

## What kind of support can you expect from us?

### Products & Services

- Strategic and organisational consulting
- Economic analysis and forecasting
- Assistance with the tendering process and the transition to competitive tendering
- Concepts for operational and planning-related issues
- Implementation support, controlling and quality management
- Tariff and ticketing strategies

### Consultancy areas



**Bus and light rail systems:**  
Local and regional transport



**Railways:** Local and long-distance rail services, freight transport



**Rural transport:**  
Flexible on-demand services



**Cycling and walking:**  
Eco-friendly individual traffic



**Mobility of the future:**  
Multimodality & digitalisation



Strategy and management  
consultancy for public services

### Contact

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We have been awarded the EMAS certificate for internal environmental management. EMAS is the highest European quality seal for systematic environmental protection.



We empower state and local authorities

For sustainable public transport



## Interdisciplinary, independent, individual

**KCW is one of the leading strategy and management consultancies for road- and rail-based public transport.**

We are independent and provide consultancy exclusively to public authorities. Our clients include political and public administrations at all levels, i.e. municipalities and districts, federal and national states and the European Union.

80 consultants with backgrounds in transport, economy, law, engineering and social sciences work in our offices in Berlin and Hamburg. KCW is also successful in France, with our subsidiary company, Trans-Missions.

Consulting for us is to provide solutions that are tailor-made for the individual needs of each of our clients. For this we do not only make use of proven strategies but also take a broader perspective thinking ahead of our clients.

### Rail consultancy services

**We can advise you on all matters pertaining to regional and long-distance rail services.**

#### CHALLENGES

The rail sector is complex: legal, technical and market-related framework conditions are constantly changing and market players have interests that are, at times, sharply divergent. Enormous challenges are presented by the restricted financial situation in the public sector, the significant need for investment in infrastructure and vehicles, and not least the all-encompassing process of societal change.



Our interdisciplinary team puts heart and soul into our work. We are committed to what we do and strive to deliver a high-quality, modern public transport system.

#### STRATEGIC AND POLITICAL ADVICE

We develop future strategies for our customers, helping them to optimise their organisational structure and guarantee their long-term competitiveness. In addition, we offer policy advice addressing all aspects of the rail sector.

#### ECONOMICALLY SUSTAINABLE SOLUTIONS

Many of our projects concern the profitability of public transport, for which we model potential demand and revenues. We also offer operational support for the duration of the contract, for example in the form of vehicle and quality management.

#### TENDERING

Public stakeholders need to ensure that regional passenger rail services are built on a solid financial basis and secured for the long-term. As part of this, tendering procedures should be configured in such a way that there is healthy competition between bidders, meaning attractive prices for the authority can be achieved. On the other hand, bids must also ensure high quality, attractive services for passengers. We provide support to our customers during the complete tendering process and beyond. We create tender documentation and transport contracts.

#### SMOOTH OPENING OF MARKETS

We also help competent authorities in monopoly environments to implement the transition to competition as smoothly as possible. Our customers benefit from the extensive experience we have gathered in Germany.

#### CONCEPTS FOR ALL RAIL TRANSPORT ISSUES

We develop innovative concepts for operations, infrastructure, vehicle procurement, vehicle financing, tariffs, ticket distribution, quality requirements and passenger information.

#### CREATING THE FUTURE OF RAIL

Through our work we contribute to securing the future of rail as an environmentally and socially sustainable, safe and comfortable mode of transport in the coming years and decades. We keep abreast of the growing demands of users, the rapid pace of technological progress and other relevant trends in the mobility sector and related areas.

**KCW offers much more than rail consultancy. For further information on our other services please do not hesitate to contact us.**

