



## Transportation Advisory Services



### Driving Results

Having an advocate who understands the nuances of what the decision makers on the other side of the table may be thinking can remove the roadblocks to your transportation agenda. In addition, having an advocate who is also trusted for his or her integrity is key to moving your agenda forward quickly and efficiently.

When working toward realizing our clients' goals, our team of professionals in Boston draws from decades of experience in transportation agencies, authorities, and legislative committees. Our professionals have held senior-level positions in a transportation-related field, and bring their varying experiences, years of insights, and contacts to bear for the value of our clients.

Whether you are a transportation product or service supplier looking to win a public bid process, a real estate developer looking to conclude a major project, or a public or private institution looking to either expand your campus or to protect the interests of your campus in the face of a public transportation project, we have the experience, the knowledge, and the resources to maximize your likelihood of success.

The issues surrounding major transportation infrastructure projects are invariably complex and costly. The ML Strategies team can help, whether you're playing offense trying to get something done or playing defense trying to prevent adverse consequences.

What's more, ML Strategies is a subsidiary of a large, multidisciplinary law firm, and can interact with a skilled group of attorneys at Mintz, Levin, Cohn, Ferris, Glovsky and Popeo, P.C. The law firm includes real estate, public finance, litigation, and environmental attorneys, including many—such as the former general counsel for MassHighway—who also have backgrounds in transportation.

### The Experience of Our People

- CEO of Massport
- Senate Chairman of the State Legislative Joint Committee on Transportation
- Chairman of the Boston City Council's Transportation Committee during the Central Artery/Tunnel project (CA/T)
- Executive Director of the Boston Redevelopment Authority
- Chairman of the Massachusetts Transportation Finance Commission
- MBTA Director of Communications
- MBTA Deputy Director of Real Estate
- MBTA Assistant Director of Planning
- Chairman of the New England Council Transportation Committee



## Case Study: Reading Between the Lines

ML Strategies was retained to assist a company in its efforts to win a very lucrative, competitively bid contract from a public authority. In preparing the proposal, the client wanted to include an item that, while perfectly legal, was flagged as problematic by ML Strategies' personnel familiar with the public bid processes. In fact, upon further review, it was determined that had the client submitted its proposal with this item included, the bid would likely have been deemed "unresponsive" and the company would have lost out on the opportunity. Instead, with this item eliminated, the client went on to win this competitive contract.

## Representative Clients

Among our past and present clients are large institutions with significant real estate holdings, engineering companies that provide services to agencies, large-scale real estate developers, and the following companies:

- AECOM
- Boston Autoport
- Boston Symphony Orchestra
- Boston University
- Cargo Ventures LLC
- Changchun Railway Vehicles Company Ltd.
- Digital Lumens, Inc.
- Duncan Solutions, Inc.
- Eastern Real Estate, LLC
- EnerNOC, Inc.
- First Church of Christ, Scientist
- General Electric
- International Cargo Center of New England
- MotivePower, Inc.
- Northeast Utilities
- Sojitz Corporation of America
- Veolia Energy North America
- Zipcar, Inc.

## Service Offerings

- Airlines and airports
- Public and private institution master-planning
- Public procurement
- Real estate development
- Seaport development
- Transit-oriented development
- Transportation financing

## For More Information

Visit our website to learn more about ML Strategies and our services, or contact us:

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