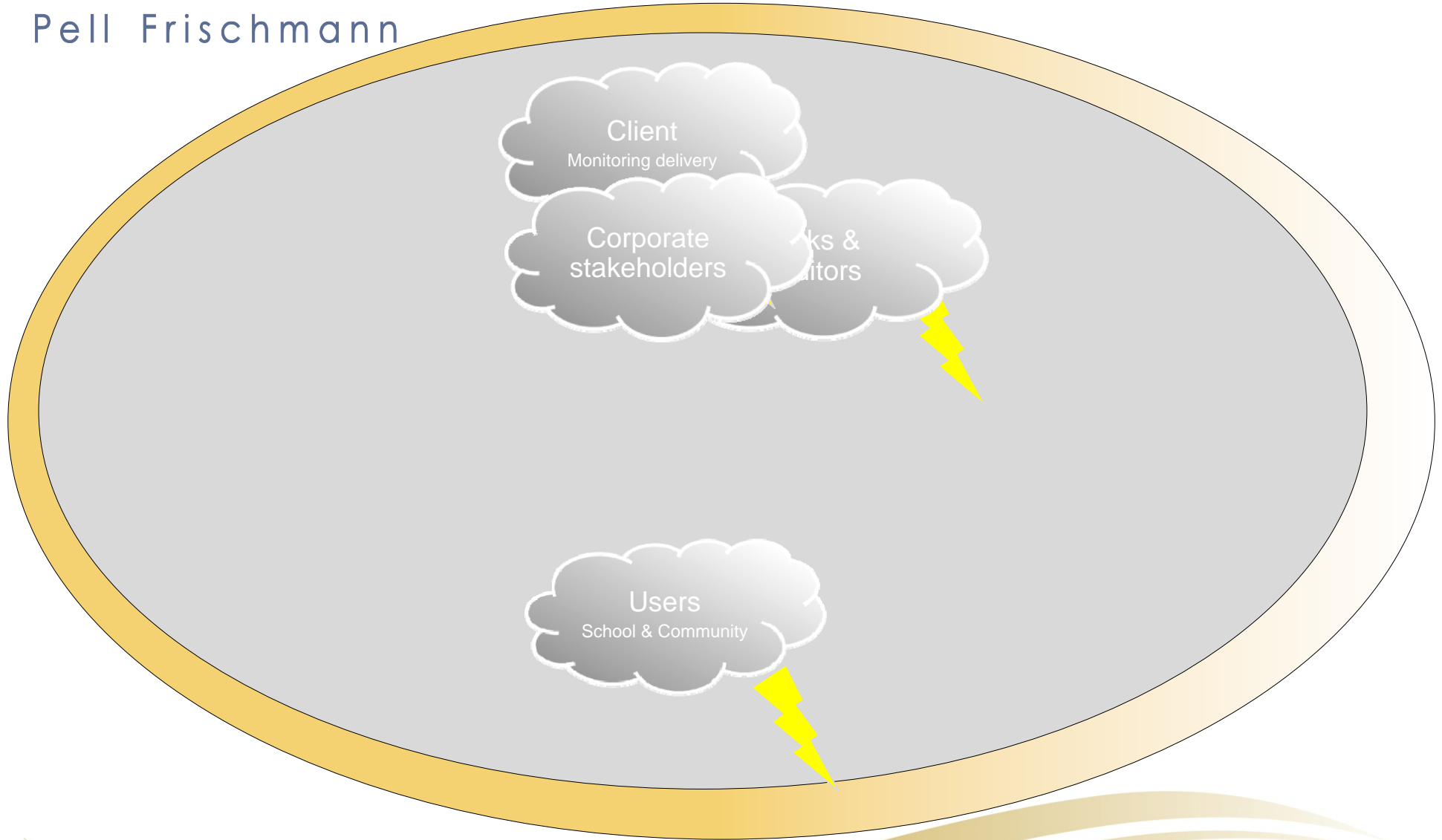


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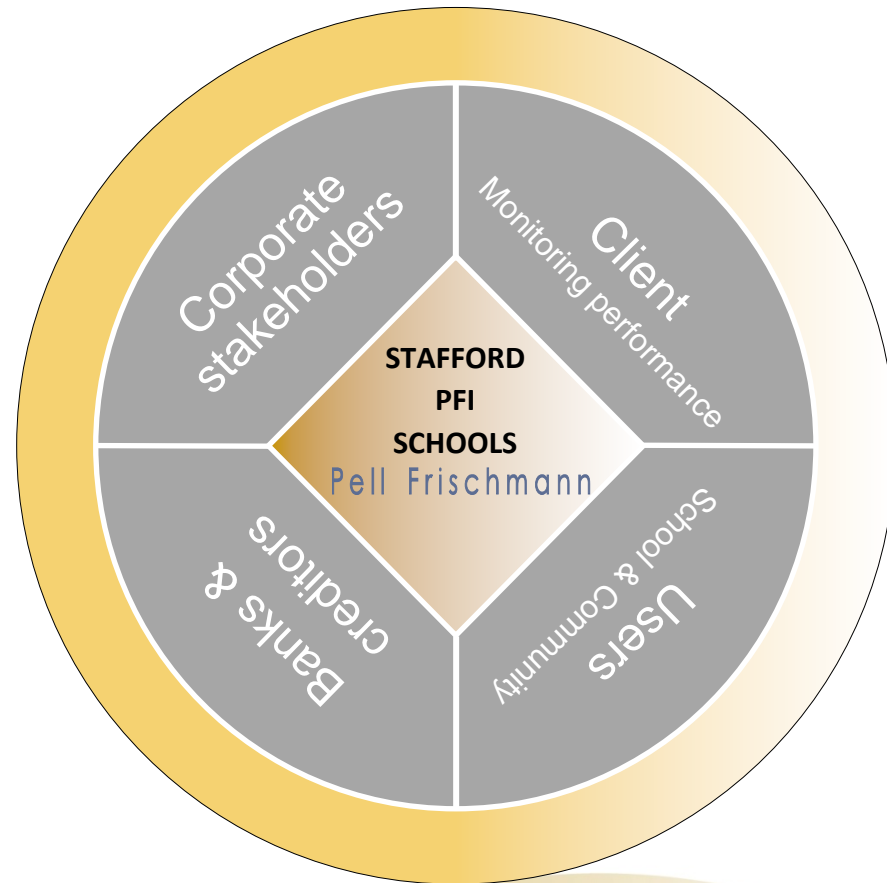
the knot unites

Pell Frischmann Presents –

A Provider's View - "Secrets from the Other Side"

PFI. The contract unwrapped

-  The Nature of PFI
