cpcs

Better infrastructure solutions.
Better lives.

Looking for a platform for your BIG idea?

Consider launching with us.

Open call for pitches

Our platform

+

Your idea (or talent)

=

Joint value, growth, and fun

Looking for a platform to make your BIG idea a reality?

Send us a pitch.

The opportunity, in short:

platform

We are an employee-owned management consulting firm specializing in infrastructure. We solve tough infrastructure challenges specific to transport, power and public-private partnerships around the world. We do it by providing end-to-end management consulting services leveraging our economic, financial, commercial, data science, technical, legal, and governance depth. Our platform is ready to scale, and we are ready to invest in innovative business ideas and talent that complement our strategy and what we're all about.

Innovative business proposals

We love innovating and thinking outside the box to realize positive impacts. While we're a creative team, we don't want to limit our potential to our own ideas, talent and energy. If you have innovative business ideas or a complementary service offering and are looking for a platform to make it a reality, send us a pitch.

Ideas that contribute to our aims

We will seriously consider any pitch that complements our business strategy, generates business value, is fun, and leads to impact. We would also welcome a pitch to join our team. See pages 18/19 for further details.

Invest and make resources available to launch selected proposals

We will hire you (and team as relevant) and plug you into the CPCS platform to execute your plans. We will agree on a level of investment to ensure your plans are on a sustainable foundation and will seek to realize synergies with other resources across the CPCS team. As needed, we will also provide senior management support and coaching to launch and evolve your ideas for long term success.

Get in touch and send us your pitch

Open call –

No submission deadlines.

Tell us about yourself, the idea, how you'd move it forward on CPCS's platform, what you'd need from us, and what kind of joint value we can realize.

Your Big Idea here.

Our platform

Your idea (or talent)

Joint value, growth, and fun

We are CPCS.

A global management consulting firm specializing in infrastructure.

50 YEARS

of global infrastructure leadership.

We solve infrastructure challenges specific to transportation, power and public-private partnerships.

We do it by providing end-to-end management consulting services, including analytics, technical, legal, regulatory as well as economics, policy, finance and governance.

Examples of our work in action:

Mobilize public and private investments to decarbonize infrastructure and promote resilience.

Help a North American transit agency implement an $80B transit capital program

Guide a South Asian government revitalize its power sector to meet growing energy demands.

What gets us up in the morning.

Who we are

Advisors to infrastructure leaders.

Our mission

Improving lives through better infrastructure solutions.

Our strategy

Building and deploying multidisciplinary technical and commercial depth focused on supporting better and more impactful infrastructure solutions and operations around the world.

Our slogan

Better infrastructure solutions. Better lives.

Combination of management consulting AND technical depth are central to our market position in the “Middle”.

Our strategy in brief

Multidisciplinary approach | Technical and commercial depth | Focus

Large engineering and planning firms

Depth in our core sectors, but weaker in management consulting services.

Our sweet spot

Going deeper in the infrastructure consulting market “in the middle”.

Large accounting and management consulting firms

Depth in management consulting services, but less depth in our sectors.

What we're all about.

Our Strategy and Beliefs

Better infrastructure solutions. Better lives.

CPCS's strategy and what we believe in

Marc-André Roy

October 20, 2020

Managing Partner Marc-André Roy shares how the firm's core beliefs came to be.

We think we're a pretty unique management consulting firm. For one, we specialize in transport and power infrastructure, public-private partnerships (PPPs) and related analytics.

We also bring together the disciplines needed to unpack the complexity of infrastructure: management, economics, finance, law, data science, among others. And perhaps most notably, we love what we do.

My colleagues and I have spent a lot of time thinking about what CPCS is all about, what we want to achieve as a company and why we show up every day. This reflection has been a slow and deliberate process. Like brewing tea.

Enabling impact through depth

Our core "DEEPER" beliefs as CPCSers.

Depth: We believe in developing, nurturing and sharing our subject matter depth. We do this internally to support staff development, effective internal execution and team work, and externally to influence better decision making. We are curious and passionate learners, always looking to develop a deeper understanding of what is it we're solving and deepening our skill sets in everything we do. We, as individuals and as a team, find ways to develop, share and use our depth to drive impact.

Evidence-Based: We believe that our solutions and advice should be evidence-based. We take pride in providing independent and honest advice backed by sharp analytical insights and careful consideration. We seek practical, evidence-based solutions to help clients meet their objectives but don't bend our findings to suit a client's agenda. We tell it like it is.

Excellence: We believe in striving for excellence. We hold ourselves, our colleagues and our partners to high standards of competence and performance. We believe in delivering higher quality, greater innovation and more analytically rigorous work than our competitors. We do not settle for average or mediocre. We are reflective of our shortcomings and continuously focus on improving, progressing and developing.

