



NORTH AMERICAN CAPABILITY STATEMENT

2025

OUR EXPERTISE

WT IS ONE OF THE FASTEST GROWING ADVISORY FIRMS IN NORTH AMERICA. FOUNDED IN AUSTRALIA BACK IN 1949, WT HAS BEEN A FORCE IN NORTH AMERICA SINCE 2010. A TRUSTED ADVISOR TO OWNERS, DEVELOPERS, GOVERNMENT AND PRIVATE SECTOR CLIENTS, WT CURRENTLY MANAGES BILLIONS OF DOLLARS OF ACTIVE MEGA PROJECTS ACROSS NORTH AMERICA. WHEN YOU WORK WITH WT, YOU ARE WORKING WITH THE COLLECTIVE THINKING OF OVER 2,000 OF THE PROFESSION'S LEADING PEOPLE.

OUR EXPERTISE covers the building, construction and infrastructure sectors, as well as the management of facilities and the provision of consultancy services. WT provides integrated project services throughout the property / asset lifecycle.

OUR CLIENTS can draw on expertise from our cost consulting, project delivery and P3 advisory consultancy services to ensure project goals are realized.

OUR GOAL is the achievement of our client's ultimate commercial objectives through optimized cost solutions.

IF YOU WOULD LIKE TO FIND OUT MORE ABOUT WT...



PREMIUM CLIENT EXPERTISE



OUR TEAM HAS EXPERTLY ASSISTED THE FOLLOWING ORGANIZATIONS:



OUR RECORD





WE ARE CONFIDENT THAT WT BRINGS WORLD CLASS ADVISORY TO OUR CLIENTS AND WE LOOK FORWARD TO THE OPPORTUNITY OF PARTNERING WITH YOU TO DELIVER OPTIMUM SOLUTIONS ACROSS YOUR PORTFOLIO.

WHO WE ARE

			
75 YEARS YOUNG	10 YEARS IN THE US & CANADA	INDEPENDENTLY OWNED & OPERATED	2,000 STAFF GLOBALLY
			
70+ LOCATIONS WORLDWIDE	60+ LOCAL TEAM MEMBERS	HIGHLY COLLABORATIVE WITH OTHER OFFICES	EMPLOYEE FOCUSED, PROGRESSIVE COMPANY CULTURE

SERVICE DIVERSITY

From our established roots as one of the largest Cost Consultancy providers in the Southern Hemisphere, WT continues to grow and expand across North America providing critical and valuable advice that helps shape the built environment.

			
\$50 BILLION OF COST CONSULTING SERVICES	\$18.4 BILLION OF LENDER'S DUE DILIGENCE SERVICES	\$18.3 BILLION OF CONSTRUCTION AUDIT SERVICES	\$7.5 BILLION OF GRANTOR/OWNER ADVISORY SERVICES

SECTOR EXPERTISE

WT'S PORTFOLIO OF WORLD CLASS PROJECTS INCLUDES EXPERIENCE COVERING THE COMMERCIAL SECTOR & SOCIAL INFRASTRUCTURE ENVIRONMENT.

		
315+	\$6.5B	>\$4.9B
US COMMERCIAL SECTOR PROJECTS	VALUE OF US COMMERCIAL PROJECTS	VALUE OF US SOCIAL INFRASTRUCTURE

OUR FOOTPRINT

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NORTH AMERICAN OFFICES

UNITED STATES

Austin, TX
Boston, MA
Cincinnati, OH
Denver, CO
Honolulu, HI
Los Angeles, CA
New York, NY
Miami, FL
Phoenix, AZ
Raleigh, NC
Richmond, VA
San Francisco, CA
Seattle, WA

CANADA

Toronto, ON
Vancouver, BC

MEXICO

Mexico City



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GLOBAL OFFICE LOCATIONS

OCEANIA

AUSTRALIA

Adelaide
Brisbane
Cairns
Canberra
Geelong
Gold coast
Hobart
Melbourne
Perth
Sydney