-  Complex legal structure
-  KPI driven
-  Inflexible
-  Many stakeholders
-  Stakeholders Insular & distant








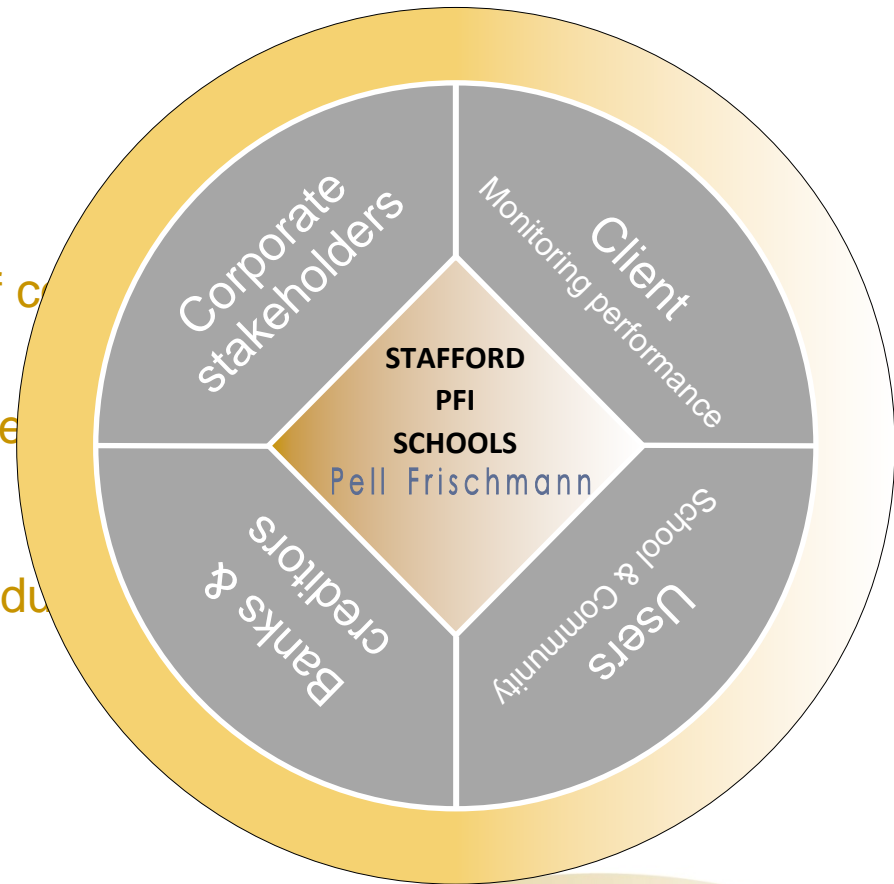
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A Provider's View - "Secrets from the Other Side"

