



PROFESSIONAL DEVELOPMENT SERIES

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Mastering Partnerships: Public and Private Contracting

Comprehensive Masterclass on Effective Procurement Strategies and Contractual Frameworks

📅 5-7 November 2025 (Wed-Fri)

📍 Athens, Greece

🏨 Events New Hotel

📜 3-Day Masterclass & Certification

ⓘ limited number of participants - Early registration recommended

★★★★ ETCP SEMINARS 2025



ATHENS

★★★★ Contracting

Masterclass Overview

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Strategic Procurement Planning

Designing effective tender specifications and selection criteria for EU-funded projects

- ✓ Needs assessment methodologies for accurate project scoping
- ✓ Tender document preparation strategies and best practices
- ✓ Evaluation criteria design to ensure optimal contractor selection

EU Procurement

Due Diligence



Advanced Contractual Frameworks

Negotiation techniques and drafting balanced contracts securing interests of all parties

- ✓ Contract negotiation strategies for public-private agreements
- ✓ Risk allocation frameworks and mitigation techniques
- ✓ Performance monitoring mechanisms and service level agreements

Negotiations

Risk Management



Legal & Regulatory Compliance

Navigating EU procurement directives and national legislation for successful projects

- ✓ EU directives for public procurement and concession contracts
- ✓ National implementation frameworks and legal considerations
- ✓ Legal remedies and dispute resolution mechanisms

Directives

Legal Framework



Public-Private Partnerships

Structuring collaborative frameworks for long-term infrastructure and service delivery projects

- ✓ PPP models and application cases for different project types
- ✓ Financial structuring and value-for-money assessment
- ✓ Governance frameworks and stakeholder management

Financial Models

Governance



Day 1 - Wednesday, November 5, 2025



9:00 - 9:30 30m

Welcome & Introduction

Opening remarks, masterclass overview, and introduction to public procurement principles



9:30 - 11:00 90m

EU Procurement Directives Overview

✔ Directive 2014/24/EU ✔ Legal frameworks ✔ Compliance requirements



11:00 - 11:15 15m

Coffee Break



11:15 - 12:30 75m

Strategic Procurement Planning

✔ Needs assessment ✔ Market analysis ✔ Risk assessment



12:30 - 13:30 60m

Lunch Break



13:30 - 15:00 90m

Tender Document Preparation

✔ Specification writing ✔ Technical requirements ✔ Qualification criteria



15:00 - 15:15 15m

Refreshment Break



15:15 - 16:30 75m

Selection Criteria Design

✔ Evaluation methodologies ✔ Scoring systems ✔ Award criteria



16:30 - 17:00 30m

Day 1 Summary & Q&A



9:00 - 10:30

90m

Contract Law Essentials

✓ Legal frameworks

✓ Contract formation

✓ Key clauses



10:30 - 10:45

15m

Coffee Break



10:45 - 12:30

105m

Negotiation Strategies Workshop

✓ Bargaining tactics

✓ Interest-based negotiation

✓ BATNA development



12:30 - 13:30

60m

Lunch Break



13:30 - 15:00

90m

Risk Allocation & Management

✓ Risk identification

✓ Allocation principles

✓ Mitigation strategies



15:00 - 15:15

15m

Refreshment Break



15:15 - 16:45

90m

Contract Amendment Procedures

✓ Legal boundaries

✓ Substantial changes

✓ Documentation requirements



16:45 - 17:00

15m

Networking Session

Opportunity to connect with fellow procurement professionals



Day 3 - Friday, November 7, 2025



9:00 - 10:30

90m

PPP Framework Analysis

✔ Contractual structures

✔ Risk allocation

✔ Governance models



10:30 - 10:45

15m

Coffee Break



10:45 - 12:30

105m

Financial Structuring & Value for Money

✔ Financial models

✔ VfM methodology

✔ Cost benchmarking



12:30 - 13:30

60m

Lunch Break



13:30 - 15:00

90m

Implementation Best Practices

✔ Performance monitoring

✔ Change management

✔ Dispute resolution



15:00 - 15:15

15m

Final Break



15:15 - 16:00

45m

Case Study Presentations

✔ Group presentations

✔ Expert feedback

✔ Lessons learned



16:00 - 16:30

30m

Certification & Closing

✔ Certificate presentation

✔ Resource access

✔ Next steps

Procurement Areas Covered

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EU Tender Procedures

Open, restricted, and negotiated procedures for EU public procurement contracts

- ✓ Competitive dialogue mechanisms
- ✓ Notice publication requirements
- ✓ Selection and award criteria

 Directive 2014/24/EU



Infrastructure Contracts

Major construction and development projects for public infrastructure

- ✓ Technical specifications development
- ✓ Construction contract frameworks
- ✓ Project milestone governance

 Capital Projects



Service Concessions

Long-term service delivery arrangements with public-private partnerships

- ✓ Revenue model structures
- ✓ Risk allocation frameworks
- ✓ Contract duration optimization

