



Tips for success
on your next **PPP!**

HEIGHT

Understand that Public-Private Partnership (PPP) bids are won differently



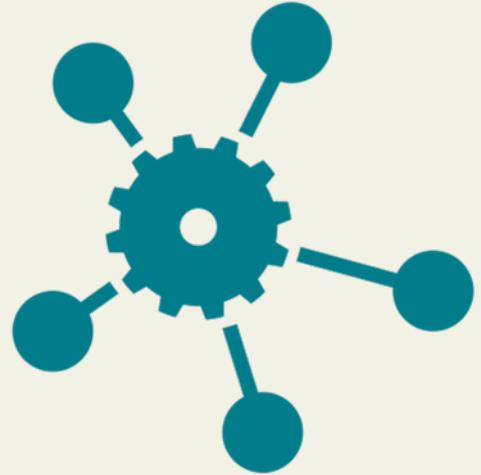
- Interactive-led, not document-led
- Governance and sequencing matter more than volume
- Traditional bid playbooks don't translate cleanly
- PPP bids succeed through structure, alignment, and integration.

Respect the interactive process; interactives are part of developing the solution



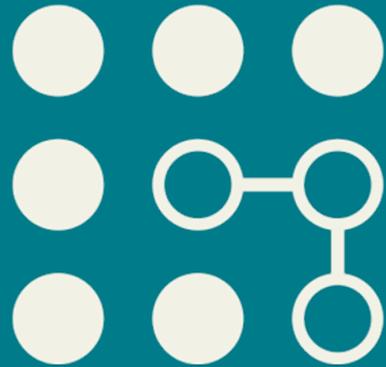
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- Use interactives for testing ideas and collaboration with the client
 - Have the right team attend - technical/\$ leads
 - Prepare for evolving requirements and client feedback
 - Track commitments and changes rigorously
 - Ensure the whole team understands what has shifted - make changes visible and explain the “why”.

**Governance =
Clarity = Speed**



- Define decision authority across the consortium
- Inter-consortium agreements can help determine how construction, finance and maintenance partners will share risks & rewards
- Be explicit on sign-off and escalation routes
- Plan for changes in client and consortium teams
- A lack of clear authority quickly leads to a loss of momentum.

Alignment doesn't happen by accident; you must actively manage consortium dynamics



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- PPPs aren't simply a big alliance – they are multi-party and include finance, D&C, O&M and SPV
 - PPP bids are de-risked through orchestration, not just effort – manage consortium interfaces deliberately
 - Expect different risk appetites and decision speeds
 - Work from a single source of truth, with clean ownership, and version control discipline.

Resource capacity is a bid risk



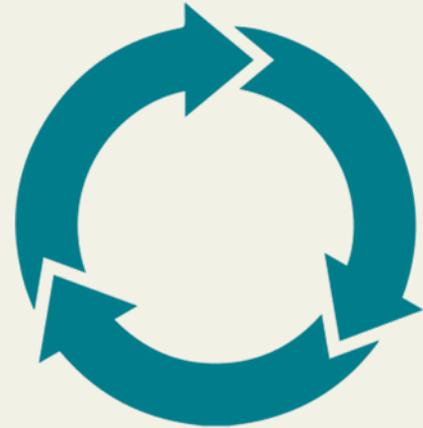
- SMEs can be balancing bids with day jobs
- Be available for in-person or live collaboration where possible
- Dedicated bid leadership is needed to maintain momentum
- Recognise intensity, pressure, and fatigue
- Acknowledge effort and contributions across teams.

Lock in the solution before polishing the detail



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- Finalise the solution narrative before deep design and graphics
 - Integrate economic benefits across all project stages
 - Avoid late-stage changes that ripple across pricing and content.

Treat the Executive Summary as the backbone, not the finale



- Develop the Executive Summary early to align strategy, solution, and value proposition
- Focus on long-term whole-of-life value, alignment with Govt objectives, risk certainty and affordability
- Brief contributors upfront and integrate design, construction, operations & maintenance, and economic benefits from the start
- Evolve the Executive Summary deliberately as the bid matures.

**Our Height team is
experienced in managing
bids for **PPPs** and large-
scale alliances in:**

**Roading and transport,
Defence, energy & utilities,
social & civic infrastructure
(hospitals, courts, schools,
and prisons).**



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