NEW ZEALAND

Auckland
Wellington
Christchurch

ASIA

CHINA

Beijing & Tianjin
Shanghai &
Hangzhou
Guangzhou &
Shenzhen
Chongqing &
Wuhan
Suzhou
Chengdu

HONG KONG

Jakarta
Jogjakarta
Bali

MACAU

Kuala Lumpur

SINGAPORE

Bangkok

VIETNAM

Ho Chi Minh City
Hanoi

UK & EUROPE

UK & CHANNEL ISLANDS

Belfast
Birmingham
Cambridge
Exeter
Guernsey
Leeds
London
Manchester
Nottingham
Sheffield
Southampton
Swansea

GERMANY

Stuttgart

ITALY

Milan

SPAIN

Madrid

SWEDEN

Stockholm

INDIA

Bangalore
Chennai
Delhi
Hyderabad
Mumbai
Pune

MIDDLE EAST

Abu Dhabi



OUR OFFERING

MANY KNOW US AS 'P3' PEOPLE, BUT WE'RE A LOT MORE THAN THAT.

WT PARTNERSHIP IS AN ADVISORY BUSINESS THAT SUPPORTS A DIVERSE ARRAY OF CLIENTS ACROSS EVERY SECTOR, PROVIDING INDUSTRY LEADING CONSULTING FOR THEIR PROPERTY AND CONSTRUCTION ENDEAVORS

COST & COMMERCIAL MANAGEMENT

DELIVERING BEST IN CLASS COST AND COMMERCIAL MANAGEMENT SERVICES. DRIVING VALUE AND COST CONFIDENCE AS A FIDUCIARY TO OUR CLIENTS

COST

WT

DELIVERY

P3 ADVISORY

LEADING AND DELIVERING PUBLIC PRIVATE PARTNERSHIPS WITH A COMPREHENSIVE AND INTEGRATED APPROACH ACROSS A VARIETY OF SECTORS TO SUPPORT OUR CLIENT'S OBJECTIVES

PROJECT DELIVERY

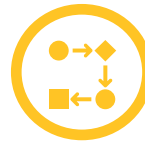
PROVIDING LEADERSHIP, CONSTRUCTION EXPERTISE AND INDEPENDENT REPRESENTATION FULFILLING ROLES SUCH AS CONSTRUCTION MANAGER, INDEPENDENT CERTIFIER AND OWNER'S REPRESENTATIVE

QUALITY & CAPACITY

We have actively leveraged our expert's decades of combined experience from working on major client portfolios to streamline our processes and maximize efficiencies across capital development programs, master services agreements and indefinite delivery indefinite quantity (IDIQ) commissions.

COLLABORATION

Monthly Client Account Team Sync Meetings
Workflow Management Software
Cloud Based 24/7 Mobile Communication Technology



STANDARDS

Fully Developed Client Account On-Boarding
Account Specific Service Training – PSRs & Key Processes
Account Service Delivery Guidance, Documents & Templates



OVERSIGHT

QA Oversight by National Executive Team
One Unified Account Team, Regardless of Location
Cost Benchmarking Data & Design Analytics



