



Canadian P3 Success Stories..... and comparisons to the US market

***Matt Girard
Vice President –Business Development
Flatiron Constructors***



Political & Public Perception -

- **Political Champions:**
 - i.e. BC Premier Gordon Campbell and his public stance
 - i.e. Minister of Finance Jim Flaherty’s high profile
- **View on foreign investment:**
 - What other industry sees foreign investment as bad ?
- **Too much focus on solving short term financial woes:**
 - “Asset lease” vs. new capacity
 - DBFO efficiencies via “Value for Money” analysis
 - Benefits to public of long-term risk transfer (fixed budgets)



Political & Public Perception -

- “Loss of Control” concerns:
 - Concession agreements can have protections for anything
 - i.e. public agency can control toll rates, revenues, etc.
- Momentum issue:
 - Perception issues with problem P3 procurements
 - Need for a pilot “success” to gain momentum



Procurement Factors....

- Owner's knowledge base:
 - In-house or 3rd party consultants (private & public exp.)
 - e.g. Partnerships BC (more than a “center of excellence”)
- Consistency in process & documents:
 - Private sector knows what they are going to get
- Transparency:
 - Private sector simply wants a “fair fight”
 - Define what you want & let the private sector go out and compete



Procurement Factors....

- **Must make business sense for private sector:**
 - No shortage of large \$1B civil projects in the market
 - Shortlist & Stipend terms (shows Owner is serious)
- **Unsolicited and/or PDA's**
 - VERY risky proposition for the private sector
 - Loss of competition not necessarily good for process
- **One-on-One meetings & Debriefs:**
 - Better to understand each other's concerns
 - Private sector simply wants feedback win, lose, or draw



Q & A ?

Matt Girard
Vice President –Business Development
Flatiron Constructors
mgirard@flatironcorp.com
720-494-8110