

# CPCS and FCP announce merger

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CPCS Transcom Limited (CPCS), a global management consulting firm specialising in infrastructure, has merged with First Class Partnerships (FCP), a leading provider of rail transport advisory services. The merger combines and amplifies the depth and geographic reach of both firms.

“Our strategy is premised on bringing a deeper understanding of the multidimensional challenges and opportunities infrastructure leaders face,” says CPCS’s Co-Managing Partner Marc-André Roy. “We’ve had successful collaborations with FCP and have found that they bring more depth in passenger rail transport than any other firm we’ve worked with. We’re looking forward to using this depth to achieve even greater impacts.

“There is a fantastic complementarity between the two firms,” says FCP’s CEO Ian Horseman Sewell, who will lead the group’s U.K. and European operations. “The merger gives us access to a well-established global operating platform, backed by significant analytical expertise and a wealth of consulting resources.”

Ian also joins CPCS’s Board and will continue to oversee ongoing FCP partnerships and contracts in other markets.

## **About the combined group**

The merger will allow FCP to use its depth in passenger and freight rail transport in CPCS's established North American and emerging markets. In turn, CPCS's broader transportation and power infrastructure consulting services will gain access to the UK and continental Europe.

Both CPCS and FCP will operate under their respective names for now. Ongoing contracts will not be reassigned and current resourcing commitments will be fully maintained. "Both firms' ongoing engagements will benefit from the added depth of the combined group," says CPCS's Co-Managing Partner Jean-François Arsenault.

The combined group has close to 140 staff, over 200 associate consultants, offices on four continents and generates revenues of more than US\$30 million annually.

"We're excited about the greater value we'll be able to deliver to current and future clients and partners as a combined," notes a joint statement. "We believe that our new global team will have a lot of fun building on our shared platform."

Immediately, the new group will take advantage of its combined depth to assist public transport organisations navigate and develop strategies as they respond to the long-term implications of COVID-19 on travel patterns, and other structural trends shaping mobility, including climate change resilience, carbon neutrality and alternative funding models.

### **About CPCS**

CPCS advises public and private sector infrastructure leaders in transport, power and public-private partnerships (PPPs). Formerly the consulting arm of the iconic Canadian Pacific Railway (consulting group established in 1969), CPCS has evolved into an independent employee-owned professional services firm in 1988. To date, CPCS has completed over 1,400 assignments in more than 130 countries.

It's currently leading over 100 projects, including a review of regional bus service needs in Western Canada, a commercial due diligence of a bulk port for a private investor and transaction advisory support for the unbundling and privatisation of a national utility company in West Africa. CPCS is headquartered in Ottawa, Canada, and has offices and team members around the world.

### **About FCP**

FCP is a strategic advisory firm specialising in rail transport. It advises public and private sector clients on strategies for the technical and commercial development of passenger and freight railways and their interconnecting public transport services. In the last five years, FCP has completed successful projects in over half of the European Union's member states, whilst continuing to provide advice and solutions to public and private sector clients across the UK transportation sector.

In Canada, FCP has been providing technical and strategic advice to Metrolinx since 2015, helping Ontario's public transportation agency realise its \$42 billion and 10-year transit development plan for the Greater Toronto and Hamilton Area. FCP has also been tackling strategic rail transport projects in cities from San Francisco to Singapore, Chicago to Sydney and Boston to Montevideo. FCP is headquartered in London, UK, and is active across Europe and Canada.