PFI. The contract unwrapped

-  Making it work :
-  Mutual, realistic understanding of obligations (outputs and inputs)
-  Dumbing down T&C's. Making the
-  Collaboration
-  Committed, knowledgeable individuals



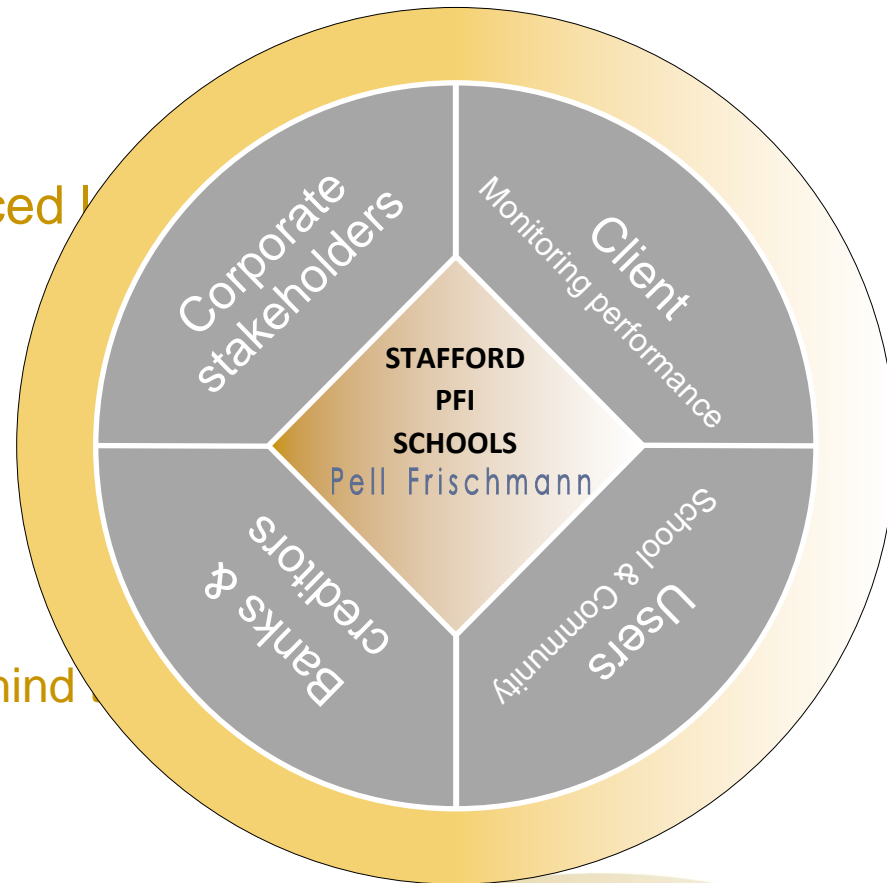
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Expectations :

- Establishing realistic & balanced expectations of expectation
- Value
- Quality
- Timescales & Timeliness
- Risk
- Explore & understand drivers behind



