

Senior leadership where strategy, procurement and delivery intersect.

MOVING COMPLEXITY FORWARD

Acernis is an independent, senior-led boutique management and technology consultancy. We help organizations lead complex programs and procurements from strategy through delivery, with direct access to senior expertise throughout.

01 / LEAD

Program & Transformation Leadership

- Strategy and mobilization
- Governance and executive decision forums
- Multi-vendor delivery leadership
- Risk and delivery assurance
- Implementation, transition and operational readiness
- Program recovery and advisory

02 / PROCURE

Procurement Leadership & Advisory

- Procurement strategy and commercial models
- Market engagement, RFQ and RFP development
- Evaluation design and leadership
- Fairness and defensibility
- Negotiation, BAFO and award
- Transition from procurement to delivery

03 / CONNECT

Transit, Travel & Payments

- Fare collection and account-based ticketing
- Open payments and digital channels
- Passenger and customer technology
- Devices, integration and operations
- Multi-vendor technology ecosystems
- Operational transition and readiness

BUILT FOR PUBLIC SCRUTINY

For procurements where the process must be as defensible as the outcome.

Major public procurements face scrutiny from proponents, fairness advisors, executives, boards and government stakeholders, and sometimes auditors, the public and media. Acernis brings procurement, commercial, governance and delivery discipline so that decisions withstand it.

01 Strategy

02 Market Engagement

03 Solicitation

04 Evaluation

05 Negotiation

06 Award

07 Implementation

SELECTED EXPERIENCE

METROLINX / PRESTO

PRESTO Transformation Program

Leadership across procurement and implementation, including **five major technology procurements** and transition planning for digital channels and contact centre modernization.

TRANSLINK / COMPASS

Compass Modernization Program

Procurement leadership spanning procurement strategy, solicitation development, market engagement, technical evaluation and commercial processes for next-generation fare collection systems and devices.

Broader transportation and travel experience includes TTC, WMATA, MBTA, New York MTA, Air Canada and Carnival Corporation.

HOW WE WORK

Direct engagement.
Considered advice.
Practical leadership.

Independent and vendor-neutral. Acernis leads and advises, and collaborates with specialist technical and delivery partners when broader capabilities are needed.

PRINCIPAL

Mehdi Mahmoudian

Senior program and procurement leader with 20+ years leading complex technology, procurement and transformation programs across transportation, public-sector and travel environments.