

BOSKALIS

HOW BOSKALIS OPTIMIZED ITS ESTIMATING PROCESSES WITH CLEOPATRA ENTERPRISE



Boskalis Westminster N.V. is a leading international provider of dredging, inland infrastructure, and offshore energy.

They are also active in towing services and salvaging of shipwrecks. Boskalis delivers innovative solutions for major, global maritime challenges.

Boskalis focuses on projects in the energy market and major ports. Their main clients include oil companies, port operators, shipping companies, governments, mining companies, international project developers, and insurance companies.

Boskalis has about 8,200 employees and serves customers in more than 75 countries across 6 continents. Their versatile fleet consists of over 1,000 vessels and tools. Boskalis is one of the largest dredging companies in the world.



Royal Boskalis Westminster N.V. is an expert in the field of dredging and maritime services and continues to create new horizons for all its stakeholders

Introduction to Boskalis' search for a cost estimating solution

As a frontrunner and innovator in the field of dredging and offshore services, Boskalis has a variety of complex projects with extraordinary circumstances. As a result, those projects require professional **cost estimating software** to ensure their success. Since the former working method in the estimating department had several restrictions, Boskalis started looking for an alternative. A number of objectives and requirements were identified, which would only become more relevant over time since it was expected that the complexity of future projects and tender processes would increase further. These objectives were:

- A higher computing speed
- Quality improvement of and prevention of inconsistency in available data
- Process standardization
- Improved archiving and use of historical data

Combining Boskalis' ambitions with the advanced technology of Cleopatra Enterprise led to a Needs Analysis workshop. During that workshop, the Cleopatra Enterprise team analyzed the current situation at Boskalis, their vision for the future, and how Cleopatra Enterprise could support them during and after the transition.

Key Benefits for Boskalis:

- Ability to respond to inquiries from the market faster and more accurate
- Easily analyze, calculate, and compare different scenarios
- More effective work processes save time and money
- Comprehensive, customized plug-ins, for process optimization, interfaces, and management reports



CLEOPATRA



Since 1996, Cleopatra Enterprise has empowered over 500 industry-leading companies across 75 countries to deliver complex projects and turnarounds with confidence.

Cleopatra offers a Total Project and Turnaround Management Software that supports the entire project lifecycle through an integrated project cost management solution. It is the only tool that combines cost estimating, work package management, BIM, scheduling, cost control, form tracking, benchmarking, and more—helping you build robust project controls capabilities to stay on schedule and within budget.

With cutting-edge technology and a team of experienced professionals, Cleopatra enables companies to streamline processes, improve project performance, and achieve their goals with confidence.

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Boskalis' **Challenges** in streamlining estimating and structuring historical data

To quickly respond to requests from the market, an efficient tender process is required, with standardized input and clear responsibilities for all people involved. In the case of Boskalis, most of these requirements have already been implemented. However, they lacked the software that enforces standardization and simplifies and speeds up processes.

There was also the need for an ability to analyze different scenarios to allow for well-informed choices between different alternatives early on in the process. Input for this functionality is the (historical) data that was already available at Boskalis but needed more structure to maximize its potential. This data was then supplemented with the CESK Offshore database, one of Cleopatra's industry-specific **cost libraries**. Finally, many of Boskalis' projects are executed as part of partnerships. As a result, the estimating system should be able to provide insight into both the complete project as well as the work that is to be done by Boskalis specifically.

How Cleopatra Was **Implemented** at Boskalis

During the implementation of Cleopatra Enterprise, Cleopatra ensured optimal synergy with the existing processes within Boskalis. This was done through, among other things, the development of estimate templates containing commonly used breakdown structures and recurring cost items and the realization of dedicated **project dashboards**.

With Cleopatra Enterprise, Boskalis has found a software system that meets the four objectives that were set when they first started the process. The development of the knowledgebase allows Boskalis to respond accurately and much faster to complex tenders from the market. Project alternatives can be quickly calculated and evaluated, and standardization has led to a more structured estimating and reporting process.

"Cleopatra Enterprise proves its breadth and depth of capabilities in terms of implementing standardization, simplification, and speeding up the whole estimating and reporting process. This helps us understand and navigate our business at a much greater level than we did before."

- Boskalis

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