



# P3 water solutions

Public and private sector entities are facing the challenge of addressing mounting water infrastructure needs under strict deadlines and streamlined project schedules.

WSP USA is uniquely positioned to advise public agencies and their private partners on strategies to achieve their objectives throughout the public-private partnership (P3) project life cycle. Clients worldwide rely on WSP as their trusted advisor and designer of choice to develop business and operational strategies to determine the optimal solutions to complex water challenges.

## **Our team**

WSP's planners, engineers and management consultants have diverse technical backgrounds and extensive experience spanning investment banking, public finance and law. We have the industry knowledge necessary to protect the interests of public agencies, reflecting the intricacies of P3 transactions. Our firm is unique in that we have the broad technical resources of a global, full-service engineering consultancy—combined with the specialized expertise and responsiveness of a local firm—that can be leveraged by our clients to successfully deliver challenging projects.

## **Our services**

We provide comprehensive project planning, procurement support, management and engineering services, working with clients from early planning to design, and through the project implementation stage.

### **WSP supports the entire P3 water project life cycle:**

- Financial planning
- Procurement strategy and development
- Design
- Construction oversight
- Operations and business management
- Asset management

### **We have technical planning and design experience across the water market:**

- Alternative delivery
- Integrated water supply planning
- Water systems design (treatment and conveyance)
- Water reuse, reclaim and resource recovery
- Climate change adaptation planning and resiliency
- Surface water management and flood control
- Desalination

### **We provide a wide range of P3-specific services for the public sector and its investors:**

- Feasibility and options analysis
- Value for money and risk analysis
- Monitoring construction/operation
- Contract administration/compliance
- Market assessments

## Our experience

### PROCUREMENT DEVELOPMENT

WSP has experience assisting with the identification and assessment of procurement objectives and strategies, preparing procurement documentation and undertaking both qualitative and quantitative analyses to evaluate procurement options.

### DUE DILIGENCE REVIEWS

We provide unbiased advice to investors to help them think strategically about how to optimize all aspects of their investment to increase the return from the asset.

#### Technical

- Cost benchmarking and forecasting
- Asset condition surveys
- Due diligence reviews
- Revenue forecasting allows for seamless collaboration with other advisors
- Utilization of in-house experts on all aspects of asset operations
- Integration of revenue forecasts, constraints on capacity, opportunities for expansion and available funding

#### Commercial

- Focus on CapEx spending to optimize revenues and meet regulatory requirements
- Inclusion of financial deal aspects such as accommodating minimum cover ratios into creative CapEx funding scenarios
- Contractual analysis to protect client while recognizing business terms of consortium partners

#### Ongoing Support

- Concession special purpose vehicle set-up including report development, staffing transition plans and contract negotiations
- Inspection and reporting-advising on how best to adjust CapEx spending in step with asset maturation
- Holdings analysis to monitor key financial and economic drivers across asset portfolios

### VALUE FOR MONEY AND RISK ANALYSIS

Our team is well versed in performing value-for-money and risk analyses to support a decision on the most cost-effective method of project delivery. These evaluations can range from a high-level analysis during the conceptual stage of a project to a detailed, fully developed model suitable to support highly sophisticated options analysis.

## Our projects

### *Technical and Economic Due Diligence, U.S. West Coast Desalination Project, Confidential Client*

WSP is providing technical and financial support as part of an independent engineering assessment of a U.S. West coast desalination plant for an institutional investor. The project will identify any regulatory or significant technical issues at the utility's major systems or facilities, evaluate capital and operations and maintenance budgets, and conduct a detailed risk analysis with regard to the system's capability to reliably produce drinking water that meets regulatory standards.

### *Acquisition Support Due Diligence, Publicly Regulated Water, Wastewater, Reuse Utility, Confidential Client*

WSP provided technical due diligence services to an institutional investor pursuing the acquisition of a regulated utility business consisting of 76 regulated entities and 322 water systems across 15 states. The project included technical review of capital and operations and maintenance budgets, benchmarking performance against industry standards, and assessment of existing and future conditions and performance including useful service life of assets.

### *Independent Engineering Assessment, South Central Connecticut Regional Water Authority (SCCRWA), New Haven, Connecticut*

WSP provided technical reviews for bond financing reports for SCCRWA's Capital Improvement Program (CIP). This project included consulting services to enhance the efficiency of SCCRWA's CIP, assessments of SCCRWA's water treatment facilities, reservoir tanks, water transmission/distribution system, CIP funding, operation and maintenance practices, regulatory compliance, staffing levels, and CIP implementation practices.

### *Green Gas Project for Calvert Impact Capital, Stanfield, Arizona*

WSP acted as independent engineer on an anaerobic digestion project to convert organic biomass into pipeline quality biogas (RNG). We assessed project viability from a technical and commercial perspective, identifying any project delivery risks to obtaining financial close and verifying payment requests post-award.



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