Pragmatic: We believe in being pragmatic, flexible and realistic. We bias practical approaches and simple solutions whenever possible. We design solutions that work in the real world and are tailored to our clients' needs and perspectives. We believe in clear, concise, well-structured and accessible communications. While processes and policies are useful, we constantly challenge and improve them if they don't create value or work for us.

Entrepreneurial: We believe in maintaining an entrepreneurial culture. We encourage all CPCSers to think and act like owners and focus on creating positive impacts inside and out. We allow ourselves to experiment, to take calculated risks, and support the implementation of initiatives when people show entrepreneurial drive and commitment to see them forward. We apply an entrepreneur's mindset to challenges and opportunities in our day-to-day activities. This keeps us agile.

Respect: We believe in treating colleagues, clients and partners as we would want to be treated. We are fair, thoughtful and empathetic. We welcome and are mindful of people's uniqueness and frames of reference. We have honest and respectful conversations even when we disagree. We collaborate with clients because we value their views. We respect others' time and life preferences, including what contributes to their work-life fullfillment. Every day we work towards greater diversity, equity and inclusion as well as cultivating self-awareness and keeping our biases in check.

Impact: We believe in treating colleagues, clients and partners as we would want to be treated. We are fair, thoughtful and empathetic. We welcome and are mindful of people's people's uniqueness and frames of reference. We have honest and respectful conversations even when we disagree. We collaborate with clients because we value their views. We respect others' time and life preferences, including what contributes to their work-life fullfillment. Every day we work towards greater diversity, equity and inclusion as well as cultivating self-awareness and keeping our biases in check.

Fun: We believe that work should be fun and fulfilling. Fun can mean different things, but we define it has having fun tackling hard challenges with talented, driven, diverse and motivated colleagues. We have fun satisfying our curiosity and applying our creativity to interesting problems. We have fun working in complex environments and making a difference. Fun also means getting better at what we do and building fulfilling careers. We stay away from boring and cookie-cutter projects and initiatives and unnecessary bureaucracy as much as we can. We show up because work is fun, fulfilling and we are having an impact, not simply to get a pay cheque.

Close to 1,700 projects completed in more than 120 countries.

We have *over* 120 ongoing transport, power and PPP projects across the globe, including:

NORTH AMERICA

Tracking the Great Lakes with Blue Accounting.

FLORIDA

Solving the high rate of passenger rail incidents.

ALBERTA

Transit solutions to reduce congestion in Banff.

LIBERIA

Overhauling its inland storage infrastructure.

CANADA

Readying the Canada Port Authorities for modernization.

CAPE VERDE

Rebooting a national electricity company.

INDIA

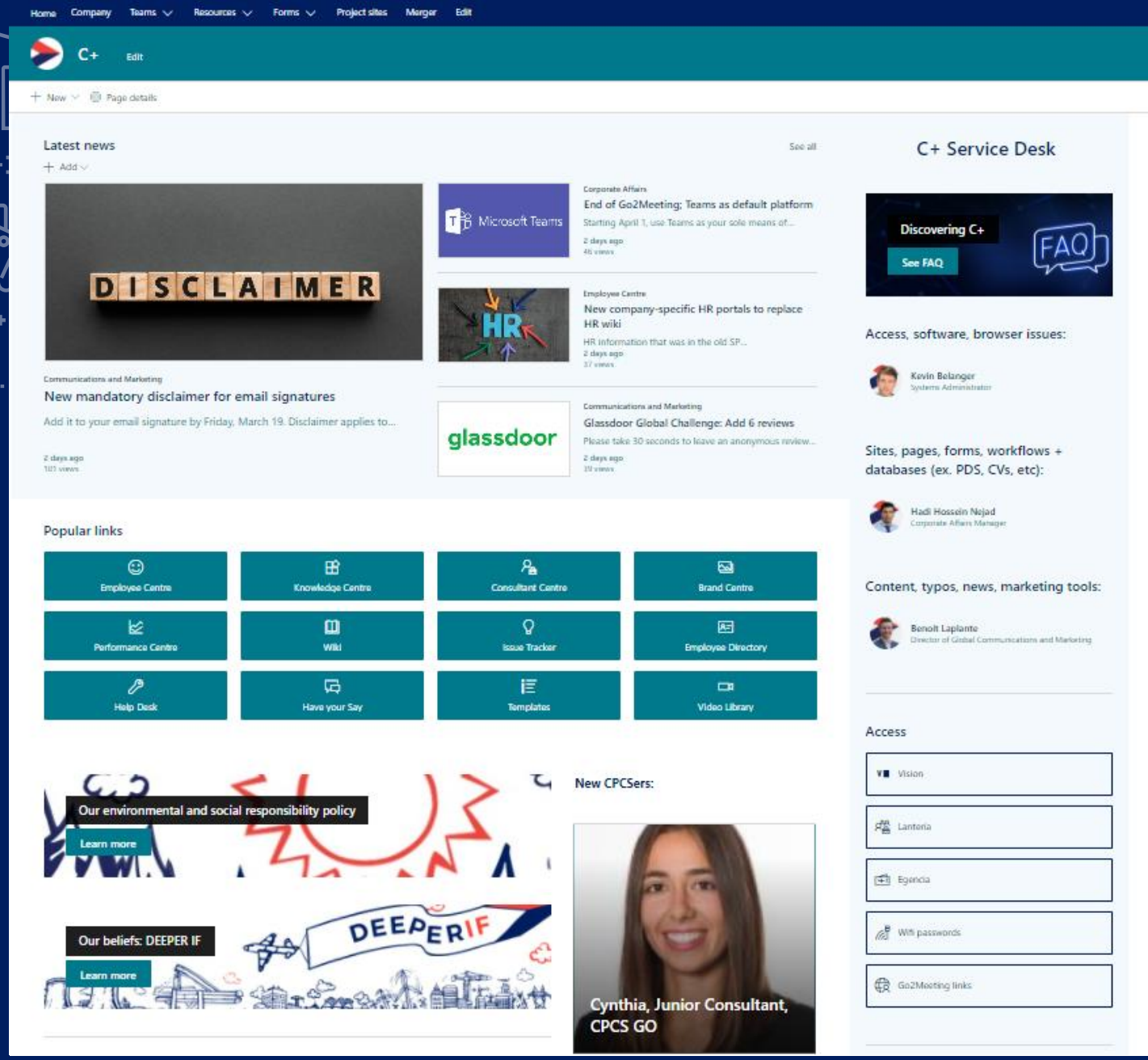
CPCS empowers freight operator to run rail corridor.