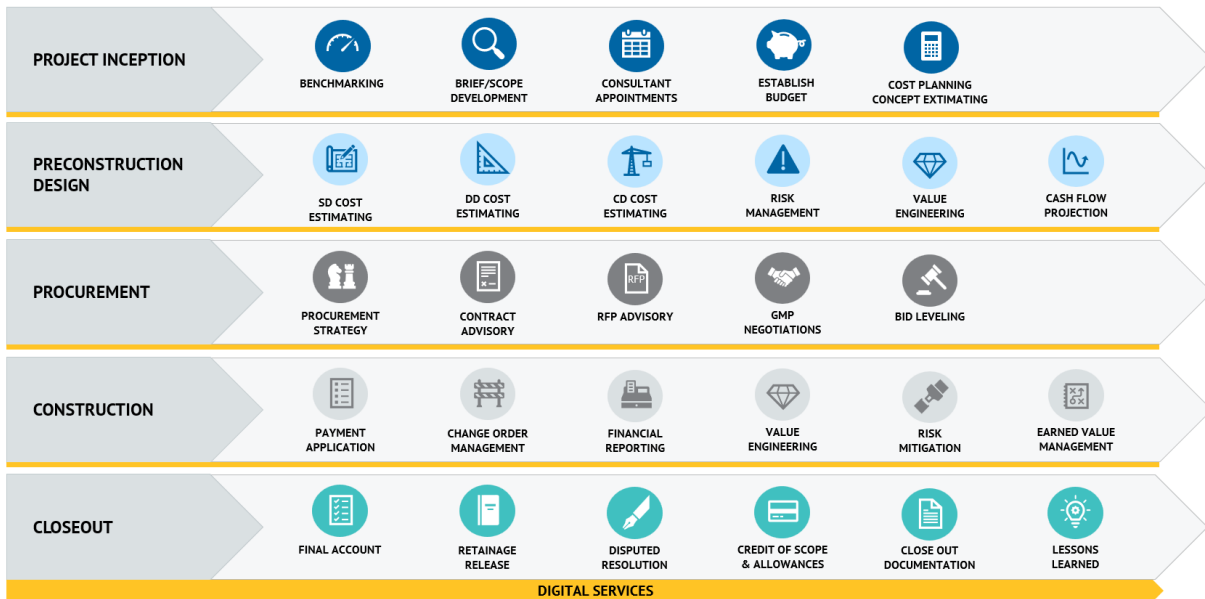
THE DETAIL

CONSTRUCTION COST MANAGEMENT IS WHERE THE WT STORY BEGAN OVER 70 YEARS AGO...

Today, Cost Management remains a core discipline for our business and our team. It doesn't matter the size or scale of the project, or the procurement method, we have the processes and expertise to provide clear, consistent and accurate advice. Active engagement throughout the design process is a hallmark of cost management and cost control, as opposed to merely cost reporting. We maintain an open and continuous dialogue with owners, designers and contractors to identify and monitor cost drivers and identify potential risks before they become real threats to project success.

OUR COST MANAGEMENT METHODOLOGY AND PROCESSES ARE SCALABLE: AS APPLICABLE TO A MULTI-HUNDRED-DOLLAR NEW TOWER, AS THEY ARE TO A NEW RENOVATION WITHIN A LIVE ASSET.

COST MANAGEMENT OFFERING BY PHASE



MANY KNOW US AS 'P3' PEOPLE, BUT WE'RE MUCH MORE THAN THAT.

P3 ADVISORY

We work with conventionally funded capital projects every day of the year. We also work with existing assets and have advised clients on various strategies to support their objectives. Public Private Partnerships (P3) is one approach that can be very effective – or very costly without good advice and guidance. That's where WT comes in.

Focusing on strong client relationships, we've developed our service offering into the more peripheral areas of quantity surveying, assisting clients in achieving the best commercial outcome. Our technical advisory benefits are rewarded with a significant source of repeat business, as clients know they're in safe hands.

WT has successfully supported clients through each phase of the project development lifecycle. From developing the commercial foundations of a robust and bankable bid, through management of construction, operational commencement and even asset disposal, our highly experienced team comprehensively guides clients to their best commercial outcome.

OFFERINGS FROM OTHER SERVICE LINES

We know how to manage the complex upfront process by working with you to distill your vision and turn that into an actionable strategy. We have experience translating a bold vision into tangible development plans that satisfy stakeholders and garner leadership support. Our service offering is summarized in the table below.

