

## 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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# SHARING SUPPORT SERVICES

# TAS

[www.TransportationAdvisoryServices.com](http://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, including 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 aspects of the district in order to ensure that the result of our engagement is a successful student transportation program.

## SCOPE

An evaluation of the opportunities and benefits of districts and/or municipalities sharing transportation services, including: cooperative purchasing; training; maintenance; out-of-district routes; fuel stations; facilities; management; and more.

Similar to sharing among districts is the potential to realize significant economies by sharing between school districts, municipalities, and other public sector entities. The beneficial public image coupled with the proven savings makes this the public administration challenge of the new century.

Most municipal entities have similar transportation issues. **TAS** has demonstrated the ability to help our clients overcome operational and political obstacles.

## METHODOLOGY

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

- Interviews with various district and municipal representatives and departmental employees, public meetings, and input from tours of the facilities.
- Comparison of the client program information with other similar programs, and national statistics available for the industry.
- Analysis of the above information will form the basis of the recommendations that will result from this study.
- Throughout the study, **TAS** will serve as a third party to facilitate the review process while maintaining a sensitivity to the political issues that may be an important aspect of the project.

## BENEFITS

Cooperation between entities in the area of support services is gaining in importance as public sector dollars shrink. **TAS** has performed major shared service studies which have included recommendations and implementation procedures for a variety of services.

Some examples of successful sharing include:

- Shared or Centralized Maintenance
- Spare Bus Pools
- Cooperative Purchasing
- Centralized Training
- Coordination of Out-Of-District Routes
- Centralized Fueling
- Specialized Maintenance
- Joint Facilities

Financial projections are included to illustrate the potential savings of each recommendation. Implementation strategies based on our extensive experience assists with program development and real world application.

The logo for Transportation Advisory Services (TAS) features the letters 'TAS' in a bold, stylized, sans-serif font. The letters are black with a white outline, giving them a three-dimensional appearance. The 'T' and 'A' are connected at the top, and the 'S' is positioned to the right of the 'A'.