



Case Study: Western Sydney International (Nancy-Bird Walton) Airport

 **CLIENT**
Multiplex

 **LOCATION**
Badgerys Creek

 **SIZE**
400+ modules

 **PROJECT DURATION**
5 years

West of Sydney is a growing region of local and national significance as a centre of human population and industrial capacity growth. The area is a logistics conduit to Australia's largest city but also connects sister states for critical supply chains. Within the continued development of this area, Australia invested into its first greenfield airport in more than 50 years, Western Sydney International (Nancy-Bird Walton) Airport (WSI), with its terminal building and specialty services construction delivered by Multiplex.

Overview

Site accommodation, and its establishment, sit on the critical path of any project but nowhere is it more critical than on major infrastructure builds where the government is the head customer. In 2021, Ausco Modular partnered with Multiplex to deliver a large-scale, high-specification modular site accommodation solution to support the construction of WSI.

Through a collaborative, relationship-driven approach, Ausco provided a full turnkey solution that met strict government requirements, supported hundreds of professional staff, and scaled with project demands over a multi-year timeline.

The Challenge

Ausco Modular submitted a tender response for the project, initiating a six-month competitive process.

The tender required:

- Demonstrated capability on large-scale infrastructure projects
- Proven experience working with government stakeholders and requirements
- Delivery of high-specification, commercial-grade office environments
- A full turnkey solution, including design, installation, fitout, and ongoing support

The complexity was elevated by:

- The need to accommodate corporate and government personnel accustomed to professional office standards
- Stringent government-driven requirements around safety, ergonomics, acoustic performance, and lighting

The Ausco Advantage

Ausco's experience proved critical in securing the project.

Ausco's expertise enabled:

- Deep understanding of commercial priorities and risk tolerances
- Early alignment to solution design and pricing expectations
- Confidence in delivering a low-risk, high-quality outcome

The Solution

Ausco delivered a full turnkey modular solution, taking end-to-end responsibility for design, retrofit where required, furnishing and fitout, delivery, installation, ongoing service and, eventually, demobilisation.

Scale & Scope

- 400 modular units on hire
- Full greenfield set up with temporary services
- Contract value grew over the project lifecycle
- Approximately 20% of revenue driven by value-added products and services (VAPS)

Solution

- 400 modules + stackers
- Full turnkey solution
- Power generation, waste & water tanks
- Furniture and fit out packages
- IT enabled buildings
- Compliance to site safety and workforce requirements
- Staged installation and demobilisation

High-Spec Office Environment

To meet the expectations of Multiplex, Ausco delivered premium workplace environments, including:

- Custom retrofitted modules to meet project-specific requirements
- Ergonomic, sit/stand workstations and high-end furniture (procured through Ausco)
- Glass partitioning and enhanced aesthetics
- Advanced data and cabling infrastructure (including overhead installations)
- Compliance with strict lighting (lumens per sqm) and acoustic performance standards
- Comfortable, professional office spaces aligned with corporate workplace expectations

Delivery & Execution

- Staged installation commencing August 2021
- Progressive demobilisation starting early 2026 (with some units remaining onsite)
- Dedicated full-time contract management and support team
- Monthly site visits and responsive maintenance (especially during early project phases)

Risk Management

The project presented a relatively low-risk profile, supported by:

- Strong, established client relationship
- Confidence in the head contract
- Location on a greenfield site, reducing exposure to damage
- Clear communication and active engagement with site stakeholders

Outcomes & Impact

The project successfully positioned Ausco as a trusted partner for major infrastructure delivery:

- Built long-term client trust and advocacy
- Created visibility across a landmark project site
- Demonstrated capability at scale under government scrutiny

Business Growth

Success on the site set up at WSI led to additional opportunities, including:

- Aerowest Project: civil works with Seymour Whyte and BMD
- Fuel farm project
- Western Sydney Fire Station (ADCO)

These extensions delivered additional revenue and reinforced Ausco's presence in the region.

Key Takeaways

- Relationships matter: Deep client understanding and trust were decisive in winning and delivering the project
- Capability at scale: Ausco proved its ability to deliver large, complex, government-aligned infrastructure solutions
- Premium environments: Modular construction can meet—and exceed—high-end commercial office standards
- Platform for growth: Visibility and performance on flagship projects drive future opportunities

Looking Ahead

Ausco Modular continues to build on this success, maintaining strong relationships with Multiplex and project stakeholders, and actively tendering for new infrastructure opportunities with both existing and new clients.