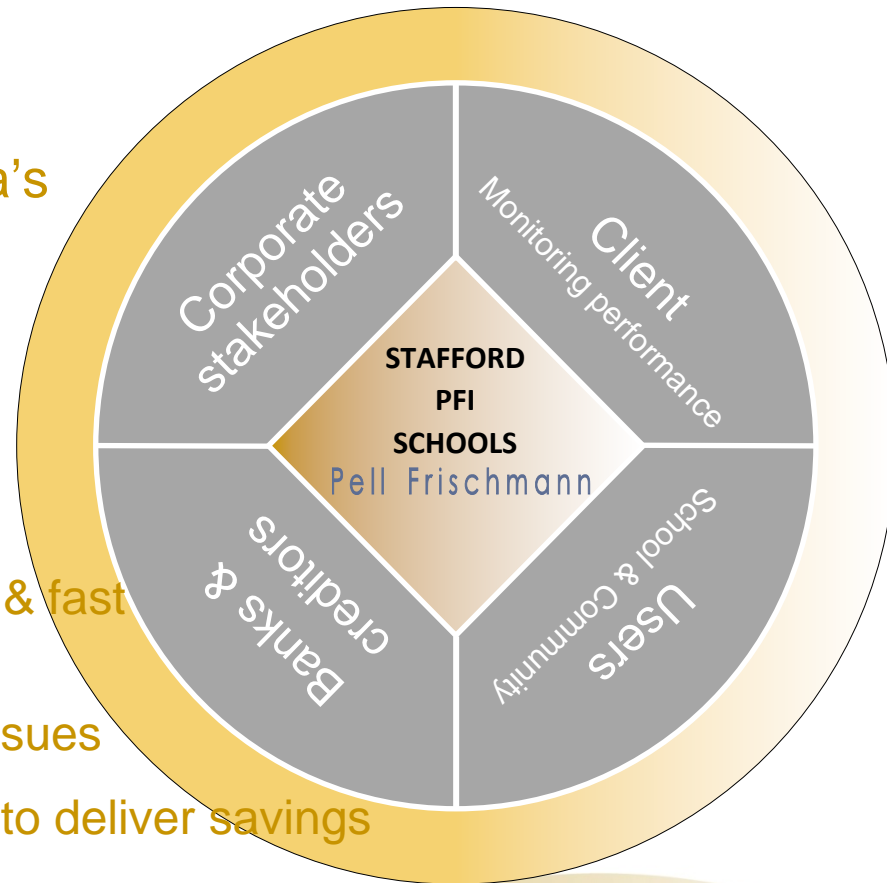
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Relationships :

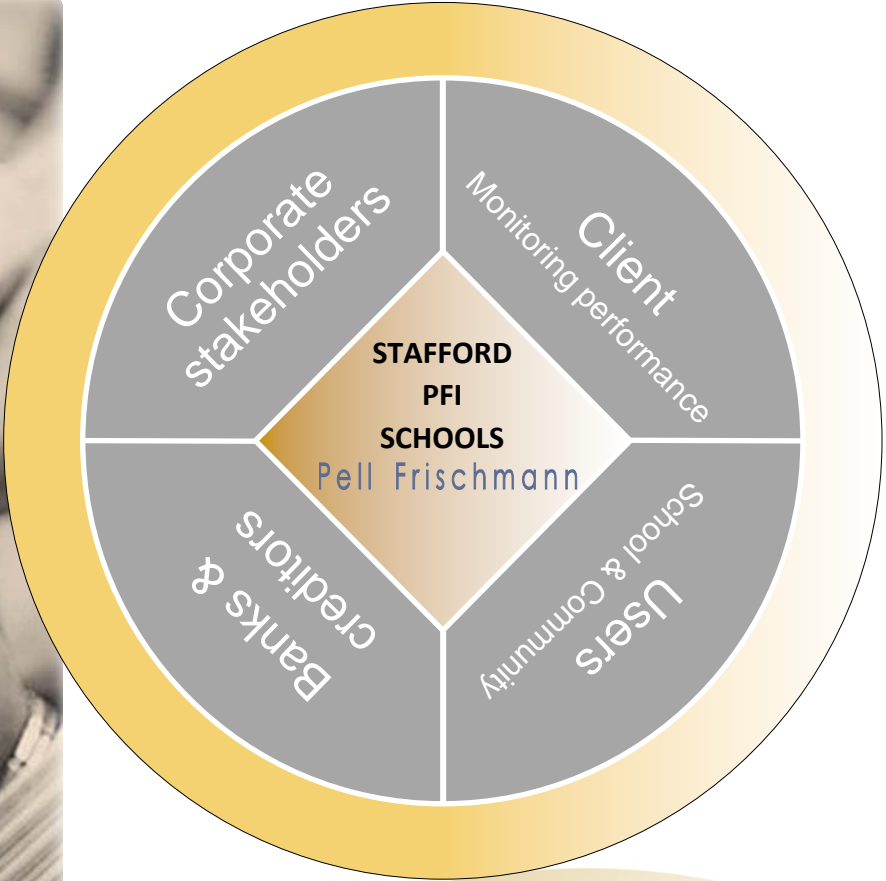
- Balance of interests and agenda's
 - Understanding needs
 - User targets
 - Margins, Assets & Risks
 - Performance
- Knowing the gossip
- Obstacles that initially appear hard & fast become challengeable & flexible
- Keeping abreast of wider industry issues
- Exploring new and innovative ways to deliver savings
- Deliver affordability & sustainability for the future



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