PROJECT MANAGEMENT	PROJECT MANAGEMENT OFFICE (PMO)	REAL ESTATE ADVISORY
<ul style="list-style-type: none"> Design Review; Project Management; Construction Management; Contract Management; Real Estate Development Strategy; Design Management / Review; Document Management; Project Controls; Schedule Review and Analytics; Stakeholder Management; Permitting, 3rd Party Approvals and Inspections; Schedule Management; Change Order Management; Technical Conflict Management; Communication Management and Website maintenance; Dispute Resolution; and Claims Management 	<ul style="list-style-type: none"> Vision and Strategy Creation; PMO Establishment and Governance Analysis; Project Management Controls; Project Management Support; Commercial, Legal & Financial Advisory Engineering & Design Review Collaborative Dialog Meetings; Space Planning Support; and Programming Support 	<ul style="list-style-type: none"> Strategic Real Estate Planning Market Fundamental Analysis Pre-entitlement and Due Diligence Services Monetization and Value-Capture Strategies and Implementation Full Procurement Services (RFI, RFQ, RFP) Developer Selection and Negotiations Public/Private Transaction Structuring Development/Economic Incentive Negotiations Community Benefits Agreements/Packages Reuse Strategies Site Development Strategies Downtown/Corridor Strategies Housing/TOD Sustainability Advisory Land Use Planning Tax increment financing districts

OUR EXPERIENCE

WE GUIDE CLIENTS THROUGH EACH PHASE OF THE MAJOR ASSET LIFECYCLE THROUGH A “BEST-FOR-PROJECT” APPROACH, LEADERSHIP, AND INSIGHT.

SPECIALISTS IN EDUCATION

Our Advisory and Education Group’s primary role in every commission we do is to be the ‘technical translator’ with impartial advice for project stakeholders. Our technical background allows us to review, analyze and opine upon all aspects of asset development, including project costs, utilizing quantity surveyors’ combined skills and training. We understand how strong bids are put together, how robust assets are built, and how assets need to be managed to achieve their investment return.

We are the conduit that enables owners and other interested stakeholders to define their budget on their terms, not at the mercy of a general contractor. Our experience lets us ask the right questions promptly, mitigating potentially challenging, unplanned costs to keep project delivery on time and within budget. This provides an independent point of reference and due diligence, which significantly aids better decision-making and prudent investment.

From an extensive suite of technical services, we create a bespoke formula of advisory services for each client, tailored to their business, sector, and development project. We achieve this by adopting an agile structure, bringing technical specialists and subject matter experts to each project, and seamlessly combining the continuity of client interface with our management team.

HIGHER EDUCATION

WT’s clients have benefitted from our exposure to various projects in the Education and Research sector, including one of the largest, most complex social infrastructure projects undertaken in the US. This specialist area requires experienced heads who understand the pedagogical and commercial aspirations higher education institutions are working to realize in a globally competitive market.

From specialist research and acute teaching hospitals to student housing, WT has worked with clients to drive value for money, maximize design quality and achieve the best commercial outcome.



EDUCATION PORTFOLIOS

WE HAVE THE CAPABILITY AND EXPERIENCE TO PROVIDE THE SCOPE OF SERVICES REQUIRED. THE FOLLOWING ENGAGEMENTS DEMONSTRATE OUR EXPERIENCE ACROSS A BROAD RANGE OF PROJECTS.



UC SANTA CRUZ STUDENT HOUSING



UTSA INTEGRATED DELIVERY MANAGEMENT CAPITAL PROGRAM



ARIZONA STATE WELLS FARGO ARENA



UC MERCED 2020



UNIVERSITY OF HOUSTON AT SUGAR LAND



UNIVERSITY OF TEXAS AT SAN ANTONIO SDS + NSCC



OREGON STATE UNIVERSITY



NEVADA STATE COLLEGE



UNIVERSITY OF TORONTO

OUR EXPERIENCE

WORLD-CLASS EXPERTS DELIVERING OPTIMUM SOLUTIONS ACROSS YOUR PORTFOLIO.