 Directive 2014/23/EU



Green Procurement

Sustainable and environmental considerations in public procurement

- ✓ Environmental criteria development
- ✓ Carbon footprint assessment
- ✓ Circular economy principles

 EU GPP Criteria



Contract Amendments

Modification procedures and compliance for existing contracts

- ✓ Legal boundaries for modifications
- ✓ Substantial vs. non-substantial changes
- ✓ Documentation requirements

 Article 72 Compliance



Stakeholder Management

Multi-level partnership coordination throughout procurement processes

- ✓ Interest alignment strategies
- ✓ Communication frameworks
- ✓ Dispute resolution mechanisms

 Governance Models

Target Participants

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Public Sector



Procurement Officers

Public sector procurement professionals managing tender processes and contract implementation



Contracting Authorities

Government agencies and public bodies responsible for issuing contracts and overseeing procurement procedures



Policy Makers

Senior officials developing procurement policies and regulatory frameworks at national and European levels



Private Sector



Bid Managers

Private sector professionals responsible for preparing and submitting tenders for public contracts



Legal Advisors

Legal professionals specializing in public procurement law, contract negotiation, and dispute resolution



Tender Evaluators

Technical experts involved in bid assessment, specification compliance, and selection procedures



Public-Private Partnership Excellence

This masterclass is specifically designed for professionals involved in public procurement and contract management who seek to develop advanced skills in partnership structuring, negotiation strategies, and compliance frameworks. Participants will gain expert knowledge on EU procurement directives, contract law essentials, and implementation best practices for successful public-private collaborations.

Learning Methodology


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Expert-Led Sessions

Interactive presentations by leading procurement experts and practitioners with extensive experience in public-private partnerships and EU contract management.

- ✓ Real-world case studies from EU procurement projects
- ✓ Best practice examples from across member states
- ✓ Interactive Q&A sessions with industry leaders

 EU Procurement Expertise



Contract Templates

Practical tools and templates for immediate implementation in your organization's procurement processes and contract management frameworks.

- ✓ Standard contract clauses compliant with EU directives
- ✓ Risk assessment matrices for various contract types
- ✓ Evaluation frameworks for tender assessment

 Legal Compliance



Round Tables

Interactive discussions and experience sharing among participants, enabling cross-sector learning and comparative analysis of procurement approaches.

- ✓ Facilitated discussions on procurement challenges
- ✓ Collective problem-solving for complex cases
- ✓ Comparative analysis of national approaches

 Knowledge Exchange



Networking

Professional networking opportunities with peers and experts from across Europe, providing valuable connections and ongoing collaboration possibilities.

- ✓ Structured networking sessions with industry peers
- ✓ Evening reception with procurement specialists
- ✓ Access to exclusive procurement network platform

Investment & Pricing

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3-Day Seminar Pricing



Full Price

Standard registration

€1,435.00



Group Rate (2+ participants)

10% discount per person

€1,291.50



Early Bird

Register 2 months before

€1,219.75



5+ Participants

Large group discount

Special Request



What's Included



Complete seminar materials and documentation

Comprehensive procurement guides, contract templates, and presentation materials



Lunches and refreshments throughout the event

Daily catering with networking opportunities during breaks



Access to exclusive networking events

Evening reception with procurement specialists from across Europe



12-month access to online resources

Contract templates, legal updates, and exclusive webinars



Professional certification upon completion

ETCP certification in Public Procurement and Contract Management



Contract templates and practical tools

Ready-to-use procurement documents and evaluation frameworks



Registration Notes



Ready to Master Public and Private Contracting?

Join us in Athens for this comprehensive procurement masterclass on forming successful partnerships between public and private sectors.

 contact@etcp.fr

 www.etcp.fr

1 Complete Registration Form

Submit your details via our official website or email us directly

2 Payment Processing

Secure payment via bank transfer or credit card with invoice provided

3 Confirmation & Preparation

Receive confirmation, preparatory materials and venue information







Early Bird Registration Available!

Register by September 5, 2025 and save 15% on registration fees. Limited places available for this exclusive masterclass.



Registration Information

This masterclass is designed for:

-  Procurement officers managing tender processes
-  Government agencies and public contracting bodies
-  Legal professionals specializing in procurement law
-  Private sector bid managers and tender specialists

Athens Venue

Professional conference facility in central Athens, 30 minutes from Athens International Airport. Easily accessible by public transportation with accommodation options nearby.

Special Group Rates Available

Contact us for customized training solutions or special rates for groups of 5+ participants from the same organization.

Thank You!

We look forward to welcoming you to our Procurement Masterclass in Athens. Together, we'll transform your approach to public and private contracting with expert guidance and practical tools.