SRI LANKA

CPCS chosen as PPP expert in light rail transit.

Join our diverse team of approx. 160 professionals and tap into our energy, resources and drive to support *your* BIG idea or to drive your personal growth.

Our team and platform is ready to scale. We have the team and the business processes, tools and resources to get your idea off the ground quickly.



Your Big Idea here.

Our platform

Your idea (or talent)

Joint value, growth, and fun

If you have a business idea that you are passionate about that fits with our strategy and aims, lets explore how we can move it forward together.

Looking for big ideas that fit our strategy

Our strategy in brief

Multidisciplinary approach | Technical and commercial depth | Focus

Large engineering and planning firms

Depth in our core sectors, but weaker in management consulting services.

Our sweet spot

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Depth in management consulting services, but less depth in our sectors.

Expand

Expand the breadth of our service offering into a complimentary sector, service or geography

Deepen

Deepen our technical capacity in transport, power and transactions, and related analytics

We are open to all ideas that contribute to our aims. We will seriously consider any proposal that complements our business strategy, generates business value and helps us have a greater impact.

The elements we're looking for are:

- **Complementarity with CPCS's existing business:** This could include a new geographic market development opportunity, a complementary infrastructure service area, a new technology or other intellectual property (IP) that could contribute to a deeper joint service offering, or even opportunities to bolster and further strengthen our corporate processes and affairs.
- **Idea backed by a joint value proposition:** We are prepared to take risks together to make your idea and plans a reality provided your idea and plans offer a potential joint value proposition.
- **Your energy to drive the idea forward.** More than anything, we are looking to invest in you – and your talent and determination to turn the idea into reality. We are also open to backing and investing in small collaborative teams or event small companies provided they can reasonably be plugged into the CPCS platform.

Looking for a more supportive team?

We'd also welcome new talent.

- If you feel CPCS provides a better platform for your growth, reach out to explore how you can contribute to the team.
- We are excited to welcome new talent where this can deepen and expand our team's capacity in or at the periphery of our existing markets and services.
- We will consider welcoming individuals or small teams that have a proven track record of working together. They key will be fit.

Can you help us do this?

Deeper bench
Deeper CVs
Deeper Knowledge

Your Big Idea here.

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What are we looking for in a pitch and our process.

Want to test your idea with us first? Feel free to give us a call to explore your idea before committing it to a formal pitch.

Sharing intellectual property or confidential information?
We are happy to enter into a Non-Disclosure Agreement as discussions advance.

What to include in a pitch proposal?
There is no specific proposal format – keep it simple. What we'd be looking for includes:

- Highlights of your idea and business plan and their complementarity and fit with CPCS's mission and strategy.
- Information about you (and your team, as relevant), your experience and qualifications to move the idea forward, and demonstration of your passion for the idea and plan.
- What kind of investment and support you'd be looking for from us to realize your plans on our platform.
- High level budgetary projections and business case for your idea and plan in action over the next few years.
- Your perspective on the long-term strategic value we can create together.
- How you see this working financially for you.
- Anything else you'd like to share with us.

Timing:

This is an open call for proposals – there are no submission deadlines.

Better infrastructure solutions.
Better lives.

Contact one of our Managing Partners to explore how we could make your BIG idea a reality and to deliver joint value.

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