SPECIALISTS IN SOCIAL INFRASTRUCTURE DEVELOPMENT

Our Advisory and Civic Development Group brings expertise from professionals who understand local government issues and are well-versed in the nuances of traditional public and alternative capital delivery methods. Additionally, our experts understand that the future prosperity of municipalities and their constituencies will be shaped, in part, by leadership's ability to demonstrate that high-quality service can be provided cost-effectively. Our clients partner with WT because of our acutely attuned focus on procurement, implementation and programming choices that can capture the full potential of new development projects that appeal to stakeholders and the private development market. WT has experience representing and advising public agencies and supporting private bid teams on complex social infrastructure developments. With WT, our clients receive the right complement of commercial, financial and technical skills from a group with a deep understanding of various policy implications.

CIVIC / JUSTICE FACILITY TYPES



ADMINISTRATIVE



RECREATION



CULTURAL



HOUSING



VENUES



COURTS



POLICING



UTILITIES



CIVIC PORTFOLIOS

WE HAVE THE CAPABILITY AND EXPERIENCE TO PROVIDE THE SCOPE OF SERVICES REQUIRED. THE FOLLOWING ENGAGEMENTS DEMONSTRATE OUR EXPERIENCE ACROSS A BROAD RANGE OF PROJECTS.



**CLACKAMAS COUNTY
COURTHOUSE**



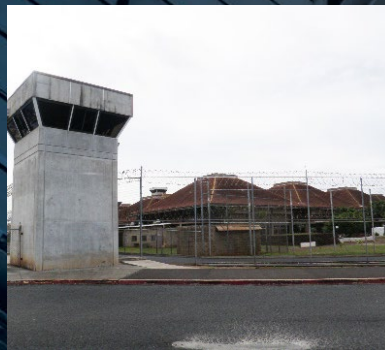
CITY OF NORTH MIAMI



**NEW ALOHA STADIUM
ENTERTAINMENT DISTRICT**



HOWARD COUNTY COURTHOUSE



**OAHU COMMUNITY
CORRECTIONAL CENTER**



**RIVERSIDE COUNTY SHERIFF
DEPARTMENT**



TORONTO COURTHOUSE



INFRASTRUCTURE ONTARIO



**PORT OF SEATTLE SEATAC
AIRPORT**

OUR EXPERIENCE

WORLD-CLASS EXPERTS DELIVERING OPTIMUM SOLUTIONS ACROSS YOUR PORTFOLIO.

SPECIALISTS IN COMMERCIAL PORTFOLIOS

Our advisory and commercial portfolio group's dexterous consulting services are focused on being a preferred vendor and long-term partner with our clients, with whom we can deliver best-in-class approach to cost management and project management. In the past, consultant services such as cost management have been very deliverable-focused and this has meant that firms drive their performance around metrics like cost of service (fees), estimate accuracy to market bid price and timeliness of turning around an estimate. We believe those metrics are the bare minimum that you should expect as a client. Our estimates must be accurate, but we must also be proactive and deliver our services in line with the needs of the project.

COMMERCIAL FACILITY TYPES / FEATURES



WORKPLACE



SPECIALTY



CAMPUSES



URBAN BUILD



MEP SYSTEMS



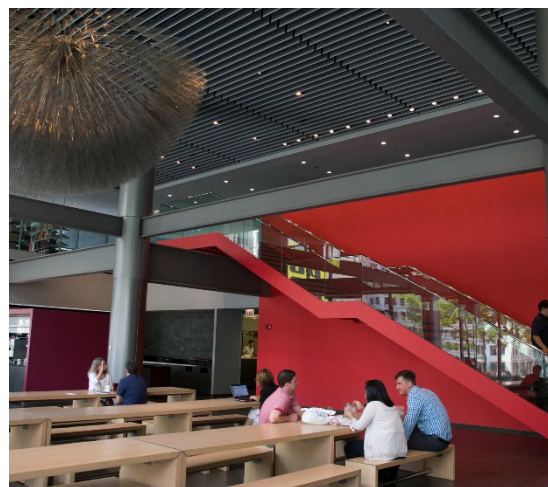
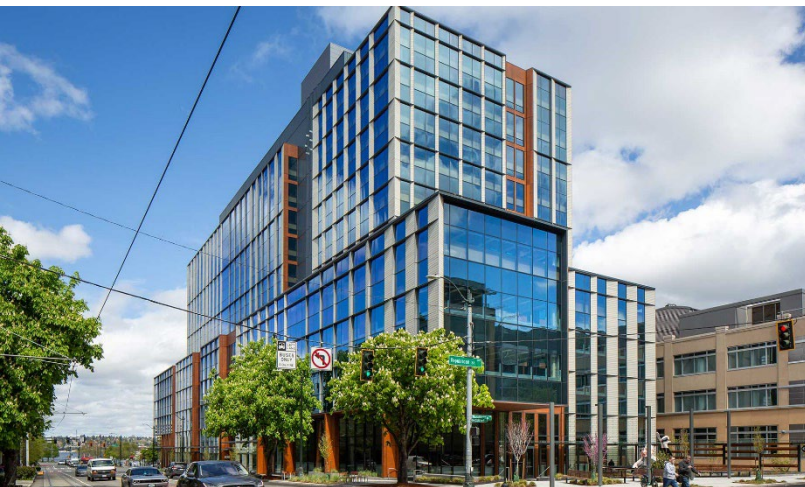
MOBILITY



