



# How to Engage with the Private Sector in Public-Private Partnerships in Emerging Markets

*Edward Farquharson, Clemencia Torres de Mästle, E.R. Yescombe, Javier Encinas*

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There is increasing interest in the use of public-private partnerships in emerging markets. But what does this actually require governments to do if they are to establish successful long term partnerships with private partners and ensure that public partner has the right information, on the right projects, for the right partners at the right time.? This book takes the reader through the steps in the life of a PPP to provide a realistic overview of what is required successfully to engage and manage such a partnership from the early stages. Drawing on experience from both mature and developing PPP markets across the world, the book assesses the policies, processes and institutions that are needed to select the right projects and manage the preparation of projects for market and their subsequent operation. It also looks at the role of advisers, and how they should be selected and used. Particularly in light of the recent financial crisis, the various approaches used to finance projects are also considered together with the policy responses that governments have recently adopted. Case studies are used to illustrate the key messages throughout. The book recognizes that governments will use a wide range of PPPs in different sectors and that legal and administrative systems vary. The purpose of the book is to identify and bringing clarity to the underlying principles so that there is a better understanding of why and how the various processes are carried out. This book is aimed primarily at public officials who are involved with delivery of infrastructure projects and services through partnership with the private sector as well as institutions who are looking to support PPP programmes.

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