Building to implement PBC/OPBRC
 - xiii. Factors for Success in Implementing PBC/OPBRC

- 2.7 Risks Identification and Challenges (Client, Consultant and Contractor's Perspective), Sharing and Mitigation under PBC/OPBRC.
 - i. Defining Risks Under PBC/OPBRC
 - ii. Risk allocation in the contract
 - iii. Management of risk by tenderers
 - iv. Management of risk by the client during the tender process
 - v. Availability of a good database of the road network for proper assessment of the risks (inventory, traffic, condition and maintenance history, pavement strength, etc.)
 - vi. Pavement modeling and its contribution to the risk management process
 - vii. Key Performance Measures (KPMs)
 - viii. Forward works programming
 - ix. Risks allocation for unpredictable costs

1. PERFORMANCE-BASED CONTRACTS FEATURES

- 1.1 Scope of the Works in the PBC/OPBRC Contract Document
- 1.2 Measuring Contractor's Performance in PBC/OPBRC
- 1.3 Specifications, Performance Evaluation and Payment for PBC/OPBRC
- 1.4 Good Procurement Practices for Performance-Based Contracts

2. ROAD MANAGEMENT ISSUES AND STRATEGIES

- 2.1 Road Monitoring and Evaluation

3. ROAD MAINTENANCE MANAGEMENT SYSTEMS: CHALLENGES AND STRATEGIES

- 3.1 Implementation of PBC/OPBRC: Challenges from a Government's and Contractor's Perspectives

For further details on sponsorship opportunities, please contact:

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