



How to Build a Public-Private Partnerships (OP3) Office – A Process Guide

1	Understand what Public-Private Partnerships are NOT. P3s are not free money, they are not privatization, and they are not the answer to your budget crisis. If you cannot afford a project without a partnership, you cannot afford a project with a partnership.
2	Understand what P3s are. P3s can be a better way to procure projects, transfer risk, ensure better performance, and bring discipline to public budgeting.
3	Pass enabling legislation (first check if your State has such legislation, or if prohibitions exist, assuming your city has a State!).
4	Stand-up a P3 unit, with dedicated staff, set some rules for P3 procurements, and hire the best advisors you can (being nice to the lawyers both inside and outside of government is also very important!)
5	Screen your projects – good project selection is critical!
6	Budget! P3 procurements can cost 1% to 2% of project value so be ready
7	Support the process and move forward with a procurement
8	Select your private partner carefully – P3s are long-term relationships and breaking-up is hard to do
9	Be ready to monitor the project – the best P3 will fail if all parties are not focused on their roles

For more information, contact:

Seth Miller Gabriel, Executive Director
District of Columbia Office of Public-Private Partnerships
John A. Wilson Building | 1350 Pennsylvania Avenue, NW, C-06 | Washington, DC 20004
(202) 724-2128 | op3@dc.gov | [@TheDCOP3](https://twitter.com/TheDCOP3) | op3.dc.gov



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