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Masterclass Summary

- ✓ **3 Intensive Days**
November 5-7, 2025 in Athens, Greece
- ✓ **Strategic Procurement Planning**
Tender specifications and selection criteria design
- ✓ **Advanced Contractual Frameworks**
Negotiation techniques and balanced contracts
- ✓ **Legal Compliance & Resources**
12-month access to exclusive contract templates



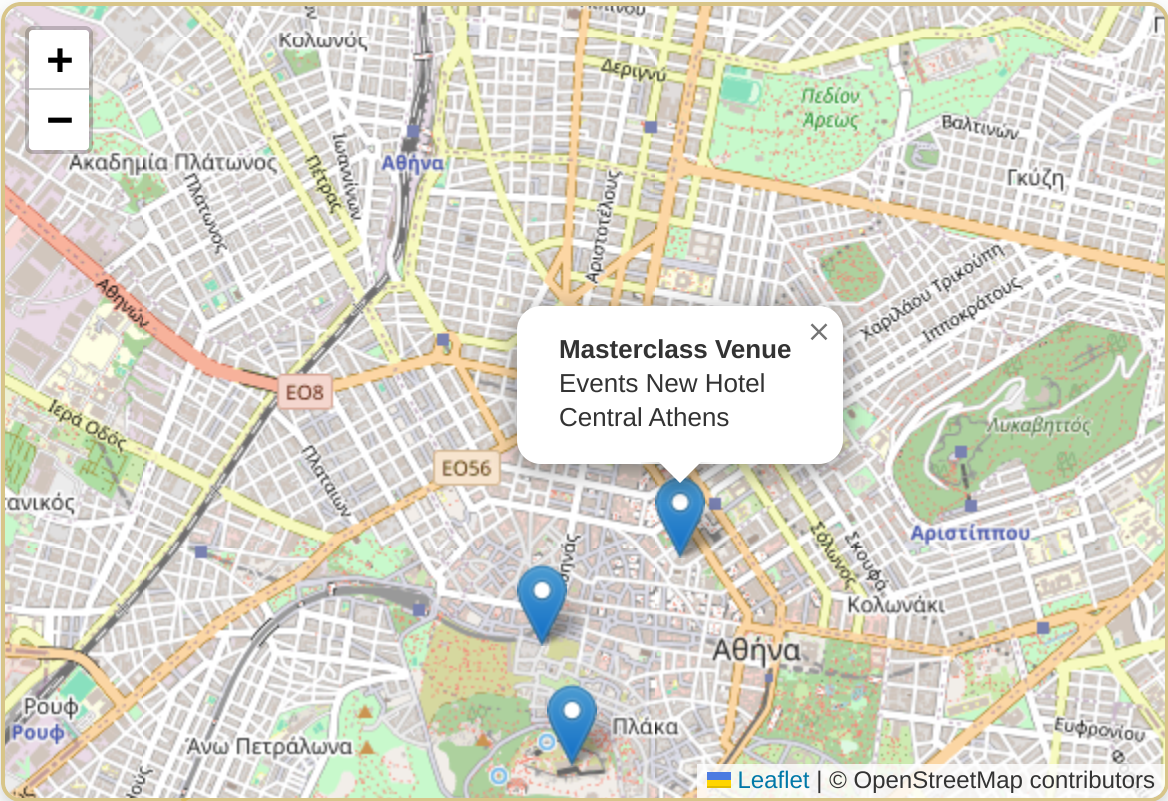
Next Steps

- 1 Complete registration (early bird until September 5)
- 2 Review pre-masterclass materials
- 3 Prepare sample procurement documents
- 4 Complete procurement needs assessment

✉ contact@etcp.fr

Venue Information

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Events New Hotel



Premium Hotel Location

Located in the heart of Athens, walking distance from Syntagma Square and major cultural attractions.



Luxury Hotel Amenities

High-speed Wi-Fi, business center, state-of-the-art conference facilities, and executive services.



Fine Dining Options

Exclusive restaurant offering authentic Greek and international cuisine,



Accommodation



Special Room Rates

Exclusive discounted rates at Events New Hotel for all masterclass participants. Booking codes provided upon registration.



Luxury Accommodations

Elegant rooms and suites with modern amenities, 24-hour room service, and premium bedding for a comfortable stay.



See You in Athens!

Join us in the birthplace of democracy for an **unparalleled opportunity** to master the art of public-private contracting and develop valuable connections with procurement professionals from across Europe.



Professional Networking Excellence



Pan-European Connections

Connect with procurement professionals from 20+ European countries, building lasting professional relationships.



Expert Knowledge Exchange

Interactive round tables and dedicated networking sessions facilitate meaningful knowledge sharing.



Evening Networking Reception

Exclusive evening event in a historic Athens venue with procurement leaders and specialists.



Professional Development Benefits



ETCP Certification Recognition

Internationally recognized professional certification enhancing your procurement expertise credentials.



Contract Template Library

Exclusive access to our comprehensive library of legally-vetted procurement templates and frameworks.



Career Advancement

Developed in consultation with procurement directors to deliver career-enhancing skills and knowledge.