

How to conceptualize a PPP for land administration services: understanding the private sector and commercial feasibility.

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SUMMARY

The authors contribute to the ongoing discussions about Public-Private Partnership (PPP) principles, approaches and various case studies that review this financing option for the land administration sector. These authors are familiar with, and share practical take-aways, from the large body of theoretical explanations of PPP, specifically targeting an audience of governments and donors. The paper does this in two ways: firstly, by elaborating on the process of conceptualising a Land PPP proposal; and secondly, by emphasizing how parties can work to understand the private sector's perspective, motivations, and appetite at the project conceptualization and preparation stages.

In experience working with land administration practitioners and public sector department managers, we often come across requests to consider new models to finance land administration reform and increasingly discussion arises around attempts to apply a PPP model to land administration reform initiatives. However, in many of these discussions, it quickly becomes clear that many countries have difficulty clearly describing a concept for a potential Land PPP in a form that is likely to attract private sector interest. Fundamentally, a PPP cannot be created purely because the government wishes to pursue this procurement option – the private sector must be willing and interested in entering into such an agreement. For the government to understand what the private sector is looking for in a potential opportunity, governments must examine and understand the commercial feasibility and attractiveness of a project.

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