

HIRING A CONSULTANT

Based upon our experience and comments from our customers, we hope that the following suggestions will prove helpful when hiring consultants:

- Employ an independent firm that offers non-biased perspectives. For example, would a public sector trade organization ever recommend a private sector solution?
- Does the consultant offer real-world experience that is applicable to the engagement? For example: has the consultant ever run the type of program being reviewed; has the consultant ever negotiated a labor agreement; has the consultant ever submitted a bid; can the consultant offer references from similar types of programs? All too often, persons with narrow experiences attempt to call themselves consultants offering a broad range of services.
- Avoid firms that sell products as well as consulting services. The most common example of this is computer hardware/software sales persons that claim to offer efficiency studies. Guess what their solution to inefficiency is going to be?
- Always check references. Was past work performed on time? Were expectations met? Would previous clients hire the consultant again? Was there company support in the event of illness, etc?
- Get firm quotes for the work to be performed, and set a cap on expenses.

The right consultant can be a true resource for your organization. Call the consultants at **TAS** today. We offer the experience, the references, and the results ... consulting services are all we offer, and we deliver!

THE NEXT STEP

Contact **TAS** at 1-800-233-3251 to discuss your specific needs and to request a written proposal.

TAS

Serving school districts, agencies, associations, and higher education throughout the United States.

Offices in New York and Florida,
serving the U.S.

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**PRO'S AND CON'S
OF
PRIVATIZATION**

TAS

www.TransportationAdvisoryServices.com

ABOUT TAS

TAS is a full service student transportation consulting and advisory firm. Since 1987, the consultants of Transportation Advisory Services (**TAS**) have performed a wide range of transportation studies for over 500 school districts and agencies in 21 states. Some of these studies include overall district-operated efficiency reviews; assistance in district-contractor relationships; labor negotiation recommendations; shared service studies; program cost analysis; management review and development; alternative transportation methodology; cost control; operations/routing review; and bid process controls.

TAS has developed a roster of highly respected “on-staff” and “as-needed” consultants to offer our customers the finest advisory services available. **TAS** consultants offer real world, practical experience. We are committed to listening to our customer needs ... recommending creative justifiable solutions ... and assisting in the implementation of any program changes. Throughout our studies, we keep an eye on the demographic, political and financial basis of the district in order to ensure that the result of our engagement is a successful student transportation program.

The logo for Transportation Advisory Services (TAS) features the letters 'TAS' in a bold, stylized, sans-serif font. The letters are white with a thick black outline, set against a dark background.

SCOPE

A privatization review is an evaluation of the operating alternatives available to the district, such as conventional contracting, management contracting, or district-operated. This type of study includes specific financial projections for each alternative. The result will serve as a road map for the district as they consider this controversial, emotional topic ... prepared by an experienced third party.

METHODOLOGY

TAS evaluates the current operations through the completion of the following procedures:

- Interviews with various district administrators and departmental employees, as well as tours of the facilities.
- Comparison of the client district information with other similar programs, and national statistics available for the industry.
- Evaluation of the practical benefits of a contract on both the District and potential contractors.
- Analysis of the above information will form the basis of the recommendations that will result from this study.

BENEFITS

This popular service, known as a “pro’s and con’s” analysis, takes a hard look at the various management and operating options available to a school district. Our thorough analysis includes specific information relative to the benefits and obstacles associated with each option.

TAS has a history of meeting district needs through a pragmatic analysis of the pro’s and con’s of privatization versus district operation. Should our recommendation include a change in your mode of operation, **TAS** will provide a detailed methodology and timeline in order to ensure successful implementation.

Standard operating methods considered are:

- District Operated
- Conventional Contract
- Management Contract
- Blended Program

TAS provides our client with an experienced perspective about privatization. Our consultants have practical contracting experience, and we offer extensive industry contacts not found with any other firm.