

OUR STORY

Founded in January 2024, WALLCON was created to service the growing civil infrastructure sector via the provision of pre-contract & tender services, project delivery services and project management.

WALLCON's capabilities include pre-contract functions, project delivery and project management services for SME's working in West Australian Local Government, State Government, private Tier 1 civil contractors, the Defence industry and the renewable energy sector.

With a strong background in city-shaping mega projects, WALLCON aims at providing a range of white collar services for WA's bustling small to medium civil contracting enterprises.

WALLCON is proudly Western Australian owned and engages 100% local WA based staff. Operating according to our 4C Values, we aim to be the go-to civil support company for the greater Perth region.

VISION

To be the most trusted and innovative civil consulting service provider in the Perth construction industry, leading our clients towards increased revenue and profits which result in repeat works and satisfied clients.

MISSION

To provide exceptional pre-contract, project, delivery and design services in the civil construction industry, leveraging Tier 1 thinking to elevate Tier 3 projects. We will strive to create a seamless client experience through innovative technology solutions, ensuring efficiency, collaboration and success.

VALUES - THE 4Cs

- ✔ **Collaborative Excellence:** We prioritise building strong, collaborative relationships with our clients and partners, fostering trust and transparency in every interaction.
- ✔ **Commercial Fairness:** We are committed to fair and equitable business practices with our clients, partners and subcontractors, ensuring that our services provide real value while maintaining integrity in all our dealings.
- ✔ **Challenging Perspectives:** We consistently encourage our clients to think differently, pushing the boundaries of technology and innovation to achieve more efficient and sustainable outcomes.
- ✔ **Community Commitment:** We believe in giving back to our community, integrating generosity and thoughtfulness in to our business practices for the benefit of all.



OUR SERVICES



OPPORTUNITY & STRATEGIC GUIDANCE

- **Opportunity Development:** Guiding you through a strategic bid/no-bid process to evaluate opportunities, deepen client understanding, and make informed decisions on tender investments.
- **Bid Management:** Our driving force throughout the entire tender process, from document receipt to final submission driven by experienced construction engineers and managers.
- **Strategic Partnering Advice:** Offering joint venture support, exclusivity arrangements, and strategic partnerships to maximise your chances of success.
- **Risk & Opportunity Assessment:** Conducting detailed analyses of delivery risks and opportunities, encompassing commercial, operational, and construction factors, led by qualified engineers.



PROCUREMENT & LEGAL SERVICES

- **Subcontract Assistance:** Supplying customised subcontract forms to streamline engagement with your supply chain during the tender phase and roll through to delivery.
- **Legal Advice:** Connecting you with specialised construction lawyers for expert advice on head contract legal matters.
- **Procurement Support:** Providing comprehensive procurement registers, including supplier contacts, rates, and tender-phase management tools.



TECHNICAL & ENGINEERING SUPPORT

- **Estimating:** Delivering professional estimating services, incorporating direct, indirect, and overhead inputs via first principles and market tested packages.
- **Quantity Surveying:** Preparing detailed construction quantities to support estimating, methodology planning, and program development.
- **Constructibility & Methodology Development:** Creating detailed construction methodologies for bid submissions, informing program development, cost estimates, and risk evaluations.
- **Program Development:** Developing resource-loaded project schedules using MS Project and Oracle Primavera P6, incorporating critical path analysis and a robust Work Breakdown Structure (WBS).
- **Traffic Management:** Delivering Main Roads' compliant traffic modelling, transport assessments, and analysis of major roads to support bid submissions and project planning.
- **Design Development:** Offering tender design services, including digital engineering, 3D renders, fly-throughs, GIS mapping, drafting, and CAD solutions for Design & Construct (D&C) scopes.



TENDER SUBMISSION EXCELLENCE

- **Submission Management & Graphics:** Producing top-tier submissions with professional formatting, high-quality visuals, and engaging presentations to stand out in competitive tenders.

KEY PEOPLE



ALEX WALLER

Managing Director & Principal Bid Manager, Perth

Alex is a degree-qualified, registered Civil Engineer (CPEng, NER) with over 15 years of experience in planning and delivering horizontal infrastructure projects. Specialising in roads, bridges, airports, defense bases, and water infrastructure, Alex founded WALLCON, leveraging his expertise from roles at Thiess, CPB Contractors, Fulton Hogan, and DT Infrastructure.

As Managing Director, he delivers high-energy expert pre-contract services to Tier 1–2 and Tier 3–4 contractors across Western Australia, South Australia, and Victoria, driving successful tender outcomes.

- **Clients:** Main Roads/OMTID; Water Corporation; Rio Tinto; BHP; Perth Airport; Department of Defence (RAAF and Navy); Australian Naval Infrastructure; and various solar farm developers
- **Sectors:** Road and bridge; rail; runways; defence; solar and renewable energy; water infrastructure
- **Tender Types:** EOI; RFP; RFT; and Panels
- **Contract Models:** Construct Only; D&C; EPC; and Alliances



MICHAELA WALLACE Senior Bid Manager, Adelaide

Michaela is a degree-qualified civil engineer with over 15 years of experience in infrastructure delivery and bid management across Australia. With a background at Seymour Whyte, McConnell Dowell, McMahon Services, John Holland, and Downer Group, she excels in leading complex tenders for roads, bridges, mining, and water infrastructure. Michaela's client-focused approach, honed through workshops and stakeholder engagement, ensures pre-contract opportunities are seamlessly converted into successful project delivery.

- 📍 **Clients:** Dept. of Infrastructure & Transport (DIT-SA); Transport for NSW; Main Roads WA; BHP; Rio Tinto; SA Water
- 📍 **Sectors:** Roads and bridges, heavy civil infrastructure; mining; water infrastructure
- 📍 **Tender Types:** EOI; RFP; RFT; and Panels
- 📍 **Contract Models:** Alliance; Bespoke Collaborative D&C; GC2I Construct Only; and D&C (NSW)



CHRIS STINSON Bid Manager, Melbourne

Chris, a qualified civil engineer, brings over a decade of experience in road, bridge and rail infrastructure projects. With a strong foundation in engineering and project management, and a background in defence fabrication, Chris specialises in Alliance contract models, focusing on technical solutions to secure bids. His expertise in project development ensures robust and innovative outcomes, particularly in complex infrastructure initiatives.

- 📍 **Clients:** Level Crossing Removal Authority (LXRA), focusing on road over rail solutions
- 📍 **Tender Types:** Development stages in active alliances
- 📍 **Sectors:** Road & Bridge; Defence
- 📍 **Contract Models:** Alliances under painshare/gainshare



ASHWI BHOWANY Project Engineer, Perth

Ashwi Bhowany, a civil and structural engineer with first-class honors from the University of Adelaide, has over 10 years of experience delivering road, bridge, and airport infrastructure projects across Australia and Mauritius.

With a strong focus on asphalt paving, production, and quality control, Ashwi has managed over 30 civil projects, including seven years as the lead delivery engineer for Colas in Mauritius and Rodrigues. His expertise spans site supervision, precast production, quality assurance, and budget management.



MINHAZUL ABEDIN Project Engineer, Perth


Minhazul is a skilled project engineer with over seven years of experience delivering complex civil infrastructure projects in Bangladesh and Australia.

A key contributor to Bangladesh's first six-lane, 690m tied-arch bridge under the Cross-Border Road Network Improvement Project, Minhazul excels in site engineering, structural review, cost estimation, planning, and stakeholder coordination. His work spans government and private sector projects, delivering high-quality outcomes.



WALLCON

Wallcon Project Solutions

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