

III. ESSENTIAL INGREDIENTS FOR SUCCESS

- 1 Is the project likely to be viewed as sufficiently financially viable to secure the needed financing
- 2 Is the Host Government committed to undertaking the project and is there a strong need for it (good public support)
- 3 Have you secured a strong champion to assist in getting relevant home government support
- 4 Are the project sponsors credible and credit worthy. Also, has an operator with a good track record been secured for the franchise
- 5 Has the allocation of risk (set out previously) been agreed upon by the various parties

IV. ADEQUATE ATTENTION TO INITIAL SET-UP ACTIVITIES

- 1 Have well qualified advisors been appointed at the outset to handle legal, financial and risk issues
- 2 Has an information memorandum been prepared to prove that the project is viable and to attract lenders/participants
- 3 Has a finance plan been prepared to demonstrate that the sources of finance have been considered
- 4 Has a security package been prepared to establish the means of security, its effectiveness and allocation
- 5 Have resources been assigned to maintain close liaison with Key Decision Makers and negotiate the structure of the deal

NOTES

Project Initiation and Planning

Design

Financing

Construction

Ownership

Operation

Revenue Collection

V. CHOOSING A STRATEGIC PARTNER