

Surface Transportation

Surface Transportation Practice

Oliver Wyman helps transportation service and infrastructure providers stay ahead of markets and competitors through creative growth strategies and aggressive cost reduction programs. We are also leaders in developing and executing innovative financial solutions for transportation asset owners and investors. Our clients include many of the world's largest surface transportation providers, both public and private, on six continents.

Rail and Road

Oliver Wyman provides strategic, operational, and financial planning consulting to private and state-owned freight and passenger railroads, motor carriers, and transit operators worldwide. Our areas of expertise include turnarounds, restructuring and privatization, market and competitive analysis, business design, and the development of winning operational and commercial strategies.

Rail Operations Consulting Services & Software

Oliver Wyman assists railroads in designing and implementing a variety of operating strategies, including network optimization, product design, yield management, asset management, and overhead reduction. To support these strategies, we have developed a suite of supporting software tools, including MultiRail Enterprise Edition and MultiRail Passenger Edition.

Supply Chain, Logistics, Integrators & Postal Service

Oliver Wyman is a leader in providing expertise in business design, restructuring, merger and acquisition strategy, and operational and commercial effectiveness for firms in the third-party logistics, supply chain, logistics integration, and postal/parcel service sectors.

Maritime & Ports

Oliver Wyman provides a full range of management and economic consulting services to the international port and maritime shipping industries. Oliver Wyman's maritime specialists offer management expertise, combined with practical industry knowledge, to successfully address the key challenges faced by the maritime sector.

Non-Air Transportation Equipment Suppliers

Oliver Wyman provides best-in-class expertise in evaluating the critical infrastructure and mechanical processes supporting the operations of transportation providers. Oliver Wyman staff are leading experts on rail and road equipment (rolling stock, rail control systems, rail equipment sub-systems, etc.), infrastructure management, and shop utilization, with extensive experience across all freight and passenger markets.

Transaction Services & Litigation Support

Oliver Wyman leverages its industry depth to provide transaction services and litigation support tailored to the specific needs of financial institutions, strategic investors, private equity, hedge funds, and insurers.

Consulting to the railroad industry

Oliver Wyman's rail practice employs the largest and most experienced staff in the world dedicated to the rail industry and is widely recognized as the premier management consultancy to state-owned and private freight and passenger railroads and urban transit/bus systems. It has carried out major strategic, operational, and financial planning and evaluation assignments for nearly all major railroads in North America and for state owned railways on six continents. Oliver Wyman's services cover several key areas of rail management:

Rail System Restructuring, Commercialization, and Privatization. Oliver Wyman's key rail staff have been deeply involved in these types of projects worldwide – including in Mexico, Canada, the Czech Republic, Hungary, Poland, Argentina, Chile, Colombia, Uruguay, Australia, New Zealand, the United Kingdom, and the United States. Oliver Wyman engagements have ranged from commercializing internal rail functions, such as engineering, construction, and workshop activities, to privatizing rail segments or entire railways. Oliver Wyman has developed privatization strategies to return maximum value to shareholders, identified interested parties, and helped negotiate asset sales.

Transportation Cost and Financial Analysis. Oliver Wyman has been active in rail costing and financial analysis for two decades. For such clients as SNCF, Deutsche Bahn, Amtrak, Class I and regional railroads, commuter rail authorities, state departments of transportation, and major financial institutions and equipment leasing companies, Oliver Wyman has assessed the operating costs of rail operations, allocated costs between freight and passenger operations, and analyzed the joint costs of public and private rail operations.

Market and Revenue Analysis. Oliver Wyman provides critical insights into the transportation marketplace that serve as the basis for strategic planning, new business assessment, organizational realignment, and acquisition and divestiture planning. Oliver Wyman is experienced in analyzing the markets for most major commodities carried in freight service, as well as for intercity and commuter passenger services. Clients include international transportation companies, leasing companies and financial institutions, major European and Asian railways, and North American Class I and regional railroads.

Operational Strategies. The Oliver Wyman rail practice brings together professionals who, as both consultants and senior railroad managers, have planned and executed a wide range of operating strategies, including a number of organizational transitions. Collectively, they possess a high degree of management and technical expertise in all disciplines related to rail operations.

Organizational Assessment. Oliver Wyman has conducted dozens of organizational and operational analyses of public and private sector service providers. For example, Oliver Wyman has analyzed the organization, operations, and deployment of funds for several state rail programs, and has evaluated the entire management structure of the PKP (the Polish State Railways) in Europe and the Port Authority of New York and New Jersey in North America.

Commercial Strategy, Customer Service, Sales/Marketing Process Reengineering. Oliver Wyman has assisted leading railway clients and rail industry suppliers in the design and execution of commercial strategies. Oliver Wyman provides clients with reorganization assistance, formulation of integrated sales and marketing planning processes and techniques, channel management strategy development, preparation and installation of decision support tools (modal costing, total logistics analysis), design and development of customer service center activities, and training.

Asset Valuation and Line of Business Assessment. Oliver Wyman has extensive experience valuing rail assets, using approaches such as net liquidation value, going concern value, original cost less depreciation value, and comparable sales value. In addition, Oliver Wyman often analyzes transportation companies not only as single entities, but as a collection of “unbundled” assets and rights, thus identifying when the value of the parts differs significantly from the value of the whole. Oliver Wyman also has been involved in freight and passenger service evaluations and in helping governments and railroads agree on equitable subsidy levels for unremunerative services.

Intermodal Strategy and Implementation. Oliver Wyman has been closely involved in developing breakthrough intermodal strategies, such as for the Moscow/St. Petersburg intermodal service in Russia. In North America, it advised shipping lines and railways on the early development of doublestack container intermodal network strategies. In Europe, Oliver Wyman helped several companies develop intermodal and operating strategies in preparation for the EC's single-market initiative and the opening of the Channel Tunnel.

For more information, please contact our practice heads directly:

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