PLANT & WAREHOUSE



DATA CENTER



COMMERCIAL PORTFOLIOS

OVER 315 US COMMERCIAL PROJECTS TOTALING OVER \$6.5B.



GOOGLE



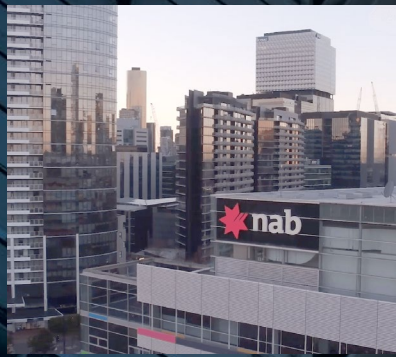
MICROSOFT



QUALCOMM



NIKE



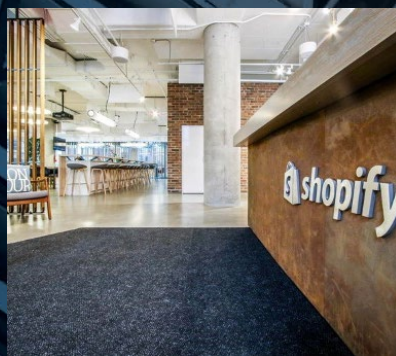
NAB



KKR



METLIFE



SHOPIFY



UMOJA

WE KNOW HOW TO MANAGE THE COMPLEX UPFRONT PROCESS BY WORKING WITH YOU TO
DISTILL YOUR VISION AND TURN THAT INTO AN ACTIONABLE STRATEGY.



MORNINGSTAR



CITIZEN M



AWS



QANTAS



SANOFI



PRIME



RESMED



BCEI



EQUINIX

WE HAVE DEMONSTRABLE EXPERIENCE TRANSLATING A BOLD VISION INTO TANGIBLE
DEVELOPMENT PLANS THAT SATISFY STAKEHOLDERS AND GARNER LEADERSHIP SUPPORT.



SONY



COINBASE



NETFLIX



HITHIUM



XSPACE



LAX



GENSLER



RITZ CARLTON

WT IS AN AWARD-WINNING INTERNATIONAL CONSULTANCY FIRM THAT SUPPORTS CLIENTS ACROSS THE INFRASTRUCTURE INVESTMENT, BUILDING, CONSTRUCTION, AND ASSET MANAGEMENT SECTORS.

WT was founded in Australia back in 1949 and has been a force in North America since 2010. A trusted advisor to Owners, Developers, Government and Private sector clients, WT currently manages billions of dollars of active mega projects across North America.

WT draws on the collective experience, knowledge, and capability of our professional staff in locations across North America and globally to provide our clients with the right advice on all aspects of cost, value, and risk to assist in achieving optimum commercial outcomes.

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CONNECT WITH OUR GLOBAL NETWORK AT WTPARTNERSHIP.CO

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