



PUBLIC EDITION / VERSION 1.0

SIP STANDARD

Prepare projects.
Structure contributions.
Coordinate development.

A methodological framework for engagement with project holders and technical, industrial and financial partners.

A staged approach adapted to the scope and maturity of each opportunity.

A common working framework

The SIP Standard sets out a development methodology. Its application is defined for each opportunity according to the mandate, resources and applicable requirements.

SIP’s contribution

SIP is Subsaharan Group’s infrastructure platform. Its role may include origination, project preparation, local development, institutional coordination and partnership structuring. The specific scope and deliverables are agreed in writing.

Function	Intended contribution
Origination	Assess the need, available information and stakeholders.
Structuring	Clarify studies, responsibilities, risks and conditions for proceeding.
Coordination	Organise contributions and monitor documented milestones within the agreed scope.

Scope of this document

This framework describes a working approach and its development. It does not demonstrate that all functions, teams or capabilities described are already in place. Specialist studies, construction and operations involve qualified professionals under the project agreements.

“Standard” refers to SIP’s methodology. It is not an external standard, certification, financing guarantee or delivery guarantee.

02 / DEVELOPMENT PATHWAY

Nine phases, explicit decisions

Phases may overlap or be revisited. Moving forward depends on the evidence obtained and the conditions still to be met.

Phase	Expected working basis
01 / Origination	Need, initial scope, stakeholders and major constraints.
02 / Pre-feasibility	Demand, technical options, potential site and preliminary economic assumptions.
03 / Structuring	Roles, proposed contractual model, project governance and risk allocation.
04 / Development	Relevant studies, land processes, approvals and environmental and social issues.
05 / Investment readiness	Review package, economic model, risks, contracts and unresolved questions.
06 / Capital mobilisation	Partner and financier engagement; conditions, diligence and commitments to be agreed.
07 / Project mobilisation	Verified contractual conditions, resources and approvals required for commencement.
08 / Delivery and monitoring	Monitor schedule, costs, quality, risks and assigned obligations.
09 / Asset lifecycle	Handover, operations by qualified parties and performance review, subject to mandate.

A development stage alone does not establish that an opportunity is financed, approved or ready for construction.

03 / MATURITY & DOCUMENTATION

Evidence before commitments

The project file should distinguish established facts, assumptions and matters requiring a decision or further specialist review.

Area	Information to organise
Identity and rights	Entities, authority, rights presented, site status and approvals.
Need and demand	Users, demand, potential customers and revenue assumptions.
Technical	Available studies, scope, connections, interfaces and data limitations.
Project economics	Costs, assumptions, sensitivities, development needs and financing questions.
Risks and impacts	Risk register, environmental and social impacts, monitoring responsibilities.
Contracts and partners	Proposed contributions, obligations, diligence and outstanding conditions.
Decisions	Milestones, received deliverables, reviews, reservations and next actions.

Traceable documentation

Each important document should identify its source, date, owner and review status. Versions are retained and access reflects the confidentiality of the opportunity. Missing information remains visible in an open-issues register.

04 / PARTNERSHIPS & RESPONSIBILITIES

Assigning contributions

The functions below describe responsibilities to be agreed. They do not represent permanent teams, secured contracts or guaranteed SIP capabilities.

Project function	Scope to clarify
Project holder / developer	Objectives, rights presented, project preparation, development budget and decisions.
SIP, subject to mandate	Origination, local development, coordination and assigned deliverable monitoring.
Technical specialists	Studies, design, technical review and independent advice as needed.
Construction contractor / EPC	Works scope, schedule, quality, warranties and site responsibilities.
Operator / maintenance	Commissioning conditions, capabilities, maintenance and expected performance.
Financial partners	Assessment criteria, diligence, conditions and independent commitment decisions.

An understandable agreement

Specify deliverables, decision authority, interfaces, schedule, commercial terms, confidentiality and change procedures. Institutional discussions or a partner's expression of interest do not replace a formal agreement or approval.

Making progress verifiable

Monitoring is adapted to the contracts and SIP's assigned role. Frequency and indicators are agreed at project level.

Monitoring area	Relevant information
Schedule	Milestones, dependencies, critical path and pending decisions.
Costs	Baseline budget, commitments, expenditure, changes and forecasts.
Quality	Acceptance criteria, inspections, outstanding items and corrective actions.
Health and safety	Incidents, deviations, corrective measures and participant obligations.
Contracts	Obligations, deadlines, insurance and conditions precedent.
Risks	Risk changes, new evidence and measures to consider.
Documentation	Reports, evidence, reviewed versions and handover records.

Addressing deviations

Each material deviation should have an owner, an impact assessment, a proposed action and a decision date. Scope, cost or schedule changes follow the contractual procedure. Monitoring does not replace the oversight duties of appointed professionals.

Deciding with the project's limitations

The aim is to improve decision preparation while retaining the option to complete, pause, redirect or stop an opportunity.

Identify and allocate risks

Maintain a risk register, assess significance and agree monitoring. Contractual allocation does not remove risk: the relevant party's ability to manage it needs review.

Address environmental and social issues

Identify required studies, consultations and applicable requirements early, with qualified specialists. Land constraints, communities, working conditions and safety should be included in project assessment.

Assess partners and local suppliers

Review references, resources actually available, compliance and conflicts of interest. Local relationships do not establish a permanent office or verified delivery capability.

Protect decision quality

Make weak assumptions, incomplete diligence and disagreements visible. Each decision to proceed should identify outstanding conditions and the resources required for the next stage.

This framework guarantees no universal timetable, return, standard budget or investment outcome. Project-specific legal and contractual requirements continue to apply.

Start with the relevant project information

An initial discussion aims to understand the need and possible scope of cooperation. Sensitive information is shared under an agreed confidentiality framework.

Information to provide	To prepare the discussion
01 / The need	Sector, context, objectives and intended outcome.
02 / The stage	Available studies, rights presented, processes and known constraints.
03 / The contribution	Role sought: development, technical work, construction, operations or financing.
04 / The next step	Deliverables to agree, responsibilities, conditions and working schedule.

Subsaharan Infrastructure Partners

sip@subsaharan.org
+27 11 268 2319
<https://subsaharan.org/sip.html>

SIP is a platform of Subsaharan Group Holdings (Pty) Ltd.
South African registration: 2024/024033/07
57 Sixth Road, Hyde Park, Johannesburg, South Africa

DOCUMENT & REFERENCES

Public edition 1.0, 19 October 2026. This overview does not replace the internal manual, project agreements or advice from qualified professionals.

Further reading: World Bank, PPP Reference Guide – PPP Cycle and Identifying Risks; IFC, Developing a Transparent System for Local Contracting. These references do not constitute institutional endorsement of SIP.

ppp.worldbank.org/library/ppp-reference-guide-ppp-cycle
ppp.worldbank.org/identifying-risks
IFC | Local contracting