

# TRANSPORT MARKET LIBERALISATION, TENDERING AND COMPETITION.

## The role of contract management



### Syllabus

In the framework of the professional training activity, the following topics are addressed:

Introduction. Liberalisation of the transport market, tendering and competition:

- legislative evolution concerning tenders in the transport sector and service contracts;
- innovative models of financing local public transport, with reference to different European experiences;
- market liberalisation and major challenges in the short, medium and long-distance collective transport sector;

The evolution of technological trends in the transport market and the methodologies and lessons learned for the execution of an integrated mega project; the role of contract management:

- highly complex integrated projects relating to urban areas;
- the contract in general, the notion of contract and the contract in the international context. Possible contract models (FIDIC, NEC, etc.);
- preparation of a contract, critical moments of the contract and communication management;
- exercise on how to write a contract;
- public procurement under Italian law; temporary associations and consortia;
- the role of the Contract Manager, the main contractual issues (scope, time and risk management, guarantees, payments, claims, etc.);
- Terms and Conditions: criticism;
- elements of negotiation, litigation and technical arbitration in procurement contracts: techniques, styles and multicultural environment;
- exercise on negotiation.